

## **WEDNESDAY, NOVEMBER 3rd, 2010**



### **Radisson Hotel**

**21 Kingsbridge Road, Piscataway, NJ**  
**For directions / map call 732-980-0400**

**REGISTRATION BEGINS @ 5:30 PM**



\$35 for APICS members, \$40 for non-members

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

## **“The other Side of Lean”** with Robert Russo, CPIM

Robert will review his approach to continuous improvement using the Lean Methodology in a manufacturing and an office environment. You will learn the reasons why change is a requirement not an option for staying in business in today's business climate and what you can do to have a successful implementation. Robert will also present a hypothetical example that we can use to test what we have learned during the session.

### **Three Things You Will Learn.**

- What is change?
- Why most people do not like change.
- How to make change less painful.

### **Three Things You Will Take Away**

- How to build a process improvement team.
- Who should be on your team?
- Where to start.

### **Who Should Attend**

- Materials Managers, Office Managers, Shipping Managers, Inventory Managers
- Everyone that manages people and/or processes.



**Robert Russo**, Rutgers University graduate with his degree in Psychology, has been in manufacturing for most of his career, encompassing extensive experience with inventory control, production, planning, shipping, receiving, warehousing and distribution. Since 1993, Robert has concentrated his time in tissue banking and medical device industries. Robert is currently the Associated Director Logistics for MTF, having joined the firm in 2006. Over the past 5 years most of his focus has been in Lean Manufacturing and Continuous Improvement. He has been involved in many internal and external projects, including use of Lean and Kaizen principles for MTF operations, and Continuous Improvement time management with Carpedia College, a MTF consulting firm. He is Certified in Production and Inventory Management from the American Production and Inventory Control Society and is also the Vice President of Education for the Central Jersey chapter.



**Disclaimer: *Past Performance is No Guarantee of Future Performance.***

Somewhere in every investment offering is the above cautionary language. It's a legal phrase used by brokers saying there are no guarantees to this 'investment'. They are simply removing their responsibility for your decision. Others term it 'CYA'.

But what if YOU are the investment? How will those around you evaluate your participation and future potential for the mission ahead? Without 'Past Performance' we have very little to gauge your potential or quantify your actual contributions.

Some of the data available on '*Past Performance*' includes grades & transcripts; intellectual & psychological testing; background & credit checks. For the most part, this is strictly historical and sometimes ancient history... all factual but often dated. Additionally, It is carved in stone and not subject to revision or updates.

The good news is more often we are evaluated on performance reviews, recommendations and references... all quite recent and updated regularly. This makes it most advantageous because it is continuously updated with the most recent accomplishments and contributions.

As I taught my children and grandchildren, "We don't know how to change the past... but we can determine our future!" Going forward, you have complete control over your '*Future Performance*' and so many tools available to you. While I am partial to APICS, there is ISM, ASQ, CSCMP and many other professional organizations where you can update / hone your skills. Whether you choose the monthly Professional Development Meeting, certification classes, seminars / workshops or the networking to share ideas / processes / solutions or specific contacts within another firm... its all here for the asking.

While we may not know what changes are ahead, we do know that change is inevitable. This is a good thing, full of opportunity, if we are prepared. For those who continue their journey with little or no preparation...

***Past Performance is a Darn Good Guarantee of Future Performance.***

**Some people watch things happen, others make things happen,**

**and those who don't know what's happening.....**

Gary Pezzuti

Treasurer

Central Jersey APICS

# What you missed

The CJER-APICS held their second PDM of the 2010-2011 year at the Radisson, in Piscataway on October 6<sup>th</sup>. Here's what you missed:

Following dinner, Jim O'Donnell CPIM, CIRM, our keynote speaker began his presentation **"Inventory Data Integrity: A Process, Not an Event"**. He started the evening with some definitions explaining why it was "data integrity" instead of "inventory accuracy". Jim spoke about **"Zero Tolerance to Error"**, referencing the relationship to Data Integrity.

He went on to speak about the value of your data. Developing and nurturing a zero tolerance culture using your customer service, materials management, production, and finance to help you and your company. Jim continued explaining that you needed to evolve Strategic and Tactical Processes. It's necessary to set Goals to deal with points like safety stock inventory reductions, freeing up additional warehouse space, improving warehouse efficiencies, and reducing your cycle time for order fulfillment.

Jim stressed the importance of mapping out a process, analyzing your current warehouse layout and material flow, and reviewing your work practices against warehouse industry best practices (benchmark). He continued on discussing working with metrics. Ever stressing the importance of setting achievable metrics; like an Inventory Accuracy level, an Order Fulfillment Cycle Time, Receiving Cycle Time, warehouse housekeeping, and most importantly Establishing an Operational guideline that must be adhered to.

He continued and laid out his ten step process for us in a capsule:

1. Organize your team, establish a Goal and set Expectations.
2. Identify Warehouse Activities.
3. Identify Warehouse Documents.
4. Review Facility Layout.
5. Identify Control Points.
6. List and align the Warehouse Activities, Documents and Control Points.
7. Map the Activities (low level): Working with the employees who execute the activity, map the process of the activity.
8. Implement a Cycle Count Program.
9. Initiate a Brainstorming/Root Cause Analysis Process.
10. Implement changes and review improvements, continue cycle counting. In conclusion, Jim's solution to inventory data integrity is as follows:

- Simplify the process.
- Focus on training.
- Utilize Performance Measurements.
- Empower Employees.
- Work toward Continuous Improvement
- Accept nothing less than Zero Tolerance.



Written by: Berni Kahle, CPIM

## Updated Education Schedule

Our public MPR (Master Planning of Resources) class is in progress.

We will start the CPIM series again with the first CPIM class –

BSCM - Basics of Supply Chain Management – Mon, January 10, 2011.

DSP - Detailed Scheduling and Planning – Tue, January 4, 2011

ECO - Execution and Control of Operations – Thurs, January 6, 2011

**A notice will be sent when registration is open.**

If you are interested, or have questions,

please contact Arthur Shaffer at  
908-403-2803, [abshaffer@yahoo.com](mailto:abshaffer@yahoo.com)

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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.

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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.



Don't miss this **unique** opportunity to hear directly from **Dr Eli Goldratt** the author of "The Goal" and father of **Theory of Constraints** (TOC). Dr Goldratt will be in **New Jersey** from November 15 to 17th, 2010 to present a seminar titled '**Now And Into The Future**' (NIF).

Dr Goldratt is one of the world's most innovative management strategists and author of many books. His best-selling business novel *The Goal* has sold over 5 million copies and has been published in 21 languages. He has been described as a **genius by Business Week** and **a guru to industry by Fortune Magazine**.

The NIF events have recently been conducted in China, Japan, India and in the America's and have been highly appreciated for their content and applicability. Dr. Goldratt's visit to the USA and his seminar has contextual relevance to today's **global** business challenges.

Current members can enjoy this unique opportunity to spend 3 days with Dr. Eli Goldratt. There is a significant discount for multiple registrations from the same company and **a special 10% discount for members**.

See link for more information and to register now <http://www.goldrattconsulting.com/now-and-into-the-future>

**Please enter the following when registering:**

**"Who invited you" field:** Enter ISM-7 counties

**"Comments" field:** Enter your membership number

**"Coupon Discount Code" field (on the 2<sup>nd</sup> page):** For the 10% discount, enter this code **ACJ10**

**Employment Opportunities:**

For further information please contact: [Tomraimondi@berryplastics.com](mailto:Tomraimondi@berryplastics.com)

[10/05/10 E0692 Whse / Dist Supervisor North Jersey](#)

[10/05/10 E0691 Customer Service Mgr North Jersey](#)

[10/05/10 E0690 Purchasing Manager North Jersey](#)

[10/05/10 E0689 Plant Manager Central Jersey](#)

[10/05/10 E0688 Supply Chain Manager North Jersey](#)

[10/05/10 E0687 Demand Planner Central Jersey](#)

[10/05/10 E0686 Supply Chain Planner North Jersey](#)

[10/05/10 E0685 Supply Chain Planner West Jersey](#)

[07/12/10 E0684 Senior Supply Chain Analyst](#)

[07/12/10 E0683 Senior ERP Business Analyst](#)

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Gary W. Pezzuti, Senior Partner

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Welcome new members:

Anupam Kad - BirlaSoft Inc

Nitesh Mirchandani - BirlaSoft Inc

Soumendu Mukhopadhyay - BirlaSoft Inc

Elango Balasubramanian - BirlaSoft Inc

John Hurley - BirlaSoft Inc

Bhaskar Ramaswamy - BirlaSoft Inc

Abhishek Chahal - BirlaSoft Inc

Aman Gandhi - BirlaSoft Inc

Joseph Shaju John - BirlaSoft Inc

Jason Barardo

Novey Tangra - BirlaSoft Inc

Thomas Mancuso - Spex Certiprep Inc

Vanaja Sivakumar - Spex Certiprep Inc

John Daggett - Spex Certiprep Inc

Lea Anderson- Smith - Spex Sampleprep

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