

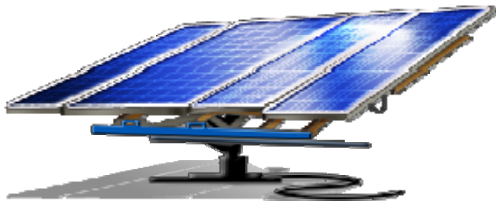
**Wednesday, May 12th, 2010**

**Central Jersey APICS**

**In conjunction with the Materials Handling Society of NJ presents:**

**A Round Table Discussion on Solar Energy at the Crowne Plaza Hotel in Monroe, NJ.**

**Please join us as we explore the advantages of incorporating solar energy within your business.**



*The roundtable will include Commissioner Joseph L. Fiordaliso of NJ, Board of Public Utilities, John Drexinger a principal of Pro-Tech Energy Solutions & Steven Kern of Turtle Energy. We are also hoping to include a long term owner of solar panels to discuss their experience with solar energy and a representative from the banking industry to explain how financial institutions regard and finance solar projects. Fred Gerstler of New Pak, Inc. will also sit on the roundtable offering his experiences and why it made sense for his company to move forward in obtaining a alternative energy source.*

*Pro-Tech Energy will exhibit an actual solar panel array, allowing those in attendance to experience all the components that make up a solar panel system. Software that manages energy information produced by solar energy and the SREC's (clean energy credits) will also be on display.*

*During the roundtable we will discuss all aspects of solar energy including different technologies, mounting options, government grants and how the clean energy certificates are sold. Questions from the audience will also be entertained.*

**Cost: \$50 APICS members \$75 non APICS members**

**Meeting registration begins at 5:30 PM and dinner program starts at 6:00 PM.**

**PLEASE REGISTER AT: WWW.APICS-CJER.ORG Further details & info at : WWW.MHSNJ.COM**

## *EXECUTIVE MESSAGE.....*

Continuous Education.....

May is the month where most of college grads get their diploma. More than 1.5 million students will graduate this year in the U.S. APICS Central Jersey Chapter wishes all the best to the new grads.

Obtaining a college degree is not the end of your education. Actually it is the beginning of a new journey of learning. Professionals, in order to survive and to be successful in today's marketplace, will be students all of their lives. Continuous learning is not a "nice to have" in order to make a difference, but rather a way to survive in this demanding job market.

There are several ways to obtain additional education and APICS is one of them. APICS Central Jersey Chapter offers different ways to enhance your knowledge. We hold Professional Development Meetings the first Wednesday of each month. We bring experienced speakers to present and discuss interesting, practical and educational topics. We have ongoing Supply Chain Management courses and we also organize educational seminars.

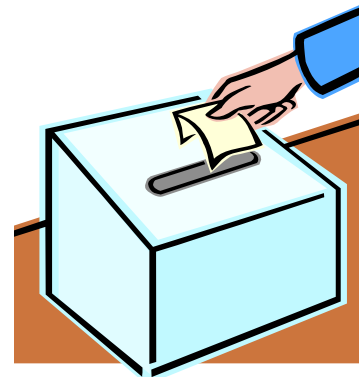
Please visit our website to see the updated and complete list of educational events. Remember... NEVER STOP LEARNING !!

Vitor Silva

Central Jersey APICS

### 2010-11 CJER-APICS Board of Director Nominees:

- President : Debbie Majeski
- Executive Vice President: Mike O'Hara
- 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: Art Shaffer
- Vice President of Marketing: Open
- Director of Education: Art Shaffer
- Director of Arrangements: Bruce Paszinski
- Director of Employment: Tom Raimondi
- Director of Programs & Seminars: Berni Kahle
- Director of E-Communications: Open
- Director of Student Affairs: Vitor Silva
- Newsletter Editor: Tom Raimondi



Visit our Website for the new Fall and Winter Schedule.....[WWW.APICS-CJER.ORG](http://WWW.APICS-CJER.ORG)

We still have openings for our May DSP CPIM class!

Our CPIM BSCM public class will finish soon and the participants will be moving on to DSP - Detailed Scheduling and Planning on May 25<sup>th</sup>. Please note that we moved this from Monday nights to Tuesday nights due to the Monday holidays. *The registration deadline is May 10th, 2010.*

If you are interested in attending but can not sign up by May 10th or have any questions, please contact Art Shaffer (908-403-2803 or [abshaffer@yahoo.com](mailto:abshaffer@yahoo.com) )

## Detailed Scheduling and Planning

Date: Tuesdays Date: 05/25/2010 - 07/20/2010 (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: 5/10/2010 To register – [WWW.APICS-CJER.ORG](http://WWW.APICS-CJER.ORG)

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

## Course Description:

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, 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

*Our CPIM program is very active this year!*

- Completed the public ECO class in December '09
- Completed a private BSCM class in January '10
- Conducting a private BSCM class that will complete in April '10
- Conducting a public BSCM class that will complete in May '10
- Conducting a private BSCM class that will complete in June '10
- Conducting a public SMR class that will complete in June '10
- Scheduled a public DSP class starting in May '10

## 2009 new CPIM Certifications..... Congratulations.....

- |                             |                        |
|-----------------------------|------------------------|
| • Roy C Slover CPIM         | Paul Ellison CPIM      |
| • Thomas J Bongiovanni CPIM | Daniel Malinowski CPIM |
| • Craig E Schrotter CPIM    | Brian Houston CPIM     |
| • Jeffrey R LoPrete CPIM    | Victor R Neyra CPIM    |



## Upcoming PDM Events.....

5/12/2010	Joseph Fiordaliso Pro-Tech Energy Turtle Energy	Joint Meeting w/ Materials Handling Society of New Jersey	Crowne Plaza Hotel Monroe, NJ
6/10/2010	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

[03/31/10 E0671 Planner/Inventory Control Analyst](#)

[03/31/10 E0669 Director of Supply Chain & Logistics](#)

[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](#)

# What you missed..... if you did not attend the April 8, 2010 PDM at the

Radisson Hotel, Piscataway, NJ . . . . .

Joe Shedlawski gave a very well received presentation entitled "**Leveraging Sales & Operations Planning To Master a Volatile Environment**". The presentation initiated with what Joe considered his three perspectives ~

- Pharmaceuticals
- Consumer Products
- Education

Joe spoke about the **Evolution of the Competitive Advantage** and continued speaking about their values and various views in dealing with the **Supply/Demand Chains** and its' relation to the **Value Chain**. Joe touched upon **S&OP Alignment** and its' **Conflicting Objective Challenges** concerning the Financial Objectives, Operation Objectives, Market Objectives, and the balancing act that Sales & Operations Planning must accomplish. Joe also tapped into **Aligning the Business Strategy ~ Processes and Information**, together with the company's' **Capability Assessment, Gap Identification, and Strategic Plan**.

He continued on and discussed **Sales & Operations Planning Characteristics**, along with **S&OP's Position in the Business Cycle**.

Joe talked about the different **S&OP Approaches** and provided us with examples of each. He talked about the harmonization that has to be achieved in order to realize true **S&OP Optimization**.

Joe spoke about **Aligning Performance Drivers** with company performance on one hand, and how each is addressed using S&OP. He continued and chatted about the **Impact of Mergers and Consolidations** in relation to the S&OP and how to handle them with both your company and with your customers.

He then switched our focus and delved into his personal eleven identifying factors relating to S&OP **Risk Management**.

He communicated to the group how to understand and realize the differences between **Crisis Prevention vs. Crisis Management**.

Joe shared his **Good S&OP Practices Checklist** with us and then he conveyed some of his **Critical Success Factors for Sustaining S&OP Success** with us, including **Establishing Aspirational Goals** in certain business areas, **Transforming from a Tactical to Strategic Supply Chain**, and **Establishing a 5-Step Monthly Meeting Cycle**, that is **Driven from the Top!**

In his Wrap-up, Joe reviewed several interesting Key Points, after which, he opened the floor to discussion and questions. All in attendance had a very enjoyable evening.



Permanent Placement

Interim Professionals

Executive Recruiting

Contract Employee

## Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

Fax (973) 875-3248

E-mail: [garyp@nac.net](mailto:garyp@nac.net)

**Welcome new member:**

Marcos De Vasconcellos

**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.*

PO Box 111

Milltown, NJ 08850