

APRIL 2010

**Thursday, April 8<sup>th</sup>, 2010**

**Central Jersey APICS**

**Leveraging Sales & Operations Planning to Master A Volatile Environment**

**Joe Shedlawski CPIM** - Consultant and Educator, Past President of APICS



In the face of particularly challenging global economic and political uncertainties, it is critically important for supply chain and logistics executives, managers, and practitioners to know how best to navigate complex supply chains.

Sales and Operations Planning is vital to ensuring your supply chain can respond quickly to changing demands, while providing a cohesive plan to achieve the business objectives such as maintaining market-leading customer service and superior margins. Join supply chain management expert, Joe Shedlawski as he addresses the most significant challenges in supply chain and operations management, offering best practices, proven strategies, and new approaches to Sales and Operations Planning that can help any organization to overcome difficulties, prevent disruptions, and turn its operations function into a key strategic advantage. Attend this meeting to explore:

**How sales & operations planning can improve flexibility and lower expenditures**

**Strategic inventory management**

**The application of sound demand planning practices**

**Quick response to global supply issues**

**A proven methodology for executing the process**

**Radisson Hotel**

5:30 – 6:15 Registration & Networking - Beer & Wine

21 Kingsbridge Road, Piscataway, NJ 08854 6:15 – 6:35 President's welcome & speaker introduction

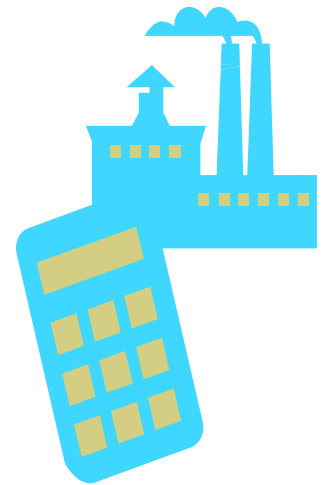
**For directions / map: 732 980-0400** 6:35 – 7:30 Keynote presentation

7:35 – 8:30 Dinner & discussion - Buffet

**To register visit <http://www.apics-cjer.org> APICS Members: \$35; Non-Members:**

Joe Shedlawski has 25+ years of leadership experience in many aspects of Operations and Supply Chain Management, in both plant and headquarters environments, in the pharmaceuticals, biotech, and consumer products businesses. He has implemented Sales & Operations Planning processes, created and developed an Operations Resource Management organization, and has led many projects from major new product launches to systems implementations to performance management process improvements. After a long and successful career at Wyeth and its predecessor company, Lederle Laboratories, Joe established a consulting and education business, focused on supply chain improvement.

Joe served on the APICS Board of Directors in various capacities for nine years, and was the President of APICS in 2007. While leading APICS, he oversaw the development of a strategic planning process and implementation of a new governance model to support globalization. Joe is a Certified Instructor for APICS as well as an Adjunct Lecturer at Bloomfield College and Misericordia University. An accomplished speaker, he has delivered many seminars and presentations for APICS, IBF, and other professional organizations, both nationally and internationally. Joe holds a Bachelor of Science degree in Biology from Bucknell University and an MBA in Finance from Iona College. Joe is an active volunteer and a Past President of the Northern New Jersey Chapter of APICS as well as a staff member of the APICS Northeast District.



cool

\$40

## *EXECUTIVE MESSAGE... ..*

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### What is the APICS Mission?

***APICS, the Association for Operations Management, builds knowledge and skills in operations management professionals to enhance and validate abilities and accelerate careers. We help our members and their organizations successfully compete and build a stronger global economy.***

We, the Board of Directors (BOD) of the Central New Jersey Chapter, are here to support and carry out this mission. The Board currently consists of nine members who, while not at work or attending school, spend their spare time making this chapter one of the nation's best. We don't do this for the old pat on the back; we do this because we want to see all of our friends, coworkers, and peers succeed in their careers.

So, the questions I ask you are: "What can we, the CJ BOD, do for you?" "How can we help you?" "What can we do to help make the best of your careers?" We want and need your input. We host or partake in ten Professional Development meetings (PDM) per year, at which time we offer presentations on all topics of supply chain and personal/career development. If there are topics on your radar that you would like to hear a presentation about, let us know. Spread the word to your friends, peers, students or any other person you feel can benefit from APICS. Our offerings include educational classes and job posting opportunities. Currently, we are developing a relationship with Rutgers, The State University Supply Chain Student Initiative (SCSI). We are partnered with the Institute for Supply Management (ISM) and the Material Handling Society of New Jersey (MHSNJ), holding joint meetings with each group.

As you can see, we are trying to offer all we can to our members. If you want to join our team, we welcome you to do so. If you would like to make a suggestion to help us improve, we appreciate your input. We are asking for your contribution and support to keep our chapter one of the best. Let us know how we can help. We are here for you.

***Advancing Productivity, Innovation, and Competitive Success.***

Bruce H. Paszinski

Secretary

*Some pics to share from our February 3rd Joint PDM w/ ISM-NJ  
Guest Speakers: Gary Pezzuti & Angela Moskow*



# Updated Education Schedule

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Register at [WWW.APICS-CJER.ORG](http://WWW.APICS-CJER.ORG) Education

If you are interested in holding the CPIM Classes at your company, please call Art Shaffer – 908-403-2803

## Detailed Scheduling and Planning

**Date:** Tuesdays **Date:** 04/13/2010 - 06/08/2010 (9 weeks)

**Time:** 6:00 PM – 9:00 PM

**Location:** Radisson Hotel, Piscataway, NJ

**Instructor:** Arthur Shaffer, CPIM

**Contact:** Arthur Shaffer, 908-403-2803, [ABShaffer@yahoo.com](mailto:ABShaffer@yahoo.com)

Robert Russo, 732-661-3140, [Robert\\_Russo@mtf.org](mailto:Robert_Russo@mtf.org)

**Cost:** Member \$495. includes workbook. Group discounts for 3+ are available

Non-Member \$550.

**Registration Deadline: 03/29/2010** 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

Candidates 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:

- Recognizing Techniques and Practices of Inventory Management
- Mechanics of the Detailed Material Planning Process
- Planning Operations to Support the Priority Plan
- Planning Procurement and External Sources of Supply

## Strategic Management of Resources

**Date:** Thursday 04/15/2010 - 06/03/2010 (8 weeks)

**Time:** 6:00 PM – 9:00 PM

**Location:** Radisson Hotel, Piscataway, NJ

**Instructor:** Arthur Shaffer, CPIM

**Contact:** Arthur Shaffer, 908-403-2803, [ABShaffer@yahoo.com](mailto:ABShaffer@yahoo.com)

Robert Russo, 732-661-3140, [Robert\\_Russo@mtf.org](mailto:Robert_Russo@mtf.org)

**Cost:** Member \$495. includes workbook. Group discounts for 3+ are available

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## **Strategic Management of Resources**

This module focuses on the relationship of existing and emerging systems and technologies to the manufacturing strategy and the functions related to P&IM.

- Aligning the resources with the strategic plan
- Configuring and integrating the operating processes to support the strategic plan
- Implementing change

## Upcoming PDM Events.....

05/15/2010	TOUR	Joint Meeting - Materials Handling Society of New Jersey	Hall's Refrigerated Distribution Center S. Plainfield, NJ
06/10/2010	Bill Walker	Practical Issues in Measuring Supply Chain Performance	Radisson Hotel Piscataway, NJ

## Employment Opportunities:

Please visit our website for further details on the opportunities below  
or contact Tom Raimondi - [tomraimondi@berryplastics.com](mailto:tomraimondi@berryplastics.com)

[03/02/10 E0668 Supply Chain Planner](#)

[03/02/10 E0667 Director of Manufacturing and Supply Chain Management](#)

[03/01/10 E0666 Manager of Supply Chain](#)

[02/15/10 E0665 Master Scheduler](#)

[02/11/10 E0664 Junior Planner](#)

[01/26/10 E0663 Senior Manager of Business Systems, Supply Chain](#)

[01/18/10 E0662 Quality Engineer](#)

[01/07/10 E0661 Packaging Engineer](#)

[01/03/10 E0658 Demand Planner](#)

[01/03/10 E0659 Supply Chain Planner](#)

[01/03/10 E0660 Director of Supply Chain](#)

## What you missed.....if you did not attend the March 3, 2010 PDM at the Radisson Hotel, Piscataway, NJ . . . . .

Maryanne Ross and Joni Holeman of **Seeds4Success** presented the attendees with a thought provoking presentation beginning with “Success Express Objectives”. The presentations objectives consisted of :

Maryanne Ross, Joni Holeman, Berni Kahle



- Take Charge of Your Life
- Get Going with Goals
- Accelerate Your Progress
- Visualize Your Results
- Maintain Your Momentum
- Cultivate Your Support Network

Maryanne and Joni alternated speaking on the objectives verbalized. First speaking about **Taking Charge of your Life**, they touched upon the fact that **YOU have to take responsibility for your life, you have to decide what YOU want, and that Event + Response = Outcome**. Then moving onto **Goals**, they said to **Quantify your Goals and Create Affirmations**. Make certain that your goals are measurable and realistic, such as reading a book each month or contributing a set amount of money/time to a charity. Providing the attendees with handouts, they asked the group to write down 3 **S.M.A.R.T.** goals; **Specific, Measurable, Achievable, Realistic, Timely** goals in the 7 specific life areas on the first page.

**Accelerating your Progress** was the next objective that Joni & Maryanne discussed, citing that “**Winners take actions to achieve their Goals**” and that we need to **Overcome Weaknesses, Clean-up our Messes & Incompletes, and Eliminate any Negative Thoughts**. Moving on, the next objective explored was to **Visualize your Results**. Touching on the fact that images can affect us because our minds cannot distinguish between real events and vividly imagined events. Talking about taking 5 minutes each morning to visualize your day focusing on your day’s activities, desires, and goals. Then conducting a review of your day that evening and ending each day on a positive note.

Promoting a personal **Gratitude Journal**, they spoke of getting into the habit of writing down the 5 things that you were thankful for that day. “Do this exercise for thirty days”, they challenged, “and you should see a different, better person at the end of the thirty days. It is a powerful tool”. This **Gratitude Journal** will help you **Maintain your Momentum**, as will **Rejecting Rejection, Asking, Asking, & Asking again, and The Rule of 5**. Notice that the journal promotes and requests 5 entries each day. Be committed to doing five things every day towards your goal. Also, on 4<sup>th</sup> page of the handout, the rule of 5 asks for 5 steps that you will take toward each of your goals, with the 5th page noting where your successes can be captured.

The final objective of **Cultivating your Support Network** wrapped-up the presentation, with a short explanation on **Heart Talks, Mastermind Groups, and Appreciation**. The presentation ended with Maryanne & Joni awarding a copy of **The Success Principles, by Jack Canfield**, book to one lucky attendee, congratulations Gary! A list of recommended readings by **Seeds4Success** was also distributed. A summarizing dialogue concluded March’s PDM. Thank you to all in attendance, looking forward to seeing everyone at next month’s PDM ~ Joe Sedlawski’s presentation “**Leveraging Sales & Operations Planning to Master a Volatile Environment.**”

Permanent Placement

Interim Professionals

Executive Recruiting

Contract Employee

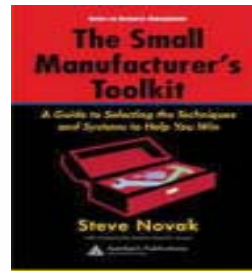
**Summit Group Consultants, Inc.**

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**14 years.....**

Central Jersey Chapter Mission Statement

*To be the premier provider of supply chain  
education (including: inventory, materials,  
production, and operations management) to  
Central Jersey's industries and individuals.*

**Welcome new member:**

**Vithal Kulkarni**

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