

YOUR INVITATION TO A 30-DAY *FREE TRIAL*
AT A SPECIAL DISCOUNT PRICE...

SUPPLY CHAIN MANAGEMENT FOR THE PURCHASING PROFESSIONAL

- *Expand your skills as a purchasing professional,*
 - *With your own PERSONAL INSTRUCTOR, and*
- *A TOLL-FREE 800 NUMBER for all your questions*

A course especially designed to give you,
the purchasing professional, the knowledge
and skills you need to contribute meaningfully to
your firm's supply chain management activities.

A
unique
self-study
program
with one-on-one
guidance from
your personal
instructor. . .

Entirely new—
from the same
organization
that conducts
APICS' highly
acclaimed
CPIM
certification
prep courses.

APICS®

**THE EDUCATIONAL SOCIETY
FOR RESOURCE MANAGEMENT**

5301 SHAWNEE ROAD
ALEXANDRIA, VA 22312-2317

ADD SUPPLY CHAIN MANAGEMENT TO YOUR PURCHASING PROFESSIONAL SKILLS

FROM INVENTORY MANAGEMENT TO PREVENTIVE MAINTENANCE— AND EVERYTHING IN BETWEEN

LEARN THE LANGUAGE AND TECHNIQUES OF TODAY'S MANUFACTURING WORLD

SUPPLY CHAIN MANAGEMENT— ESSENTIAL KNOWLEDGE FOR TODAY'S PURCHASING PROFESSIONAL

In the past, a knowledge of purchasing activities and practices was sufficient to ensure your career success. That's not true anymore. Today, the successful purchasing professional has to understand the overall picture—manufacturing systems, master planning, purchasing, TQM, and much more. To help you develop your own knowledge and skills in these important areas, we've created a completely new learning-at-home experience for you. We call it

“Supply Chain Management for the Purchasing Professional”.

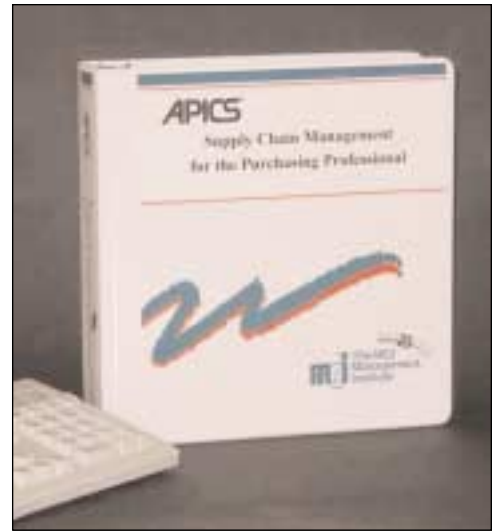
Developed by an expert in supply chain management, the course is conducted entirely as a distance learning experience—mail, fax, or e-mail—in your own office or home, at any pace you select.

WHAT YOU CAN LEARN IN 25 HOURS. . . OR LESS

You'll begin with a brief overview of the entire supply chain process. Then you'll go on to distribution management. Then you'll go on to ERP and learn to distinguish order qualifiers from order winners. You'll learn to look at inventory from a purchasing viewpoint and deal with ABC analysis; you'll learn to distinguish chase and level production plans and when to use which; you'll learn to do forecasting and to distinguish between independent and dependent demand; you'll learn the concepts of material requirements planning and production activity control; you'll be given an overview of total quality management; and the 80/20 rule, and much more.

A COURSE DESIGNED SPECIFICALLY FOR YOU

Supply chain management can be a complex, detailed topic. Some of the detail you need; much of it you don't. “Supply Chain Management for the Purchasing Professional” has been carefully crafted to meet your needs as a purchasing professional, to give you a solid, managerial-level understanding that you can readily apply to all your purchasing activities.



HOW THE COURSE WORKS

When you enroll, you'll receive your “Supply Chain Management for the Purchasing Professional” loose-leaf binder and course materials. Even after you complete the course, this binder will provide a permanent reference source for all your Supply Chain Management activities. In each of the 13 units you'll be provided with:

- specific, to-the-point discussion of an area of Supply Chain Management;
- where appropriate, examples that show you how to apply the principles you've learned; and
- a series of Skill Development Exercises designed to help you practice your newly learned skills and solidify the knowledge you've acquired.

INSTRUCTOR SUPPORT WHEN YOU NEED IT — PLUS A TOLL-FREE NUMBER

You'll send your completed Skill Development Exercises via mail, fax, or e-mail, or on-line—your choice—to the MGI Analysis Center. Your exercises will be carefully reviewed by your personal instructor/partner, who will provide helpful comments whenever necessary. If you have any questions, we'll give you a TOLL-FREE 800 number to get them answered. And remember, whenever you send in your exercises, we'll process them.

WHO SHOULD TAKE THIS COURSE

Any purchasing professional whose company is involved with or is considering the adoption of supply chain management should take this course.

LET A RECOGNIZED EXPERT HELP YOU DEVELOP YOUR SUPPLY CHAIN MANAGEMENT SKILLS

Henry Alex Hutchins, CFPIM, CIRM, CM, is a partner in the firm Applied Industrial Cybernetics, a company that conducts education and training for industrial firms. He has spent more than twenty years in industry, divided among communications, training, and production control. He directed the development and implementation of MRP applications to remanufacture and assemble the solid rocket boosters for America's Space Shuttle.



Mr. Hutchins is certified by APICS at the fellow level, CFPIM, certified CIRM, and is recognized as a Certified Professional Manager, CM, by the Institute of Certified Professional Managers. He is listed in Who's Who in the field of education.

WHEN YOU FINISH

You can complete the course in about 25 spare-time hours; when you do, you'll have earned 3.5 Continuing Education Units (CEUs) and you'll receive a signed Certificate of Completion testifying to your accomplishment.



Perhaps most important of all, you'll have enhanced your purchasing professional knowledge and skills with an in-depth understanding of supply chain management. Not only will you be able to make significant contributions to your company's supply chain related activities but also—and perhaps most importantly—your management will undoubtedly recognize and reward your newly-developed skills.

ENROLLMENT INFORMATION

Detailed information on enrolling in "Supply Chain Management for the Purchasing Professional" is located on the back page of this brochure.

COURSE OUTLINE

UNIT ONE: **An Introduction To Supply Chain Management For Purchasing Professionals**

Enterprise Resource Planning; the three objectives of any company; supply chain management and its goals.

UNIT TWO: **Distribution Management**

The customers of purchasing; levels of packaging; unitization; warehousing and transportation; TL vs. LTL.

UNIT THREE: **An ERP System**

Three factors which influence business success; order qualifiers vs. order winners; return on assets; inventory turns computation.

UNIT FOUR: **Inventory Management**

Inventory from a purchasing viewpoint; ABC classification; three order quantity methods; cycle counting; five areas of inventory cost.

UNIT FIVE: **Purchasing's Role in Supply Chain Management**

Purchasing's objective in supply chain management; steps in order control; supplier evaluation under supply chain management.

UNIT SIX: **Production Planning**

Activities in demand management; production planning defined; chase and level production plans and when to use which.

UNIT SEVEN: **Forecasting in Supply Chain Management**

Dependent vs. independent demand; the four important characteristics of demand; purchasing principles for demand management.

UNIT EIGHT: **The Master Production Schedule**

Disaggregating the production plan; elements of the Master Production Schedule; lead time and time fences.

UNIT NINE: **Capacity Planning**

Capacity planning; the standard hour and downtime; how to determine utilization; efficiency, rate capacity, and load profiles.

UNIT TEN: **Material Requirements Planning**

What MRP is; the bill of material; product trees; calculating a gross-to-net chart.

UNIT ELEVEN: **Production Activity Control**

Backward and forward scheduling; finite vs. infinite loading; the shop order packet and the dispatch list.

UNIT TWELVE: **Quality Management**

Total quality management; the three costs associated with quality; the 80/20 rule; control charts and their use.

UNIT THIRTEEN: **Preventive Maintenance**

Why it's important; the costs of not doing it.

ALL
IN
YOUR
OWN
OFFICE
OR
HOME . . .

AT
YOUR
OWN
PACE . . .

WITH
YOUR
PERSONAL
INSTRUCTOR
TO
HELP
YOU

ENROLLMENT INFORMATION

SPECIAL DISCOUNT PRICE

COMMENTS FROM OTHER APICS DISTANCE LEARNING PARTICIPANTS

"...the course helped me with terminology in the field...and helped as I took the APICS Certification Exam."

J.A.M.
Morristown, NJ

"I was very pleased with the course. Having taken this course on my own initiative, I presented the manual to my immediate superior who was pleased with the quality."

Y.G.
Brossard, Quebec, Canada

"I've completed Capacity Management and have been impressed with it."

R.G.
Emeryville, CA

"Once again I passed the (certification exam) thanks in large part to your correspondence course. Thank you for the help toward my certification. I've taken six of your courses and found them invaluable."

R.R.Q., Jr.
Rolling Meadows, IL

A SPECIAL DISCOUNT PRICE AND NO OTHER COSTS

The list price for "Supply Chain Management for the Purchasing Professional" is \$284. However, APICS is pleased to offer you a full \$45 discount for prepayment, so that your special discount price is only \$239.

The course fee includes all course material, review and detailed comment on all your Skill Development Exercises, and personal response to every question you may have. And remember, that's all it costs . . . no time away from work, no travel, no other costs of any kind.

TO ENROLL

- Call (800) 444-2742 or (703) 354-8851 8:30 a.m. to 6:30 p.m. ET, Mon.-Fri.
- Fax your completed enrollment form to (703) 354-8612
- Visit www.apics.org/bookstore and search by Stock # 01129



YOUR 30 DAY FULL MONEY BACK GUARANTEE

We offer you a very simple guarantee—send us your order with your payment or credit card charge information. We'll send you your course material by return mail. Review the course at your leisure for 30 full days.

If it's not exactly what you want, simply return the material to us, unused, and we'll immediately refund your full enrollment fee or cancel your invoice.

CONTINUING EDUCATION FOR MANUFACTURING PROFESSIONALS

This course was developed for APICS and is conducted by the MGI Management Institute, White Plains, New York.

For more than 30 years, MGI has been a leader in continuing education for the professions. MGI clientele includes the National Society of Professional Engineers and the Healthcare Financial Management Association. MGI continues to provide practical, up-to-the-minute self-study experiences for thousands of engineering, manufacturing, and healthcare professionals.

TRIAL ENROLLMENT FORM

To: APICS Customer Service • 5301 Shawnee Road, Alexandria, VA 22312-2317

YES, I want to enhance my purchasing professional skills with an understanding of Supply Chain Management. Please enroll me in "Supply Chain Management for the Purchasing Professional" and send all materials at once. My check, credit card charge, or purchase order is enclosed as shown at right.

I understand this includes all course material, processing of all my Skill Development Exercises, and personal response to all questions I send in.

I understand further that, if I'm not completely satisfied with the material, I may return it, unused, within 30 days for a full and immediate refund.

For shipping outside of the United States please call Customer Service at 1-800-444-APICS (2742).

Order Stock # 01129

Name _____

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APICS/ISM Membership # _____

PAYMENT INFORMATION

Member \$239

Nonmember \$284

Quantity _____

Subtotal _____

Sales Tax: VA 4½%, PA 6; Can GST 7%;
Maritime HST 15% _____

Total Price \$ _____

Check enclosed (payable to APICS)

Purchase order enclosed

Charge the above amount to my credit card as shown below:

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Acct. No. _____

Expiration Date _____

Signature _____