

Wednesday, Sept 14<sup>th</sup>, Central Jersey APICS presents:

## **As Hiring Manager, I'm looking for...**

A Panel Discussion On Topics Including Resumes, Job Boards, Interviewing, Etc.

Len Ramos – Mgr, Planning and Logistics Symrise, Inc. Branchburg, NJ  
Bill Perkins – Mgr, Strategic Procurement Bayer Consumer Health Morristown, NJ  
Bob Surdan – Dir, Global Supply Chain Integra Life Sciences Plainsboro, NJ

**Facilitator: Gary Pezzuti – Placement Professional – Summit Group**

Everyone you meet has their own ideas on how to find a new position... get promoted... have an impact... In fact, if you speak with 10 people about resumes you will have 13+ opinions **Nothing Fails 100%**

### Anticipated Topics:

- Marketing Techniques
- Resume Formats
- 30 Second Elevator Speech
- Another 80 / 20 Rule
- Asking Questions
- Answering Interview Questions
- The 70+, 5 and <30 Equation
- After The Interview
- How To Handle The \$\$\$ Thing



### Who Should Attend:

- Anyone presently in the job market
- Those who will sit for their annual review
- Candidates applying to 'Internal Postings' or seeking promotions / management positions
- Staff who screen candidates or conduct interviews
- Anyone involved in training / instruction / education
- Managers performing employee reviews
- Students / Returnees seeking to chart a career path
- Employed but preparing for the future... just-in-case

## 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 – Buffet
7:00 – 7:15	President’s welcome, chapter business, & speaker introductions
7:15 – 8:30	Panel Discussion

APICS Members: \$35; Non-members: \$40      Register at: [www.APICS-CJER.org](http://www.APICS-CJER.org)

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### Upcoming Events

October 5 <sup>th</sup>	The Business Cocktail: Supply Chain & Business	Joe Shedlawski
November 2 <sup>nd</sup>	Education Grants for Business & Members	NJ Dept of Labor
December 7 <sup>th</sup>	Bring the Kids / Students Evening – Hands-on Workshop	Mike Ford

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### **EXECUTIVE MESSAGE.....**

In recent days, I came across a discussion in one of the social networks called “WHAT IS SUPPLY CHAIN MANAGEMENT?” I must say, the responses I have seen in this discussion is quite interesting and gave the readers a complete different view in Supply Chain Management.

Mr. Michael Pitcher commented from a strategic view : "Effective Supply Chain Management is the synchronization of value added processes between organizations with conflicting goals and priorities." A simple example of conflicting priorities is that suppliers are trying to maximize profit while you are doing the same. Without the conflict, there is no reason for "management".

In simple words, SCM is a cycle of “BMMSS” (Buy-Make-Move-Store-Sell). The activities of supply chain can be divided as Inbound logistics - sourcing/procurement plans. Second is operations - conversion/production planning & the third one is outbound logistics - distribution/ dispatch planning. At the end of the day, SCM is the management of all non-labor expenses for an organization which includes the functions of planning, acquisition, receipt, payment, inventory, distribution, assessment, improvement, disposal and should be based on quality principles of continuous improvement through measurement of processes and customer service.

APICS Central Jersey Chapter is working on re-vamping our website to include a blogging section which will allow our members to discuss and comment on topics like these. We look forward to serving our members in the most effective way which may result in mutual collaboration amongst our valuable members. Please continue to watch for updates in our monthly newsletter.

Thank you and may GOD bless us all...

Sincerely,

Mohamed A. Ebrahim | VP of Marketing | APICS Central Jersey Chapter

## Education Calendar

The Central Jersey Chapter offers both Public supply chain management courses and private courses tailored to the specific needs of individual companies. We will begin the CPIM series again with the first CPIM class BSCM. If you are interested in attending a CPIM class, or for more information on each class and to register, please contact Arthur Shaffer at 908-403-2803, abshaffer@yahoo.com or visit our website.

Public Classes	
<a href="#">MPR - Master Planning of Resources</a>	<a href="#">Sep 19, 2011</a>
<a href="#">BSCM - Basics of Supply Chain Management</a>	<a href="#">Sep 20, 2011</a>
<a href="#">ECO – Execution and Control</a>	<a href="#">Oct 20, 2011</a>
<a href="#">DSP - Detail Scheduling and Planning</a>	Jan 2012
<a href="#">SMR – Strategic Management of Resources</a>	Mar 2012
<a href="#">CFSCM - Customer Focused Supply Chain Management</a>	TBD

### Master Planning of Resources

**Date:** Monday, 09/19/2011 (8 Classes)  
**Time:** 6:00 PM - 9:00 PM  
**Location:** BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)  
**Instructor:** Arthur Shaffer, CPIM  
**Registration deadline:** 09/01/2011

### Basics of Supply Chain Management

**Date:** Tuesday, 09/20/2011 (10 Classes)  
**Time:** 6:00 PM - 9:00 PM  
**Location:** BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)  
**Instructor:** Arthur Shaffer  
**Registration deadline:** 09/01/2011

### Execution and Control of Operations

**Date:** Thursday, 10/20/11 (9 Classes)  
**Time:** 6:00 PM - 9:00 PM  
**Location:** BSM, 2 Kilmer Road, Edison, NJ 08817 (I-287 exit 5)  
**Instructor:** Arthur Shaffer  
**Registration Deadline:** 09/30/2010

**Cost:** Member \$550 includes workbook Non-Member \$650  
 Group discounts for 3+ Non-Members are available  
**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.

# CPIM - Certified in Production and Inventory Management

The CPIM program educates manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

The mission of CPIM is to educate the CPIM target audience in the concept, tools, topics, terminology, and integration of topics within the operations functions. The CPIM program incorporates a business-process orientation rather than individual techniques.

## *The entry module*

### **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. Basics of Supply Chain topics include Introduction to Supply Chain Management, Demand Management, Master Planning, Material Requirements Planning, Capacity Management, Production Activity Control, Aggregate Inventory Management, Item Inventory Management, Purchasing and Physical Distribution, Lean/JIT, Quality Systems, and Theory of Constraints.

## *The 3 core competency modules*

### **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 the Business Planning Process, Forecasting Demand, Demand Management, Customer Service, Distribution Planning, Sales and Operations Planning Process, Master Scheduling Process, Managing the Master Scheduling Process, Measuring Performance and Validating the Plan.

### **DSP – Detail Scheduling and Planning** (9 sessions @ 3hours 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 Inventory Policies, Inventory Planning, Information Used in the Material Planning Process, MRP Outputs, Managing Projects, Detailed Capacity Planning, Detailed Capacity Management, Establishing Supplier Relationships, and Supplier Partnerships.

### **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 Planning, Execution, and Control Overview, Scheduling Production and Process Operations, Authorizing, Executing, and Reporting Activities for Push Systems, Authorizing, Executing, and Reporting Activities for Pull Systems, Communicating Customer-Supplier Information and Controlling Resources, Quality and Continuous Improvement Initiatives, Quality and Continuous Improvement Initiatives, Quality Management Processes, and Evaluating Performance of Production Operations

## *The capstone*

### **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 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, and Change Management.

# Customer Focused Supply Chain Management

## 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 organization 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.

**If you are interested in holding the CPIM Classes or the CFSCM at your company, please call Art Shaffer – 908-403-2803 - [abshaffer@yahoo.com](mailto:abshaffer@yahoo.com)**

## Employment Opportunities:

For further information please contact: [TomRaimondi@berryplastics.com](mailto: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  
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Your local "ONE STOP IT" Service Provider. NJ State Certified M&WBE, VA State Certified SWaM, Oracle Partner, NJOAUG Chapter Owner. Services we provide: Business Processes, Project Management, Business Analysis, Supply Chain Solutions, Consultancy, counseling, reengineering and external system audits by experts, ERP Solutions, etc.

Staff Augmentation – Temp to Hire, Contract Staffing, Permanent, and Rent-A-Programmer.  
Continuation, extension and improvement of projects currently underway.  
Software and system engineering, reengineering and application migrations to new technologies.  
Legacy technologies software maintenance and development.  
In-company manpower services & Training services.  
Call us @ 732- 586 -6881 Email: [ebrahim@bsm.us.com](mailto:ebrahim@bsm.us.com)

**Welcome new members:**

Bella Wess - Prabhu Balaraman  
Michael Sidun - Prachi Parikh  
Justin Haygood - Jonathan Frances  
Edwin Maldonado - Elizabeth Sorrentino  
Jody Blum - Robert Boehm  
John D'Addio - Carlos Venegas  
Shaun Burrell - Terry Young

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