



Wednesday, December 7th

Central Jersey **APICS** presents:

Introduce a Student to Lean Concepts

2 Inter-Active / Hands-On Presentations

Both build on the individual's present knowledge & introduce concepts for life.


3:30 til 5:30 PM

Adults: \$40

Students 12 and older: \$30

Lean Playshop: A Series of Interactive Exercises Demonstrating Lean Benefits

This two-hour '**Playshop**' utilizes hands-on exercises to engage participants in role-play simulations that are guaranteed to provide valuable lessons learned. The audience will observe, appreciate and understand lean benefits. Most importantly, **they will REMEMBER these years later**, a key to providing attendees with more than theory: they will be able to APPLY the concepts at work... **or in the classroom.**

The following exercises will utilize simple props such as cards, dice, coins,  , rope and blindfolds (YIKES!). Attendees are certain to have fun, which enhances the learning experience.

- Lot Size Reduction
- Variability Reduction
- Pull System Simulation
- Flattening Bills of Material
- Flow Line Simulation
- Strategic Thinking

5:30 til 8:30 PM

Adults: \$35

Students 12 and older: \$20

Ice Cream Sundae Production: From Job Shop to Lean Flow

Are you interested in comparing a job shop layout to a lean flow line? Or maybe you just want dessert? Either way, this session will be an instructive and tasty experience!

This interactive workshop will engage you and your fellow participants by role-playing as customer order entry professionals, production planners, workstation operators, inspectors or hungry customers placing orders. The session involves two major exercises: first, a simulation of a traditional job shop layout; and then, creation of a flow line to demonstrate the improved lean environment. Attendees will gain knowledge of the following concepts:

- The advantages of empowerment and engagement
- Lean improvements in productivity, space requirements, lead time and quality
- Some secrets you never knew about Lean (which contradict the so-called "experts")!

This experiential learning session provides valuable lessons learned that the audience will remember years or decades later. Participants engaged in a simulation will retain more information than the standard lecture format.

Radisson Hotel

21 Kingsbridge Road, Piscataway, NJ 08854

For directions / map: 732 980-0400

To register visit <http://www.apics-cjer.org>

5:30 – 6:15 Registration & Networking – Beer, Wine & Soda

6:15 – 7:00 Dinner & Discussion

7:00 – 7:15 Welcome & Introductions

7:15 – 8:30 Keynote Presentation & Dessert

Please visit our website for Group & Family Pricing

Michael D. Ford, CFPIM, CSCP, CQA, CRE, CQE is Principal of TQM Works Consulting. He provides innovative solutions based on 25 years of experience in retail,

distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He has presented at over 230 industry events thru-out the U.S., Canada and Africa, and has provided over 4,000 hrs of classroom training. Ford is a graduate of SUNY-Buffalo, earning a B.S. in Industrial Engineering. 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."

EXECUTIVE MESSAGE **||||**

The APICS Advantage

APICS, the advantage you have that fellow employees and/or team members don't have.

At your personal discretion (and disposal) you have tools and opportunities of which very few take full advantage. An ever widening arena of Education, Seminars, monthly publications, Professional Development Meetings, District and Annual Conferences and voluntary service positions. One thing they all represent is... **career enhancement**.

Perhaps you've noticed the leaders in most firms continue with their professional development and involvement; albeit education, certification, Board Membership, etc.

Perhaps you have also noticed that careers are made by what we know, who we know and as a recent commercial states, "...**who knows you.**"

While everyone has an opinion on what is important to your career, you are the captain of your own ship and therefore responsible for the final decisions. What I have learned in 30+ years of recruiting and placement is to identify, delineate, and separate those who have done, are doing, and have goals to do more from those with no plan, no foresight, no clue. Clients pay a premium for candidates with credentials beyond those of the masses.

APICS membership is an impressive attribute... but involvement beyond just 'membership' is a second and more accurate criteria. It signifies a person in the lead, ahead of the crowd, pointing the way, learning the nuances, aware of the evolution of techniques and technology. This separates the top 10 percent from the 'want-to-be's'. Any manager knows that warm bodies with a limited understanding of whatever the discipline, are plentiful; always were... always will be.

The people with CPIM, CSCP, CPM, CPA, etc., are generally the more qualified employees for a special project, promotion, or leadership position. Those who have served in a volunteer position are more apt to be quality team players. Some call these employees "lucky", but the achievers refer to it as "career enhancement". Surely there are exceptions, but the sentiment is clear: **"Some talk about why they can't, haven't, or won't... others do!"** Who would you bet on?? A mentor long ago taught, "Excuses make for open positions within the company."

Get involved; set a goal; make a commitment; **Make The Time**. Your chapter, your Board of Directors and your District Staff can always use another pair of hands, a creative mind and a willing spirit... **and it does wonders for building a network of achievers and leaders.**

Continued Success,

Gary W. Pezzuti

[Many Thanks to our Guest Speakers from the NJ Dept of Labor 11/2 PDM :](#)

[The 2011 APICS International Conference:](#)



JoAnne Caramelo, NJ Dept of Labor



Vin G. Samuel MS, CPM, LLB (Hons)



Gary Pezzuti & Rocky Bleier, Pittsburgh Steelers

The Central Jersey Chapter offers both Public supply chain management courses and Private courses tailored to the specific needs of individual companies.

If you are interested, or have questions, please contact Arthur Shaffer at 908-403-2803, abshaffer@yahoo.com

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

Education Schedule

MPR – Master Planning of Resources	Sep 26, 2011	Class in progress.
BSCM – Basics of Supply Chain	Sep 27, 2011	Class in progress.
DSP – Detail Scheduling and Planning	Jan 09, 2012	
MPR – Master Planning of Resources	Jan 10, 2012	
SMR – Strategic Management of Resources	Feb 16, 2012	
BSCM – Basics of Supply Chain	Mar 12, 2012	
ECO – Execution and Control	TBD	

CFSPM Customer Focused Supply Chain Management TBD

To register for a class, go to <http://www.apics-cjer.org/Education.html>

Execution and Control of Operations

Date: TBD (9 Classes)
Time: 6:00 PM - 9:00 PM
Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)
Instructor: Arthur Shaffer
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: Call Art Shaffer 908-403-2803
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.

ECO – Execution and Control (9 sessions @ 3 hours each)

Focus on the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results, and providing feedback on performance. The course explains techniques for scheduling and controlling production processes, the execution of quality initiatives and continuous improvement plans, and the control and handling of inventories.

Topics include:

1. Planning, Execution, and Control Overview
2. Scheduling Production and Process Operations
3. Authorizing, Executing, and Reporting Activities for Push Systems
4. Authorizing, Executing, and Reporting Activities for Pull Systems
5. Communicating Customer-Supplier Information and Controlling Resources
6. Quality and Continuous Improvement Initiatives - Basic Concepts
7. Quality and Continuous Improvement Initiatives - Making It Happen
8. Quality Management Processes
9. Evaluating Performance of Production Operations

Detail Scheduling and Control

Date: Monday 01/09/11 (9 Classes)
Time: 6:00 PM - 9:00 PM
Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)
Instructor: Arthur Shaffer
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: 12/19/11
Late registration fee: Cost to expedite workbook (Est \$50)

DSP – Detail Scheduling and Planning (9 sessions @ 3 hours each)

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:

1. Inventory Policies
2. Inventory Planning
3. Information Used in the Material Planning Process
4. MRP Mechanics: The Basics
5. Using MRP Outputs and Managing Projects
6. Detailed Capacity Planning
7. Detailed Capacity Management
8. Establishing Supplier Relationships

Master Planning of Resources

Date: Tuesday 01/10/2012 (8 Classes)
Time: 6:00 PM - 9:00 PM
Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)
Instructor: Arthur Shaffer
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: 12/19/11
Late registration fee: Cost to expedite workbook (Est \$50)

MPR – Master Planning of Resources (8 sessions @ 3hours each)

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:

1. The Business Planning Process
2. Forecasting Demand
3. Demand Management and Customer Service
4. Distribution Planning
5. The Sales and Operations Planning Process
6. The Master Scheduling Process
7. Managing the Master Scheduling Process
8. Measuring Performance and Validating the Plan

Strategic Management Resources

Date: Thursday, 02/16/12 (8 Classes)
Time: 6:00 PM - 9:00 PM
Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)
Instructor: Arthur Shaffer
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: 01/23/12
Late registration fee: Cost to expedite workbook (Est \$50)

SMR – Strategic Management of Resources (8 sessions @ 3hours each)

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

1. The Global Environment and Sustainability
2. Operations Strategy
3. Operations Strategy Choices and Financial Measurement
4. Aligning Operations with Supply Chain Partners
5. Infrastructure Systems
6. Change Management
7. Case Studies and Review Activity

Basics of Supply Chain Management

Date: Monday 03/12/2011 (10 Classes)
Time: 6:00 PM - 9:00 PM
Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)
Instructor: Arthur Shaffer, CPIM
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: 2/20/12
Late registration fee: Cost to expedite workbook (Est \$50)

BSCM – Basics of Supply Chain (10 sessions @ 3hours each)

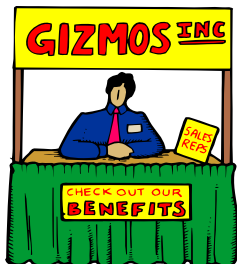
The basic concepts in managing the complete flow of materials in a supply chain from suppliers to customers are covered in the Basics module. Supply chain concepts are introduced and basic terminology emphasized, as are relationships among activities in the supply chain. Introduction to Supply Chain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

Topics include:

1. Introduction to Supply Chain Management
2. Demand Management
3. Master Planning
4. Material Requirements Planning
5. Capacity Management and Production Activity Control
6. Aggregate Inventory Management
7. Item Inventory Management
8. Purchasing and Physical Distribution
9. Lean/JIT and Quality Systems

PDM CALENDAR

Date	Speaker	Topic	Venue
Seminar December 7th	Mike Ford	Lean Operations Playshop for Adults & Children Hands-On InterActive Exercises w/LEGOS, coins, cards, blindfolds & etc.!	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
PDM December 7th	Mike Ford	Bring your Child (or Parent) to a PDM Hands On Workshop! Ice Cream Sundae Production - Job Shop to Lean Flow	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
January 4th	Rick Cathers	Case Study - Wyeth "Teach your Shop Floor the P.O.L.C.A."	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
February 9th	Mike Walsh	Joint Meeting w/ISMNJ	Somerset Doubletree Hotel 200 Atrium Drive Somerset, NJ 08873



Employment Opportunities:

For further information please contact: TomRaimondi@berryplastics.com

E0708 Demand Planner - 3+ years of accurate development of demand data in SAP and optimizes deployment of Finished Goods from plants and/or contract manufacturers.

E0709 - Product Planner - Maintain fulfillment of orders and safety stock, Supply Chain / Production / Deployment Planning with plants / co-packers and vendors. Requires Demand Planning / Forecasting and ERP

E0710 - Materials Manager - Major manufacturer of specialized electrical products is looking for an experienced, career-oriented Leader to manage Purchasing, Production / Inventory Control, warehousing and Shipping / Receiving.

E0711 - Inventory Planner - Provide strategic direction for inventory planning for three regional distribution centers. Forecast appropriate inventory levels commensuration with sales forecasts. Monitor, reconcile and report inventory levels, follow up with order deliveries and ensure timely shipment of orders.

E0712 - Production Planner - Responsible for the planning & tracking of production for assigned product lines. Provide overall departmental support and work extensively with computerized MRP system.

E0713 - Senior Supply Chain Planner - 5+ years of Supply Chain Planning in a high volume manufacturing environment.

E0714 - Product Supply & Fulfillment Planner - Responsible for developing and maintaining product supply across categories of the portfolio. Position will assure fulfillment of orders to meet customer needs while maintaining sufficient safety stock required to support demand.

Permanent Placement

Interim Professionals

Executive Recruiting

Contract Employee

Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

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Contact: Bijou Anwer

Your local "ONE STOP IT" Service Provider. NJ State Certified M&WBE, VA State Certified SWaM, Oracle Partner, NJOAUG Chapter Owner.

Welcome new members

Ceetal Amin

Eric Atanda

Vanessa Archibald

Brian Korenstein

Ravishankar Bijjala

Phani Kilaru

Lawrence Reis

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