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ASK TERRI 630.212.4314

MANMAN/HP MANMAN/VMS

askterri@yahoo.com

President's Message

Free membership...that's right, membership is free starting this year and our membership is growing exponentially. That means more contacts and resources available for everyone. Details contained in this newsletter.

CAMUS continues to offer web cast mini-seminars each spring and fall on topics related to manufacturing industry and ERP processes, as well as networking with peers. We are pleased to have ConMed Corporation, a MANMAN site, present their journey to improve planning effectiveness in this uncertain economy. A full agenda plus registration information for the May 20th meeting is included in this newsletter and on the CAMUS homepage www.camus.org.

Our board of directors continues to promote our motto 'users helping users'.

Terri Glendon Lanza CPIM,CCP





CAMUS Spring User Group Meeting Webcast Thursday May 20, 2010

Registration ***No Charge but you Must Register***

Send your contact information or questions to lanza@camus.org 630.212.4314
Details of webinar phone-in & log-in will be emailed to registrants prior to the meeting

Agenda (Central Daylight Time)

10:45am – 11:00am – Webinar setup

11:00am – 11:15am – **CAMUS announcements** Terri Glendon Lanza, President

11:15am – 11:45am – **S&OP Defined** Terri Glendon Lanza, ASK TERRI



Sales & Operations Planning – what is it? Why do we want it? What are the process steps of this business planning technique? What part of it does MANMAN's planning modules already have? Or not?

11:45am – 12:45pm – **S&OP & MANMAN** – **Patricio Espinosa**



ConMed Corporation Director, Corporate S&OP and Logistics

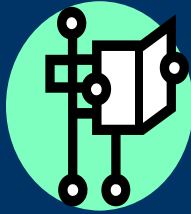
Managing Healthcare Supplies Inventory Effectively in a Global Distribution Environment. ConMed gained significant improvements in optimizing demand flow rates, inventory levels, capacities, & balancing supply & demand. Join us to hear how they did this, even in our down-turned economy, as well as how their new software tool integrates with MANMAN (or any other ERP).

12:45pm – 1:30pm - **Talk Soup** – open discussion, **CAMUS Board of Directors**

Bring your questions & comments to share the wealth of knowledge in the MANMAN community.... Especially questions from your demand & inventory mangers, shop floor planners, & those dealing with MPS/MRP/CRP.

Connectivity hosted by Infor
Warren.Smith@infor.com





Sales and Operations Planning Case Study

Company: ConMed Corporation

A leading global manufacturer of disposable consumable endoscopic, orthopedic, endosurgical and electrosurgical devices.

Challenge: Implement a formalized sales and operations planning processes and software tools to fine-tune demand flow rates, level production and optimize inventories. Select software solution for demand and multilevel supply planning to support the company's lean manufacturing initiative encompassing global distribution, 3 manufacturing plants and 10 production lines.

Solution: ConMed was able to identify significant inventory re-balancing and capacity adjustment opportunities during a pilot project using pre-existing Excel-based demand and inventory data. The initial savings made it easy to sell the decision to buy Demand Works 'Smoothie' and complete the integration. Full integration and automation was completed in tow months using internal resources and they had achieved a greater than 100% return on investment due to optimized inventory levels and improved balancing of supply with demand. The company also identified significant intangible gains such as increased demand-supply visibility and market responsiveness.

January/February 2010 APICS Magazine

ConMed Corporation will be discussing their Sales and Operations Planning strategies during the **CAMUS Spring User Group Meeting Webcast**, Thursday May 20, 2010. See details on page 2.

Vol. 10 | No. 2 | January 19, 2010

Wal-Mart Looks to Cut Billions from Supply Costs



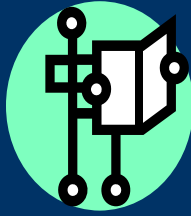
e-NEWS

Timely reporting for
operations management
professionals

A recent *Financial Times* article reports that Wal-Mart executives hope to cut billions of dollars in costs from the supply chain by combining store purchasing nationwide in a new phase of the business's globalization. The effort is part of company leaders' plans to increase the proportion of goods bought directly from manufacturers instead of procuring from third parties.

Wal-Mart's head of U.S. stores, Eduardo Castro-Wright, says retailers will see the opportunity to consolidate global sourcing as "a major source of leverage for the company in years to come." Wal-Mart, known for negotiating major discounts, spends about \$100 billion annually on purchasing private-label products. However, the company acquires less than one-fifth of these goods directly from manufacturers and generally makes purchases on a country-by-country basis.

Castro-Wright estimates the shift to direct purchasing could reduce costs by 5 to 15 percent across the supply chain within 5 years. This potentially saves the company \$4 billion to \$12 billion if it meets its long-term goal of shifting to directly sourcing 80 percent of its purchases. As part of Wal-Mart's efforts to combine purchasing for the 15 countries in which it operates, the retailer has established four global merchandising centers for general goods and clothing.



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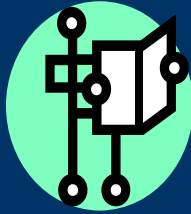
June 18-19, 2009
Chicago, Illinois, USA
InterContinental Chicago O'Hare

- Collaborate across the supply and demand sides of your operation
- Employ dynamic risk and opportunity assessment and management practices
- Make the most of scenario planning and analysis
- Continuously improve in today's dynamic environment

APICS and IBF Jointly Present
the Best of the Best Sales
and Operations Planning Conference



Institute of Business
Forecasting & Planning



January 27, 2010

Reducing Greenhouse Gas Emissions with Lean Tools

By Sam Mulliken

Eastman Kodak conducted energy kaizen events that cut energy use and saved the company \$15 million. Steelcase Inc. used lean to reduce fixed-utility costs by approximately 90 percent at its California plant. And a General Electric plant in Ohio achieved cost savings of \$1 million due to fuel reductions realized through lean implementation.

These notable real-world success stories reveal how greenhouse gas (GHG) emission and environmental waste reduction goals dovetail with lean initiatives. You can put them to work at your organization by following these three steps:

Step 1: Measure.

Step 2: Set reduction goals.

Step 3: Take steps to meet your goals.

Step 1: Measure

Measure carbon dioxide (CO₂), methane (CH₄), nitrous oxide (N₂O), hydrofluorocarbons (HFCs), perfluorocarbons (PFCs), and sulfur hexafluoride (SF₆). The majority of GHG emissions associated with human activities are CO₂. The U.S. Environmental Protection Agency (EPA) says the top-six CO₂ contributors are fossil fuel combustion, nonenergy use of fuels, iron and steel production, cement manufacture, natural gas systems, and municipal solid waste combustion.

Measure your company's current emissions and waste and develop a benchmark metric using the following categories. There are five direct emissions, three indirect emissions, and five optional areas you can measure.

Direct emissions come from a source that the company owns. They include

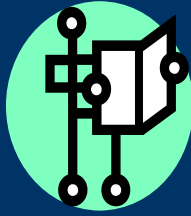
- emissions from stationary combustion sources
- mobile sources
- refrigeration and air conditioning equipment
- fire-suppression equipment
- stationary combustion sources.

Indirect emissions are a consequence of operations, but occur at sources owned by another company—typically electricity, heat, and steam.

Optional emissions are indirect emissions not covered previously, such as employee and product travel; environmental waste going to a landfill; and recycling of steel, cardboard, wood, paper, and plastic.

By taking a detailed inventory of your organization's GHG emissions and environmental waste, you will have an excellent set of baseline measurements.

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Step 2: Set reduction goals

When it comes to reducing environmental waste, there is a hierarchy I recommend following: landfill →waste-to-energy →cogenerate →recycle →reuse →reduce →eliminate.

You want to move waste from left to right, which eventually will eliminate it completely. Each level to the right is more environmentally friendly than the one before it; meaning, sending waste to a waste-to-energy facility is better than a landfill. Better yet, use a cogeneration facility, recycle it, reuse it, or reduce it. The best tactic, of course, is to eliminate it altogether.

Here's where lean comes in. Lean is all about reducing waste and adding value for the customer. One very powerful lean tool is a value stream map (VSM). A VSM is a simple process map with boxes showing every step involved in the material and information flows needed to bring a product from order to delivery.

The first step is to map the current state. I suggest adding at least two metrics to the process box that enable tracking of energy and environmental waste generated. For example, if the process box is for a stamping operation, include the kilowatt hour of electricity used to run the machine and the amount of scrap or recycled steel generated.

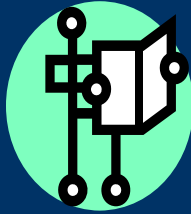
This information should be added to not only the process box, but also the queue times in between—if the machine continues to run. Energy in the plant for heat and light likely is used whether a process is adding value or waiting. Create some unique icons to identify process opportunities to reduce waste. If you work in a larger organization and have environmental health and safety personnel, they are a great resource.

Create your future-state map by setting goals for reductions, and make a plan to meet or beat your objectives. On your future-state VSM you will have identified opportunities to reduce energy and waste. You now should schedule kaizen activities to address each opportunity in a team environment.

Another useful strategy is to take a look at the eight categories of waste, a fundamental principle of lean. You must learn to identify:

- **defects and scrap**, including raw materials and energy consumed in remaking and or reworking defective products; disposal or recycling of defects; additional space required for rework or repair; and energy for heating, cooling, and lighting while performing rework.
- **overproduction**, such as raw materials and energy used to produce unnecessary parts, or lighting and heating required for work-in-process storage.
- **waiting**, which may cause material spoilage; part damage; and wasted energy from heating, cooling, lighting, and additional transportation.
- **unused talent**, such as human expertise, which can help prevent or reduce waste.
- **transportation**, including cranes, trucks, packaging, and pallets used to protect and move product.
- **inventory**, which requires packaging, space, lighting and heat for its storage, as well as waste from deterioration, obsolescence, and possible damage.
- **motion**, which not only wastes the energy of the person, but also requires additional heating, cooling, and lighting.

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(Continued from page 6)

- **overprocessing**, which uses additional energy and generates GHG emissions.

You also can use the five Ss—sort, simplify, scrub, standardize, and sustain—to reduce GHG emissions. This lean tool enables you to organize, reduce clutter, eliminate unused items, and improve safety. With a few additional questions applied at each step, you can reduce GHG and environmental waste at the same time.

Sort: Separate needed from unused items. Make sure items are disposed of properly. Determine if there are lights or fans running that could be turned off.

Simplify: Organize what remains. Put everything in a set place, and make a visual queue of what belongs there. Is environmental waste stored in the proper container and sealed? Are containers properly labeled? Are garbage and recycle containers accessible and labeled?

Scrub: This step provides an excellent opportunity to reduce waste. Clean, wash and make sure all equipment is in proper working order, then ask the following questions:

- Are there any leaks from air hoses, coolant, piping or tanks?
- Is air quality free of dust, odors, and fumes? If toxic fumes are generated, how can they be reduced?
- Are outside walls properly insulated?
- Are the heating and cooling thermostats set at a level to conserve energy?
- How could energy for lighting be reduced?
- Can you consolidate work areas to save energy?
- Does equipment run even during breaks and lunch? Is there a way to save energy when equipment is on but not making parts?
- How much water is being used? Can it be reused?
- What types of chemicals are used? Do they generate waste? Can you switch to a more environmentally friendly chemical?
- Can you reduce or recycle the solid waste generated in the process?

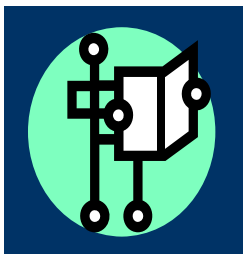
Standardize: Make sure there are standard work instructions and procedures to maintain gains.

Sustain: Develop a discipline to maintain the five Ss. Create an audit checklist used by a supervisor to randomly audit areas. Include additional questions concerning waste and energy

The front office also has many opportunities to save energy and reduce waste. Create a team to work on cutting back on paper and cardboard use, employ more efficient lightbulbs, and make sure your thermostat is programmable. Don't forget to scrutinize business travel and consider instead using video conferencing and webinars.

These are just a few examples of how lean tools can make your organization more sustainable. It is simply a matter of asking a few additional questions and expanding the scope of your kaizen to include energy used and waste generated.

Sam Mulliken is a senior process engineer in the operational improvement department of Spectrum Health. He may be contacted at sam.mulliken@spectrum-health.org.



CAMUS

INTERNATIONAL, INC.

March 9, 2010

Dear ASKMANMAN Email Listserv Subscriber,

As a subscriber to the free ASKMANMAN Email Listserv, you have undoubtedly found valuable information and/or assistance from fellow MANMAN users. Now there is even more free valuable information available to you by joining the CAMUS MANMAN users group -- membership is now free as of the beginning of 2010.

To join, just email me the profile form (Excel file) that is attached to the email that you received. This form includes basic information about your company and your MANMAN system, so as to promote our user group's motto of Users Helping Users.

C	Computer
A	Applications for
M	Manufacturing
U	Users
S	Society

Users Helping Users!

... Since 1979

For those of you who provide services to the MANMAN community, Associate Membership is available. Please contact Terri for information & application forms: tlanza@camus.org.

Membership in CAMUS will provide you with access to the secured member's only section of the CAMUS website (camus.org), where you will find:

Member Profiles: Profile forms for each of our members, where you will find information about the MANMAN modules, add-on products, and technologies in use by other member companies, along with who to contact should have questions.

Published Papers: White papers, articles, and newsletters from other users, sponsors, prior conferences, etc. Topics include shop floor control, cost accounting, repetitive manufacturing, etc. You are welcome to submit your own contributions to share with others what you have accomplished with MANMAN.

Postings: A place where companies can post their openings (full-time, part-time, contract) and job seekers can post their resumes. It is also a place where companies can post items to sell or that they wish to buy.

Pictures: Pictures of people (maybe even you!) and events from past CAMUS conferences. Membership in CAMUS will bring you closer to a group of companies who are either homesteading on MANMAN or are migrating from MANMAN to other ERPs or some of both. Your membership in CAMUS will help to ensure assure a vibrant MANMAN community of "Users Helping Users" well into the foreseeable future!

You are cordially invited to join CAMUS. We look forward to having the opportunity to share MANMAN knowledge with you, and to learn from your experiences as well. Please contact me if you have any questions about joining. Thank you.

Sincerely,

Ed Stein

CAMUS VP and Membership Chairman
estein@camus.org



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A Applications for
M Manufacturing
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Member Profile Page

Company Name _____
 Street Address _____
 City _____
 State / Province _____
 Zip / Postal Code _____
 Country _____
 Telephone _____

 Primary Contact _____
 Telephone _____
 Email Address _____

MANMAN HW Platform _____ (ie: HP3000, VAX, Alpha)

MANMAN Version # _____

MANMAN Installation Year _____ (approximate YYYY)

MANMAN Modules (check all that apply):

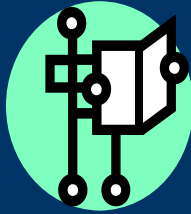
- | | | |
|-------------------------------|--|--------------------------------------|
| <input type="checkbox"/> MFG | <input type="checkbox"/> G/L | <input type="checkbox"/> Serviceman |
| <input type="checkbox"/> OMAR | <input type="checkbox"/> Projects | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> A/P | <input type="checkbox"/> Repeti-
tive | <input type="checkbox"/> Other _____ |

MANMAN Add-on Modules (if any): _____

MANMAN Technologies:

- | | | |
|--|---|--|
| <input type="checkbox"/> RF (radio freq) | <input type="checkbox"/> Datawarehouse | <input type="checkbox"/> GUI Front-end |
| <input type="checkbox"/> EDI / EC | <input type="checkbox"/> Electronic Forms | <input type="checkbox"/> Web Interface |

Migrating or migrated to new ERP? If so, which? _____



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Sponsorship	Member Rate	Nonmember Rate
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Flash Newsletter: contact theflashguy@camus.org

Ad Size	Member rates per issue	Nonmember rates per issue
Half Page 7"x5"	\$150	\$200
Quarter Page 3-3/8"x5"	\$75	\$125
Every page bottom right corner Logo + tag line Limited to one advertiser per issue	\$25	\$75
Sponsorship-1 st page banner & on email announcement Logo + description up to 75 words Limited to 2 sponsors per issue	\$100	\$150

Publication Published bi-monthly. Email announcement of download availability (.pdf format) to complete membership & ListServ/Website.

Articles generic topics free, product marketing topics with a paid advertisement

Website: contact thewebguy@camus.org

CAMUS, the MANMAN User Group

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*Contribute to the Flash!
Always looking for tips, tricks,
third party, time savers...*

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