

Crowne Plaza Edison Hotel #732-287-3500

2055 Lincoln Highway Edison NJ 08817

The 15th Annual Joint Meeting Hosted by Central Jersey APICS & ISM-NJ

Thursday, Feb 10th, 2011

**Successful Navigation through Off-Shore
and Cross-Cultural Negotiations – Do's and Don'ts**



Gurpreet Singh – Founder of Legal Sourcing, LLC and Strategic Supply Chain & Six Sigma Consulting, LLC. This seminar will focus on conducting successful off-shore negotiations with firms and suppliers from across the world. The speaker has held successful negotiations with more than 500 suppliers and firms across more than 100 countries and has saved millions of dollars to his clients. The speaker will share his unique perspective of dealings with firms from various cultures and how to conduct win-win negotiations.

Who Should Attend And Why: Supply Management Professionals from all levels who are currently involved in dealing with firms across borders, or would like to expand their horizon and learn about cross-cultural negotiations.

\$35 for APICS members, \$40 for non-members Register at <http://www.apics-cjer.org>

5:00 – 6:45 PM - Registration

6:45 – 7:45 PM - Buffet dinner & Business Meeting

5:45 – 6:45 PM - Pre-Dinner Forums

7:45 – 8:45 PM – Dinner Presentation

Pre-Dinner Forum 1: Global Logistics Sourcing, Control and Trends

Peter van den Akker - Manager Global Logistics International Flavors & Fragrances

We will be reviewing a global logistics RFP effort. Freight costs are a leading factor in these projects but equally important are service and quality. Subjects include: strategy, stakeholder, change management, potential suppliers, rollout, monitoring and acceptance. Can the potential supplier(s) meet our service requirements globally? What kind of tools are available, connectivity with ERP systems?

Pre-Dinner Forum 2: Social Media

Alice Wong - Business Analyst at Morgan Stanley

Facebook, LinkedIn, Twitter and others are more than just ways to pass time; they are your new tools to stay connected on personal as well as professional levels. We're past creating accounts, now we are taking it to the next level and learning some new features that programs like LinkedIn and Twitter have to offer. Allow this session to show you what social media can offer and how to use it to your advantage. In addition to learning how social media is advantageous, also learn what not to do so you can optimize your profile.

Dinner Speaker Bio: Gurpreet Singh

Gurpreet Singh is a subject matter expert in cross-cultural negotiations and his experience ranges from industries including pharmaceuticals, healthcare and retail. Gurpreet has an undergraduate degree in production engineering from India and an MBA in supply chain management and strategic management from Rutgers University. Gurpreet is a C.P.M. and a CPSM and also a Certified Six Sigma Black Belt. He serves on the board of ISM-NJ and also serves the National Leadership Training Committee. He is an Adjunct Professor at Rutgers Business School.

Peter van den Akker has been a Lecturer International transport at the Shipping and Transport College in Rotterdam, the Netherlands. Currently he is a part-time lecturer at Rutgers University for Supply Chain Management. Peter holds a Bachelors of Science in Port Technology from the Maritime Institute "Michiel De Ruyter" in Vlissingen, Netherlands, a Masters of Science in International Transportation from the University of Wales, Cardiff, Wales.

Alice Wong is a recent graduate of Rutgers University, New Brunswick with a dual degree in Supply Chain Management & Marketing Sciences and Finance. Her current role is as a Business Analyst consultant in Morgan Stanley's Firmwide Sourcing group. Alice has been recognized for her dedication to the procurement profession by receiving ISM's 2009 Service Procurement Scholarship.

Executive Message.....

How are you protecting your future?

As we continue with a struggling economy and a state unemployment rate above 9%, have you been taking the necessary steps to protect your future? One of the most important actions that you can take is to keep your professional network active. Another is to keep your professional job skills up-to-date.

You can accomplish both as an active member in APICS and your Central Jersey Chapter. Our Professional Development Meetings (PDMS) offer educational and business improvement topics. You also have an opportunity to meet local professionals and share information and ideas. Take the opportunity to exchange business cards and grow your network. At the January PDM you could have met a chapter member that is the plant manager for a new manufacturing plant that manufactures solar panels. Another chapter member is involved in the manufacturing of a custom manufactured consumer product with a very short delivery cycle. Our speaker has hands-on supply chain experience in making the ERP system work to improve their business.

Our February 10th PDM will be a joint meeting with the Institute for Supply Chain Management (ISM). You will have the opportunity to network with other supply chain professionals and expand your network beyond APICS. We also have a triple educational opportunity with three topics being offered.

Our chapter offers APICS CPIM certification classes. We have a public offering in the evening. The students are from different companies and functions and are learning the APICS Body of Knowledge and sharing their business experiences and ideas. You are meeting new contacts and over the 8 to 10 week class you could develop a long term business relationship.

The CPIM classes are offered as private day or evening classes. With a private class, the schedule is designed to meet your needs. The length of the classes range from a condensed version in one to two weeks or several weeks by conducting weekly three hour sessions late afternoon to early evening.

So, protect your future by improving your professional skills and strengthen your network by getting involved with your chapter.

Arthur Shaffer, CPIM

Director of Education, APICS Central Jersey Chapter

abshaffer@yahoo.com

908-403-2803

Employment Opportunities:

For further information please contact: Tomraimondi@berryplastics.com

[E0698 Manager, New Product Launch](#)

[E0697 Senior Planner](#)

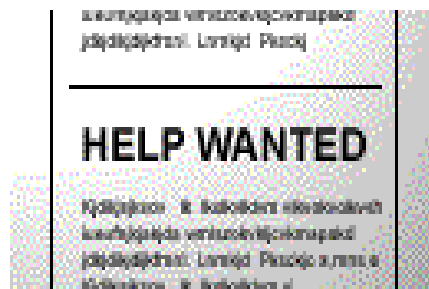
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[E0685 Supply Chain Planner West Jersey](#)






If you didn't attend the January 5th, 2011 CJER-APICS PDM presentation, "Baking" APICS

into Innophos' Processes & Systems, you missed an excellent evening.




The presentation, given by Michael Lovrich, VP of Supply Chain at Innophos, was at the Radisson, in Piscataway. Michael began his presentation with a brief overview about Innophos' diverse history, their markets, their plethora of products, and the companies' solid Supply Chain fundamentals.

By recognizing the fact that there was MORE value to be realized in consolidating their existing planning, customer service, purchasing, and logistics areas, Innophos embarked on a comprehensive redesign effort.




Innophos standardized their business processes, upgraded their existing systems, and strengthened their Supply Chain Areas. They began a company supported training and education APICS Body of Knowledge Initiative. Innophos provided training for over 30 individuals across the organization including plant schedulers and operations personnel. Concentrating on:

-  Generic training in standard MRP functions
-  Creating a Core set of trained individuals to leverage global improvement
-  Launching APICS to provide the Supply Chain Personnel with APICS knowledge

Innophos encouraged CPIM / CSCP certification among their employees. However, it was NOT a condition of employment. It was viewed as a way to gain knowledge to effectively manage their global supply chain activities. APICS enhanced the Supply Chain roles at Innophos and created consistencies and collaboration through the utilization of APICS best practices. Michael stated that "Baking" APICS into Innophos' processes and systems has meant ~

-  Streamlined, Standardized S&OP Process
-  Iterative Monthly Demand Forecast
-  End-to-End Supply Chain Planning Process

Michael provided a brief glimpse of where Innophos is headed in the future, as they now have the basics of an Enterprise Supply Chain that works to deliver exceptional services by:

-  Improving reliability of supply
-  Structured Inventory Planning & Control
-  An S&OP Process that is responsive to customer demands & drives their monthly MPS

The presentation and evening concluded with a very interactive and informative question & answer period.



Rick Cathers / Mike O'Hara



Michael Lovrich



Michael Lovrich



CENTRAL JERSEY CHAPTER Education Schedule

Registration is now open for the following CPIM series:

*Updated** BSCM - Basics of Supply Chain Management – Mon, January 24, 2011

*New*** DSP - Detailed Scheduling and Planning – Tues, January 25, 2011

*New*** ECO - Execution and Control of Operations – Thurs, January 27, 2011

Detailed descriptions of each class on next page

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

If you are interested, or have questions,

please contact Arthur Shaffer at
908-403-2803, abshaffer@yahoo.com

**Please note BSCM class is a 2011 update of the 2010 of the class material.*

*** Please note: DSP and ECO classes are the new 2011 re-write of the class material.*

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

We can provide day and evening private or public classes.

We can also customize the schedule for one session per week or multi sessions per week including the complete course in one week.

If you work for a multi site company, we will travel to other locations to meet your company education requirements.

If your management is thinking of providing APICS education to their employees but have questions, we will meet with them and present the APICS education program.

Just ask and we will see what we can put together.

**The APICS Central Jersey Chapter is committed
to the education of our members.**

What CPIM classes have you completed?

BSCM – Basics of Supply Chain

MPR – Master Planning of Resources

DSP – Detailed Scheduling and Planning

ECO – Execution and Control

SMR – Strategic Management of Resources

If you are in the process of earning your CPIM, let us know what classes you have completed and we will contact you to plan our future classes around your requirements.

Future Schedule:

April 2010

MPR – Master Planning of Resources Tuesday - 04/26/2011

SMR – Strategic Management of Resources Thursday - 04/28/2011

Basics of Supply Chain Management (we do have enough students — class will be held)

Date: 01/24/11 – 04/4/2011 (10 weeks)
Time: 6:00 PM - 9:00 PM
Location: BSM - 2 Kilmer Rd, Edison, NJ 08817 (287 exit 5)
Instructor: Arthur Shaffer

Explore the basic concepts of managing the flow of materials in a supply chain. In the Basics you get a complete overview of material flow, from internal and external suppliers, to and from your organization. Topics include:

- Elements of the Supply Chain.
- Just-In-Time (JIT)
- Total Quality Management (TQM)
- Manufacturing Resources Planning (MRP II)
- Demand Planning
- Capacity Management

Detailed Scheduling and Planning

Date: 01/25/11 – 03/22/2011 (9 weeks)
Time: 6:00 PM - 9:00 PM
Location: BSM - 2 Kilmer Rd, Edison, NJ 08817 (287 exit 5)
Instructor: Arthur Shaffer

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

Execution and Control of Operations (we do have enough students — class will be held)

Date: 01/27/11 – 03/24/2011 (9 weeks)
Time: 6:00 PM - 9:00 PM
Location: BSM - 2 Kilmer Rd, Edison, NJ 08817 (287 exit 5)
Instructor: Arthur Shaffer

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:

- Prioritizing and Sequencing Work
- Executing Plans and Implementing Controls
- Authorizing and Reporting Activities for Push and Pull Systems
- Evaluating Performance and Providing Feedback.

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

Robert Russo, 732-661-3140, robert_russo@mtf.org

Cost: Member \$550 includes workbook.

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

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

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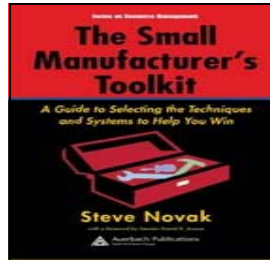
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