

Wednesday, May 4th, 2011

Hosted by Central Jersey APICS Chapter

**Lean Performance Indicators –
A Road Map for Supply Chain and
Operations Success**

GUEST SPEAKER: HOWARD FORMAN



Can you imagine driving your car across the county? Do you just start your car and begin to drive and hope you reach your destination? Or do you use a road map to identify key points along the route to help ensure that you arrive at your destination on time and without any wasted effort?

Companies must learn to use lean performance indicators in the same manner as a road map to track business performance and overall success.

We will discuss what are key lean performance indicators and how they help an organization achieve success. How indicators can be used to help identify, quantify and expose waste. How these indicators can help direct and focus improvement efforts to meet strategic goals and objectives. Finally, we will discuss what should be measured, what not to measure, and the ramification of selecting the wrong indicators.

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

6:15 – 6:30 President's welcome & business meeting

6:35 – 7:30 Dinner & speaker introduction

7:35 – 8:30 Keynote presentation & discussion

APICS Members: \$35; Non-Members: \$40

Howard Forman is president of PIM Associates, Inc. Howard has over 30 years of experience in the operational and supply chain environments, specializing in ERP system implementations, demand planning / forecasting, inventory reduction, supply chain management, operation, lean and business process improvements.

Howard is an active member of the Northern New Jersey Chapter of APICS where he is a Past President. He is a frequent speaker at various APICS dinner meeting, seminars, workshops, and conferences.

He previously earned his CFPIM, CIRM and CSCP certifications. He teaches all APICS CPIM, CSCP, Lean Enterprise Workshop and Global Sourcing series classes. He is a graduate of Fairleigh Dickinson University with a MBA and BS in Business Management.



Does your company have a product or service that would benefit from exhibiting at the 2011 APICS International Conference & Expo, scheduled for October 23 – 25 in Pittsburgh, PA? The conference is one of the world’s largest gatherings of operations and supply chain management professionals. As a vital extension of the educational programming of the conference, the Expo portion of APICS 2011 will provide opportunities for attendees to learn the latest technologies, discover new solutions to immediate and long-range business needs, uncover emerging trends in the supply chain, and develop valuable resources and partnerships. Your participation as an exhibitor in the conference aligns your company's products and services directly with the vision and objectives of APICS members. With more than 1,400 projected attendees representing logistics, materials management, production and inventory control, sales and operations planning, scheduling, supply chain, and more, APICS 2011 provides opportunities to develop solid new business leads while enhancing existing relationships—enabling you to provide the tools and solutions needed to address ongoing business challenges. Visit www.apics.org/expo to learn more details on exhibit opportunities.

Executive Message.....

As our 2010-11 Central Jersey APICS year winds down, we look back and say with a smile “what a success”! In addition to the many interesting PDM topics, the joint meetings, the seminars and the continuous flow of CPIM classes, we are offering 2 exciting months of activities before the summer break. May 4th, Howard Forman will be speaking on Lean Performance Indicators & on June 1st we are offering a seminar on Customer Focused Supply Chain Management by Art Shaffer. Later that evening on June 1st, we will be celebrating with our end of the year BBQ! Dave Jankowski will be our guest speaker along with fun & games for everyone. Circle these last couple dates & plan on spending the evening socializing and learning with your APICS friends.

As Director of Employment, please continue to monitor our website and newsletter for exciting new opportunities!

Hope to see you soon,

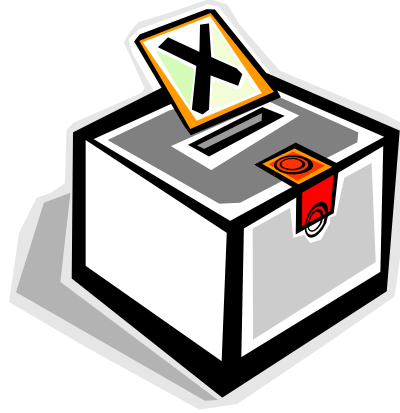
Tom Raimondi
Central Jersey APICS
Director of Employment
Newsletter Editor



Date	Speaker	Topic	Venue
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 Change Management 8:00 to 4:30 Lunch Included! Stick around for the BBQ!	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

2011-12 CJER-APICS Board of Director Nominees:

- President : Debbie Majeski
- Executive Vice President: Robert Russo, Art Shaffer
- Treasurer: Gary Pezzuti
- Secretary: Bruce Paszinski
- Vice President of Membership: Vitor Silva
- Vice President of Education: Robert Russo
- Vice President of Programs: Berni Kahle
- Vice President of Publicity: Open
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- Director of E-Communications: Open
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Employment Opportunities:

For further information please contact: Tomraimondi@berryplastics.com

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[E0701 Supply Chain Planner/Analyst](#)

[E0700 Demand Planner](#)

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[E0698 Manager, New Product Launch](#)

[E0697 Senior Planner](#)

[E0696 Coding Analyst](#)

[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

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 22, 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

Customer Focused Supply Chain Management Seminar

For individuals who interact with and support Supply Chain Professionals!

The new CFSCM 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. Focus for professionals in functions that support the supply chain (for example; sales and marketing, accounting, information technology, production, operations, quality, and senior executives). Bring a team including your supply chain professional to collaborate on your organization needs.

After this course, the participants can more fully contribute to the cross-functional and inter-organizational processes of a successful supply chain.

Further, the class leads participants and others in their organizations to the APICS Certified Supply Chain Professional (CSCP), Certified in Production and Inventory Management (CPIM), and other APICS programs. The course strengthens the entire team and fosters appreciation of a properly structured and managed supply chain.

Participants in this program will:

- Learn the basic terminology used in SCM and be able to 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.

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

Presenter: Arthur Shaffer, CPIM

Cost: \$329 Send 3 or more \$299 each Register by **May 1st** - \$299

Registration deadline: May 23, 2011

For additional information, contact: Arthur Shaffer, CPIM 908-403-2803 abshaffer@yahoo.com

About our presenter:

Art Shaffer is a participant in the APICS instructor Development program as an **APICS Master CPIM Instructor**.

He has been teaching ERP supply chain software classes for 14 years and currently is an APICS Central Jersey CPIM instructor. Art has also presented at APICS Chapter's PDMS, APICS Region meetings, at the APICS International Conference Volunteer Leadership Workshop, and other professional organizations.

Art has been in supply chain consulting and materials management for over 25 years working in the manufacturing and distribution/warehousing area. Art has experience in implementing ERP and WMS software systems, along with project management, and process improvement programs.

He has a diversified industry experience which included automotive, chemical, consumer, electronics, food/beverage, medical devices, pharmaceutical, paper, and textile. Prior to this, Art has a extensive engineering background managing Design, Facility, Industrial, and Manufacturing departments.

Art earned his BS in Industrial Engineering from Fairleigh Dickinson University and a MS in Engineering Management from New Jersey Institute of Technology. He achieved his APICS CPIM in 1990, recertification in 2004, and lifetime certification in 2009.

He completed the APICS Train the Trainer and APICS Learning Dynamics instructor training. Art is a participant in the APICS Instructor Program and is currently at the Master, CPIM level.

Art is an active APICS member and has been since 1989. He is an active member of the APICS Central Jersey Chapter Board of Directors for the past 19 years in various positions including Chapter President and currently serves as Director of Education.

He is a past APICS Regional Vice President – Region IX and served as a member of the APICS Board of Directors.

He is also on the Congress for Progress Supply Chain Regional Conference Committee for the past 20 years.

In House Classes:

This full day workshop can also be taught onsite at your facility or a site of your choice by Art Shaffer, CPIM, an APICS Master CPIM Instructor.

For additional information, contact **Arthur Shaffer, CPIM 908-403-2803 or abshaffer@yahoo.com**

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Contact Tom Raimondi for details.

Welcome new members:

Zuhair Ahmed

Maureen Sarkissian - Pfizer

Yan Lei, CPIM

Promod Singhvi - Infosys Consulting

Walter Clark - Coach

Indar Chaudhuri - Daiichi Sankyo, Inc

Amit Shelat

Stephen O'Hara

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Milltown, NJ 08850