



Wednesday, October 5th
***The Business Cocktail:
Supply Chain & Operations***



Presented by **Joe Shedlawski, CPIM**

Supply Chain Management's role within Operations Management has evolved in recent years from a necessary category of expense, to a strategic weapon that can enable an organization to accelerate its earnings as well as enhance its competitive advantage. This presentation will discuss the evolution of the Value Chain Concept and the implication of this development on traditional Supply Chain Management careers. Then, the seven ingredients of the Business Cocktail will be reviewed.

We will explore how the new, expanded Supply Chain Management functions have become essential to sustained Operations performance improvements in each of these seven business processes, in all types of enterprises, large and small. The presentation clarifies the importance and potential worth of Supply Chain Management excellence, and should expand the horizons of all current and potential Supply Chain Management practitioners.

The presentation will cover:

- How well does the supply chain fit in with the rest of the organization and its processes?
- How does the rest of the organization view the supply chain function?
- How can integration of supply chain functions into the rest of the process be improved?
- How can the supply chain most effectively operate in the overall business process?
- How can the supply chain affect shareholder value?

Who should attend?

- Executive management interested in a more agile operation.
- Mid-level Supply chain managers interested in an increase in efficiencies.
- Students interested in dynamics of a real-world supply chain experience.

[The Radisson – 21 Kingsbridge Road, Piscataway, NJ 732-980-0400](#)

- 5:30 – 6:15 Registration & Networking – Complimentary Wine & Beer / Cash bar
- 6:15 – 7:00 Dinner & Discussion
- 7:00 – 7:15 President's Welcome, Chapter Business, & Speaker Introduction
- 7:15 – 8:30 Presentation – Joe Shedlawski, CPIM

APICS Members: \$35; Non-members: \$40 Register at: www.APICS-CJER.org

Joe Shedlawski has 25+ years of leadership experience in many aspects of Operations and Supply Chain Management, in both plant and headquarters environments, in the pharmaceuticals, biotech, and consumer products businesses. He has implemented Sales & Operations Planning processes, created and developed an Operations Resource Management organization, and has led many projects from major new product launches to systems implementations to performance management process improvements. After a long and successful career at Wyeth and its predecessor company, Lederle Laboratories, Joe established a consulting and education business, focused on supply chain improvement.

Joe served on the APICS Board of Directors in various capacities for nine years, and was the President of APICS in 2007. While leading APICS, he oversaw the development of a strategic planning process and implementation of a new governance model to support globalization. Joe is a Certified Instructor for APICS as well as an Adjunct Lecturer at Bloomfield College and Misericordia University. An accomplished speaker, he has delivered many seminars and presentations for APICS, IBF, and other professional organizations, both nationally and internationally. Joe holds a Bachelor of Science degree in Biology from Bucknell University and an MBA in Finance from Iona College. Joe is an active volunteer and a Past President of the Northern New Jersey Chapter of APICS as well as a staff member of the APICS Northeast District.



EXECUTIVE MESSAGE

Hi everyone,

I hope everyone has managed to make it through the earthquake and hurricane Irene that we had recently. It certainly was trying times for everyone in the New Jersey, New York and surrounding areas. Our district seemed to be in the direct hit of the storm. We now need to try and get back to normal times which will be hard but we must push forward.

The board is working hard to hold PDMS that our members want and we hope to see everyone come out. We are planning on a few joint meetings again this year and going back to holding a PDM in December. As always, if your company is interested in holding a plant tour, please get in touch with anyone on the board with the contact information.

We continue to hold education classes that are open to the public. However, if your company is interested in holding private classes, please contact Robert Russo or Art Shaffer for more information.

This year, the International Conference will be held in Pittsburgh, Pennsylvania which is part of the Mid Atlantic District. The conference will start on October 23rd and will end on October 25th. We sure hope to see a lot of our members attend the conference this year since it is practically in our back yard.

If anyone is interested in joining the Central Jersey Board of Directors – we are always looking for new volunteers. Just contact anyone on the board for more information.

Look forward to seeing you at the PDM's,

Debbie Majeski, CPIM

President

Date	Speaker	Topic	Venue
October 5th	Joe Shedlawski	"The Business Cocktail: Supply Chain & The Business"	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
November 2nd	Paul Bieksza Vin Samuel	Dept. of Labor & Work Force Development	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
December 7th	Mike Ford	Bring your Child to a PDM Night Hands On Workshop!	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ
January 4th	Rick Cathers	Case Study - Wyeth "Teach your Shop Floor the P.O.L.C.A."	The Radisson, 21 Kingsbridge Rd., Piscataway, NJ

If

you didn't attend the first CJER-APICS PDM of the 2011 - 2012 APICS calendar year held on September 14th, 2011,

then you missed an educational and enlightening evening. The PDM was a panel discussion, "As a Hiring Manager I'm Looking for ...", facilitated by Gary Pezzuti: Placement Professional, Summit Group was very informative. The three panelists Bill Perkins: Mgr, Strategic Procurement, Bayer Consumer Health, Bob Surdan: Dir, Global Supply Chain, Integra Life Sciences, and Len Ramos: Mgr, Planning and Logistics, Symrise, Inc. provided the attendees with useful examples and helpful suggestions. To begin the evening, Gary Pezzuti asked, "What are you looking for on a resume?" Responses from the panelists all referenced how well the resume should fit the posted position.

The other helpful pointers raised were:

- Good Cover Letter
- Key Words
- Accomplishments Listed

Gary was quick to state to the group that "Nothing Fails 100% of the time". A resume's length and relevant experience were also points that the panelists brought up. All of them agree that no one candidate will be an exact fit. They were all very quick to state that additional education, specifically a CPIM, will help open the door and get you that first interview. One panelist stated that he would give more weight to a candidate with a CPIM certification over one with an MBA, as the individual took the initiative to take that **EXTRA** step, especially if the advertised opening was for a planning position. Experience with an ERP system, not any one in particular, was also expressed as being highly important.

Gary pointed out, and the panelist agreed, that a resume tailored towards the advertised position, citing relevant experience and past accomplishments/goals are what they are looking for.

Moving onto the interview, several details were discussed pertaining to:

Candidates actually listening AND creating a dialogue with the interviewer AND asking decent questions.

All panelists mentioned that a candidate should be themselves during the interview, should be dressed in appropriate business attire, and be slightly knowledgeable about the company. Taking the time to research the company that you are interviewing with makes an impression. Concluding with an expressed interest is an excellent final impact.



APICS Central Jersey Chapter

Education Update.....

The Central Jersey Chapter offers both public Supply Chain Management courses and private courses tailored to the specific needs of individual companies.

Registration is now open for the BSCM, MPR and ECO classes.

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

MPR – Master Planning of Resources	Sep 26, 2011
BSCM – Basics of Supply Chain	Sep 27, 2011
ECO – Execution and Control	Oct 20, 2011
DSP – Detail Scheduling and Planning	Jan 2012
SMR – Strategic Management of Resources	Mar 2012
CFSPM Customer Focused Supply Chain Management	TBD

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

Date: Monday 09/26/2011 (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: Call ASAP – Art Shaffer 908-403-2803
Late registration fee: Cost to expedite workbook (Est \$50)

This class will be held.

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

Basics of Supply Chain Management

Date: Tuesday 09/27/2011 (10 Classes)
Time: 6:00 PM - 9:00 PM
Location: BSM, 2 Kilmer Road, Edison, NJ 08817 (I-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: Call ASAP – Art Shaffer 908-403-2803

Late registration fee: Cost to expedite workbook (Est \$50)

This class will be held.

BSCM – Basics of Supply Chain (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

Execution and Control of Operations

Date: Thursday 10/20/11 (9 Classes)
Time: 6:00 PM - 9:00 PM
Location: TBD – Either Edison (I-287, exit 5) or Piscataway, NJ (I-287, exit 9)
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: 09/30/2010

Late registration fee: Cost to expedite workbook (Est \$50)

Class is subject to cancelation if the minimum number of students is not registered by the deadline. If the class is canceled, all fees will be refunded.

ECO – Execution and Control (9 sessions @ 3hours each)

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:

- 1.Planning, Execution, and Control Overview
- 2.Scheduling Production and Process Operations
- 3.Authorizing, Executing, and Reporting Activities for Push Systems
- 4.Authorizing, Executing, and Reporting Activities for Pull Systems
- 5.Communicating Customer-Supplier Information and Controlling Resources
- 6.Quality and Continuous Improvement Initiatives - Basic Concepts
- 7.Quality and Continuous Improvement Initiatives - Making It Happen
- 8.Quality Management Processes
- 9.Evaluating Performance of Production Operations



Princeton South Jersey Chapter of APICS Presents:

Sales, Inventory & Operations Planning

2-Day workshop | Oct. 19-20, 2011
Holiday Inn East Windsor/Princeton NJ

COME LEARN THE BEST PRACTICES IN S&OP!

- Improve your demand planning
- Understand supply constraints
- Manage by exception
- Balance Demand & Supply

<http://www.apics-prsj.org/>



Employment Opportunities:

For further information please contact: TomRaimondi@berryplastics.com

E0705 Purchasing Manager - Join the team of a New Jersey contract manufacturer of specialized hardware products.

E0706 Demand Planner - 3+ years of accurate development of demand data in SAP and optimizes deployment of finished goods from plants and/or contract manufacturers.

E0707 Senior Planner - 5 yrs supply chain experience, forecasting, S&OP and/or ERP implementation experience.

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



www.bsm.us.com
Tel.: 732- 777- 0800
Contact: Bijou Anwer

Your local "ONE STOP IT" Service Provider. NJ State Certified M&WBE, VA State Certified SWaM, Oracle Partner, NJOAUG Chapter Owner.

Welcome new members:

Adrienne Davis-Phillips
Brian Karasik
Dennis Fiakpoe
Royston Lobo
Kathryn Binning
Sachin Shetty
Mary Bullock
Brandon Adams

 [Share on LinkedIn](http://www.linkedin.com/groups/APICS-Central-NJ-Chapter-3826666)

<http://www.linkedin.com/groups/APICS-Central-NJ-Chapter-3826666>

CONGRATULATIONS TO RUTGERS STUDENTS.....

SHIN LEE AND CARLOS VENEGAS. SPONSORED BY CJER-APICS
TO ATTEND THE 2011 APICS INTERNATIONAL CONFERENCE!

PO Box 111
Milltown, NJ 08850