

## **"The Beer Game" A Supply Chain Simulation**

### **About the Seminar:**

The Beer Game was developed by Jay Forrester at MIT's Sloan business school in the early 1960's. It is a simple yet realistic simulator of the supply chain and is used as a teaching tool for systems dynamics. Each participant plays a role in the production and distribution of a product - in this case "beer".



This is a hands-on, inter-active workshop. Participants will be actively engaged in the simulation. The workshop will highlight such supply chain best practices as:

- ♦ Replacing forecasts with actual demand
- ♦ Smoothing variability utilizing max/min ordering
- ♦ Disintermediation of non-value added supply chain nodes

### **Agenda:**

- Noon – Registration & Deli Buffet Lunch
- 1:00 – Beer Game
- 3:00 – Game debrief
- 4:00 – Supply chain discussion
- 4:30 – Summary Q&A
- 5:00 – Networking Reception
- 6:00 – Dinner
- 7:00 – PDM Presentation:  
“Leadership v. Management”

### **Registration includes:**

**lunch, all instruction, & dinner meeting**

### **Cost:**

- APICS Members: \$129.00
- Non-Members: \$159.00
- Group Rate: \$99.00/person \*

\*To qualify for the group rate, 3 or more registrations must be processed in the same payment transaction (non-members included). Online group registrations are not available. For group registrations call 716-648-0972.

### **Earn 5 Certification Points!**

### **What you will Learn:**

Participants will assume the roles of suppliers, manufacturers, distributors, retailers, and final consumers. The objective is to achieve optimal customer service while minimizing inventory. Attendees will:

- ♦ Gain an appreciation of the supplier-customer relationship
- ♦ Learn the importance of supply chain visibility
- ♦ Appreciate the consequences of lead times

### **About the Speaker:**

Michael D. Ford, CFPIM, CSCP, CQA, CQE. Is Principal of TQM Works Consulting. He provides innovative solutions based on 27 years of experience in manufacturing, distribution, consulting and retail.

His work history includes business planning, inventory control, software implementation, distribution planning, and corporate training. Ford combines his technical expertise with personal skills to develop a unique “outside the box” approach to life’s challenges. He specializes in delivering training that is “edu-taining,” which means fun as you learn!



### **Who Should Attend?**

This is a “must-see” for all operations and supply chain professionals, from entry-level employees to managers and executives. For maximum benefit, bring a cross-functional team including representatives of planning, purchasing, finance, engineering, quality and especially SALES!

This is a **limited headcount event**: seating is “first-come, first-served” to 42 people. Participants are not required to bring anything. Everything will be provided at the tables. The tables hold “game boards” that do not allow room for anything including food or beverages.

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### **To Register :**

Online: [www.apics-buffalo.com](http://www.apics-buffalo.com)

Mail: APICS Buffalo Chapter  
PO Box 888

Hamburg, NY 14075-0888

Phone: 716-648-0972 Fax: 716-646-1599

Email: [ppmbs@roadrunner.com](mailto:ppmbs@roadrunner.com)

Payment by check (in advance) is appreciated. Credit card payments can be processed at the door. Space is limited. Registrations and cancellations requested by Friday, March 14. Refund requests, other than medical emergencies, cannot be honored.



## Professional Development Meeting Wednesday, March 19, 2014

### Leadership v. Management

Think of all the terms we use to describe people in the organization hierarchy: shift leader, team leader, organizer, supervisor, department manager, VP, President, CEO, owner. Do all of these positions require the same skill sets? Some are front line positions in the trenches, others are field generals who are far behind the action, and a few are strategists who map out plans from a secure off-site command center. Similarly, some people can lead, some can manage, and a very, very select few can do both. This workshop defines each approach, demonstrates how supervisors can learn to improve both skill sets and describes the scenarios in which one is preferred to the other. Participants will learn:

- The definition and traditional roles of a Leader
- The definition and traditional roles of a Manager
- How these roles have changed to become integrated
- Motivational techniques
- How to create the ideal "Leader/Manager"

### About the Presenter

Michael D. Ford, CFPIM, CSCP, CQA, CQE

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### PDM Event Information

<b>Date:</b>	<b>Wednesday, March 19, 2014</b>
<b>Location:</b>	<b>Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043</b>
<b>Time:</b>	5:00-6:00 pm....Registration, Cash Bar, & Networking 6:00-7:00 pm....Dinner      7:00-8:00 pm....Program
<b>Cost:</b>	\$25.00 Members & Guests; \$15.00 Full-Time Students ** Note: Half-Day seminar "The Beer Game" - A Supply Chain Simulation" preceding meeting includes dinner.
<b>Meal:</b>	<b>Deluxe Buffet:</b> salad, fresh fruit, olive salad, green beans, carrots, mashed potato, penne pasta with marina sauce, meatballs, chicken francaise, top round of beef, bread & butter, dessert
<b>Register:</b>	Online at <a href="http://www.apics-buffalo.com">http://www.apics-buffalo.com</a> or call APICS at PPM OffiCenter (716) 648-0972
<b>Notes:</b>	Reservations requested by Friday, March 14 but will be accepted later.