



Wednesday, January 4th
Central Jersey APICS

Presents:

Teach Your Shop Floor
'The POLCA'



If you work in a process/job shop environment most of your working hours are spent figuring out what job to work on next at each work-center to avoid angering the least number of customers by missing the date you promised to deliver their order. In the never ending quest to find the "holy grail" of shop floor capacity management you've tried technology (MRP, ERP, Bar-coding, etc.), status meetings (weekly, daily, hourly), tagging "hot jobs" (red, green, yellow, etc), but nothing gets the problem under control for very long.

This case study describes how a manufacturer of components for the medical device industry implemented a part of Rajan Suri's Quick Response Manufacturing to give control of the flow of material through their shop floor to the employees at each work center. We'll look at what drove this change. The prerequisites that had to be met before the implementation could begin. How the change was successfully implemented. And finally, we will look at the improvements that were achieved.

Who should attend:

- Planners struggling to manage the flow of material through the shop floor
- Supply Chain Managers looking to improve on-time delivery and productivity
- Company leaders looking for tools to improve their organizations competitiveness

What you will learn:

- A new way to control the flow of material in a job shop/process environment
- Proven techniques for getting shop floor supervisors to "buy-in" to P.O.L.C.A.
- Roadmap for successfully implementing P.O.L.C.A. on the shop floor

Radisson Hotel

21 Kingsbridge Road
Piscataway, NJ 08854

For directions / map: 732 980-0400

5:30 – 6:15 Registration & Networking - Beer & Wine cooler
6:15 – 6:30 President's welcome & speaker introduction
6:30 – 7:30 Dinner & Discussion
7:35 – 8:30 Keynote presentation

Members \$35 Non-Members \$40 Students \$20 Register at <http://www.apics-cjer.org>

Rick Cathers is a Change Master and President of MicroCraft, The Knowledge Company. He works with domestic & international clients to identify process problems, develop solutions, implement organizational change and improve financial results. He specializes in process modeling, technology selection, performance measurement development, and quality improvement projects.

Rick actively works to spread the APICS Body of Knowledge. For over 20 years, he has taught CPIM certification review courses. In addition, he develops customized education programs for companies based on these courses. These programs are geared to solve specific educational needs that will help a company to achieve its business objectives. Rick also works with individuals to improve their training and public speaking skills as a Train-the-Trainer and Learning Dynamics for Instructors teacher.

Rick is an active member of APICS. A featured speaker at National and International conferences, seminars and chapter professional development meetings. He is an Adjunct Professor at Camden County College.

EXECUTIVE MESSAGE

Made in the USA

For decades, companies seeking cheaper labor costs transferred their manufacturing from America to low cost countries, such as China, thus creating an off-shoring job vacuum. At first, it made financial sense, but given the unstable geopolitical climate, the variable price of oil, lack of supply chain visibility, Intellectual Property theft and lingering quality problems in low cost countries, 'Made in the USA' is slowly making a comeback.

According to a recent study by Boston Consulting Group, Chinese wages are rising rapidly, and USA [labor] is 4 times as productive as Chinese labor. The study found that the sectors most likely to return would be transportation goods, electrical equipment/appliances, furniture, computers/electronics, plastics, rubber, machinery, fabricated metals and others. These sectors account for ~ \$2 trillion in U.S. consumption per year and nearly 70 percent of U.S. imports from China. The process is moving at a slow pace, but is indeed moving.

Most recently, Ford announced that they were moving 12,000 jobs from China to the USA because of a favorable agreement with the UAW. Farouk Systems USA, a Houston based company has already brought 1,200 jobs back from China. Further, Continental AG announced it was building a half-billion-dollar plant in South Carolina, to manufacture car and truck tires, bringing 1,600 jobs to the area. Welcome back!

Many companies are realizing that "made in America" simply makes more sense—and not just for patriotic reasons. As you look to the New Year—and beyond—be sure you and your staff has the skill sets to handle the potential growth in your specific manufacturing sector. APICS provides you with a wealth of literature, education classes, professional certifications and other tools to help ensure a successful transition. Send us an email; we're open 24 hours a day...

Michael J. O'Hara, CPIM, CIRM
 President's Advisory Council
 Past President

Many Thanks to Michael Ford for an educational and entertaining PDM on 12/7.



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

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

CFSPM Customer Focused Supply Chain Management TBD

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

Detail Scheduling and Planning

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
9. Supplier Partnerships and Review Activity

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 of Resources

Date: Thursday, 02/16/12 (8 Classes)

Time: 6:00 PM - 9:00 PM

Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (1-287 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:

1. **Developing the Business Strategy**
2. The Global Environment and Sustainability
3. Operations Strategy
4. Operations Strategy Choices and Financial Measurement
5. Aligning Operations with Supply Chain Partners
6. Infrastructure Systems
7. Change Management
8. 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 (1-287 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 Management (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
10. Theory of Constraints and Review Activity

November 03, 2001

Dear Gary Pezzuti:

My name is Carlos Venegas. I am one of the 77 scholars selected from the list of 206 applicants to attend the 2011 APICS international conference in Pittsburg. I am a junior expected to graduate in January 2013 with a double major in Supply Chain Management and Finance with a concentration in Management Information Systems at Rutgers State University of New Jersey located in Newark, NJ. Thanks to your chapter donations a total of 77 scholars where able to attend the conference this year and gain a closer experience of what supply chain management really is. The conference gave me an input of the business life which was something that I was not to familiar with. Attending the conference inspired me to go forth with a strong and straight forward peace of mind knowing that this is a field that I want to explore and contribute to the financial world. An aspect of the conference that I really enjoyed was the networking possibilities that I would have never encountered in any other place and the new friend that will be in the supply chain field soon. Thanks to the conference it helped shape the way I now view my future career. It has been an unforgettable experience to have been able to attend the conference and I am great full to all of you who made this possible. For these reasons and for so many more I ask you to share this letter with other colleagues and chapter officers, so that the success of this program will continue on and bring forth opportunities for future scholars to participate in this wonderful experience.

Sincerely,



Carlos Venegas
SCM, Finance with a concentration on MIS
Rutgers Business School
Carlosavenegas@hotmail.com



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.

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

E0714 - Product Supply & Fulfillment Planner - Product Supply and Fulfillment Planner—Responsible for developing & maintaining product supply across categories of the portfolio.

Permanent Placement

Interim Professionals

Executive Recruiting

Contract Employee

Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

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Contact: Bijou Anwer

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