

THE CENTRAL
JERSEY
CHAPTER'S

APICS INSIGHT
WWW.APICS-CJER.ORG

APRIL 2011

Central Jersey APICS – The Association for Operations Management on
Wednesday, APRIL 6TH, 2011 will coordinate a

HALL'S

WAREHOUSE TOUR

HALL'S WAREHOUSE
501 KENTILE ROAD
SOUTH PLAINFIELD, NJ 07080

REGISTER AT: <http://www.apics-cjer.org>

5:30 – 6:00	REGISTRATION & NETWORKING*
6:00 – 7:00	FACILITY TOUR
7:00 – 8:00	BUSINESS MEETING & DINNER
8:00 – 8:45	PRESENTATION – PATRIK SAHRADNICK HALL'S SOLAR IMPACT PRESENTATION – WES JAYNE WAREHOUSING TECHNOLOGIES
8:45 – 9:00	DISCUSSION & CLOSING REMARKS

RESERVATIONS ONLY!!

MUST REGISTER NO LATER THAN TUES., APRIL 5TH

\$35 for Members

\$40 for Non-Members

**No entry without registration.
Sorry, no walk-ins!**

ANY TIME
ANY TEMPERATURE
ANYWHERE **HALL'S**

Hall's Warehouse Corporation is a Northeast – based privately owned trucking and warehousing company servicing the consumer goods industry. It has been in operation since 1927 and purchased from the estate of founder Harry Hall by the Jayne family in 1965. It remains family-owned and operated today. The company has grown from a trucking and warehousing business into a full logistics provider that focuses on value added services in multi-temperature environments. Hall's considers its comprehensive capabilities a distinguishing factor in the marketplace as it provides specialized transportation and warehousing in ambient (dry), refrigerated, and frozen environments. Hall's operates seven facilities, all of which are located in New Jersey. In addition, its 75-unit fleet services the transportation needs of its customers throughout the Northeastern states.

Hall's South Plainfield Warehouse also has one of the largest rooftop-mounted solar installations in North America. Hall's continues to add to its energy conservation initiatives through [energy efficient lighting](#), dock shelter technology, and transportation applications. They also strive to be the industry leader in energy conservation.



From Route 287 South:

Drive on Route 287 North to Durham Avenue/South Plainfield Exit 4
Turn right onto Durham Ave.
Bear right at the light & over the bridge, this becomes CR#603/Hamilton Blvd.
Turn Right on Belmont Ave., 0.7 miles
Turn Left onto Metuchen Road, follow 400ft.
Sharp Right onto Kentile Road, 0.3 miles.

From Route 287 North:

Drive on Route 287 South to the exit 5
End of the ramp get in left lane & make left onto Stelton Road
Take Stelton Road for 0.2 miles & make 1st Right onto Hamilton Blvd.
Turn left at the 2nd traffic light onto CR#603/Hamilton Blvd.
Turn Right on Belmont Ave., 0.7 miles
Turn Left onto Metuchen Road, follow 400ft.
Sharp Right on to Kentile Road, 0.3 miles.

Executive Message.....

We have just finished the snowiest winter that I can recall since I was a child. I do not know about you but I could not wait till we had a warm spring-like day to just get outside and not have to shovel more snow. Since spring is the time for growth and rebirth, it is a great opportunity for all of us to evaluate our education and career needs to ensure that we have a path... and that we are on it. As the change agent for the Musculoskeletal Transplant Foundation, I find that many of us do not have a plan or a path that **WE** choose. Often it happens while we are not paying attention. I like to use a quote from John Lennon that has changed my life and may have changed or influenced yours. "Life is what happens to you while you're busy making other plans".

With that in mind, we should set our sights and goals on what is really important to each and every one of us. With the economy improving but on a very slow timeline, I believe that Central Jersey APICS can help. Change is hard and it is often met with much resistance but be sure that it is the only thing that we can be count on. Again, one of the best ways to be sure that we are on the correct path is to take charge and control of our own destiny. Knowledge is one of the keys to surviving change and the Board of Directors of Central Jersey APICS have made a commitment to do whatever it takes to help our members and their companies not only survive but flourish during this slow growth period.

In 2010, Central Jersey educated more APICS members and non members since I have been on the Board of Directors. We are currently conducting many public and private classes and we can also deliver the same education or a custom version directly to your facility if that better suits your needs. If that is the case, please contact me at Central Jersey APICS or go to our web page <http://www.apics-cjer.org/Education.html> for details.

Don't forget On April 6th we have a plant tour of Hall's Warehouse in South Plainfield.

May 4th, please join us for our PDM "Lean Performance Indicators - A Road Map for Supply Chain and Operations Success" - Presented By: Howard Forman

Hope to see you all there,
Robert Russo - CPIM
VP of Education

Date	Speaker	Topic	Venue
April 6th	Wes Jayne Patrik Sahradnick	Warehousing Technologies Hall's Solar Impact	Halls' Warehouse 504 Kentile Rd., South Plainfield, NJ
May 4th	Howard Forman	Lean Performance Indicators ~ A Road Map for Supply Chain and Operations Success	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
June 1st	Art Shaffer	Customer Focused Supply Chain Management 8:00 to 4:30 Lunch Included!	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
June 1st	Dave Jankowski	Fun & Games! End of the APICS Year BBQ	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ



You missed a remarkable and informative presentation

if you did not attend the March 2, 2011 CJER-APICS PDM presentation, **“Forecasting Case Study: Recording for the Blind & Dyslexic”**. presented by Rick Cathers, Jonah.

Rick began the presentation of with an update of how the RFB&D (Recording for the Blind & Dyslexic) had progressed through their history with their limited concentrations and subject matter.

Rick continued the presentation by delving a little more into RFB&D’s history, also noting the effects that the recent recession had on the organization, and how now that they were very lean and they were ready for an explosive growth. By recognizing the fact that there was a greater NEED for their commodity relating to grades K-12, their concentrations shifted.

RFB&D realized that Adoption States lead the selection process for books and Non-Adoption States usually followed suit. RFB&D could then strengthen their Subject Area and Title Forecasting. By utilizing confidential algorithms, the Adoptive States’, and Non-Adoptive States’ information, RFB&D could focus their efforts on the right quantities, the right subject areas, and the right textbooks. Beginning to realize tremendous growth, RFB&D then tackled recent digital age breakthroughs. They began their assault and discovered how the organization could make strides in the use of their Volunteers’ skills, how they recorded books, and how they could distribute their products. Next they want to defeat the challenges of Priority Book management.

Rick promised to provide a Case Study update of when RFB&D achieves their next level in being better able to accurately forecast books, whether it be textbooks for school or casual best seller reading for the large blind & dyslexic population. The evenings’ Case Study presentation ended with a very enlightening question & answer period.

Our Guest Speaker, Rick Cathers, CPIM, Jonah



[Employment Opportunities:](#)

For further information please contact: Tomraimondi@berryplastics.com

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[E0694 Director of Logistics](#)



SMR – Strategic Management of Resources

Date: Thursday, May 5, 2011 (8 weeks)
Time: 6:00 PM - 9:00 PM

Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)

Instructor: Arthur Shaffer

Explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions. The course addresses three main topics: aligning resources with the strategic plan, configuring and integrating operating processes to support the strategic plan, and implementing change.

Topics include- Developing the Business Strategy, The Global Environment and Sustainability, Operations Strategy, Operations Strategy Choices and Financial Measurement, Aligning Operations with Supply Chain Partners, Infrastructure Systems, Change Management Case Studies and Review Activity.

DSP – Detail Scheduling and Planning

Date: Monday, May 9, 2011 (9 weeks)
Time: 6:00 PM - 9:00 PM

Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)

Instructor: Arthur Shaffer

Focus on the various techniques for material and capacity scheduling. Study detailed descriptions of material requirements planning (MRP), capacity requirements planning (CRP), inventory management practices, and procurement and supplier planning.

Topics include- Inventory Policies, Inventory Planning, Information Used in the Material Planning Process, MRP Mechanics: The Basics, Using MRP Outputs and Managing Projects, Detailed Capacity Planning, Detailed Capacity Management, Establishing Supplier Relationships, Supplier Partnerships and Review Activity.

BSCM - Basics of Supply Chain Management

Date: Tuesday, June 7, 2011 (10 weeks)

Time: 6:00 PM - 9:00 PM

Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)

Instructor: Arthur Shaffer

The basic concepts in managing the complete flow of materials in a supply chain from suppliers to customers are covered in the Basics module. Supply chain concepts are introduced and basic terminology emphasized, as are relationships among activities in the supply chain. Introduction to Supply Chain Management.

Topics include: Introduction to Supply Chain Management, Demand Management, Master Planning, Material Requirements Planning, Capacity Management and Production Activity Control, Aggregate Inventory Management, Item Inventory Management, Purchasing and Physical Distribution, Lean/JIT and Quality Systems,

Theory of Constraints and Review activity.

MPR – Master Planning of Resources

Date: Wednesday, June 8, 2011 (8 weeks)

Time: 6:00 PM - 9:00 PM

Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)

Instructor: Arthur Shaffer

Explore the processes used to develop sales and operations plans and identify and assess internal and external demand and forecasting requirements. The course focuses on the importance of producing achievable master schedules that are consistent with business policies, objectives, and resource constraints.

Topics include: The Business Planning Process, Forecasting Demand, Demand Management and Customer Service, Distribution Planning, The Sales and Operations Planning Process, The Master Scheduling Process, Managing the Master Scheduling Process, Measuring Performance and Validating the Plan.

All classes

Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)

Contact: Arthur Shaffer, 908-403-2803, abshaffer@yahoo.com

Cost: Member \$550 includes workbook.

Non-Member \$650—Group discounts for 3+ Non-Members are available

Registration Deadline: SMR and DSP Apr 20, 2011

BSCM and MPR May 16, 2011

Late registration fee: Cost to expedite workbook (Est \$50)

Class is subject to cancellation if the minimum number of students is not registered by the deadline. If the class is canceled, all fees will be refunded.

Register on line at: www.apics-cjer.org

Introducing the APICS Customer-Focused Supply Chain Management Course

For individuals who interact with and support supply chain professionals

This course provides non supply chain management professionals with an opportunity to gain an insider's view of supply chain management (SCM). It offers fundamental knowledge of the functions of SCM and is designed to quickly and effectively educate team members who interact with or support supply chain activities, helping to increase efficiency and generate ideas for improvements.

Benefits to Participants

Participants in this program will:

- Learn the basic terminology used in SCM and be able to more effectively communicate with SCM teams.
- Understand the basic elements of SCM and how improvements in processes and communication can lead to increased overall customer satisfaction and profitability.
- Be more fully integrated as a part of the team supporting the increasingly important SCM function.



APICS Central Jersey Chapter Seminar

Date: **Wednesday, June 1, 2011**

Time: **8:00 AM to 4:30 PM Lunch Included**

Location: **Radisson Hotel, 21 Kingsbridge Road, Piscataway Township, NJ 08854**

Contact: **Arthur Shaffer, CPIM 908-403-2803 abshaffer@yahoo.com**

Cost: **\$329 Send 3 or more \$299 each**

Register by May 1st - \$299

Register by April 1st - \$279

Register at www.APICS-CJer.org

Registration deadline: May 23, 2011



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Your Ad could be seen here.

Contact Tom Raimondi for details.

Welcome new members:

Sridhar Kanjarla

Venkat Gururajan – BirlaSoft

Adrian Pawlik – GE Healthcare

PO Box 111

Milltown, NJ 08850