

Professional Dinner Meeting - Wednesday, May 14, 2008

Central Jersey APICS & ISM-NJ present

## Releasing Value from Indirect Materials... Corporate Cost Reduction Programs

This presentation is centered on the savings that can be achieved by showing processes that can get companies out of the MRO...Indirect Materials storeroom business. By having your supplier on site, you are able to concentrate on your core business while achieving increased control and increased service to using areas.

The effect is to give you optimum total cost reductions with measured budget dollar recovery. **Ken Wellington** and **George Krauter** are Vice Presidents with **Storeroom Solutions Inc.**, a business specializing in the indirect supply chain management industry.



**What will I learn...** Indirect materials (MRO) constitute the highest percentage level of cost recovery available to industry.

You will learn how to recognize opportunity, to set goals, and how to achieve those goals.

**How is this relevant...** American companies must look to all areas of cost recovery in order to be competitive.

Indirect material storeroom costs are generally considered a necessary evil with little opportunity for improvement.

The opportunity to recover costs in this area can make significant contributions to your corporate bottom line.

**What will I take away...** After you leave the meeting you will have a clear picture as to the opportunity that exists, the process to realize the opportunity, and how to measure results.

**Who should attend / Who should I bring...** Success of any indirect materials program hinges on cooperation and agreement from all disciplines; you should bring supply chain, production control, inventory control & stockroom, finance, plant and process engineers as well as the plant manager to view the presentation.

**Ken** is the past President of the ISM Philadelphia Chapter and past President of the APICS Chapter of Birmingham AL. He has written many articles on the supply chain and has spoken to various organizations over the years about changes in purchasing and material management. Ken has worked as an adjunct professor at University of Alabama, Western Michigan, University Syracuse, and Delaware College teaching business courses in Purchasing & Materials Management.

**George** has presented seminars on MRO distribution cost recovery at Duke University, M.I.T., The Conference Board, as well as in Oslo, Norway, Abudabi, Mexico, Canada, and across America. He is recognized as the authority on innovative methods that define and eliminate duplications in the traditional supply chain for non-capital expense materials. George has been published in Modern Distribution Management and in a series of articles in **PURCHASING** magazine.

**“Our goal is to alert Supply Chain Professionals to the value that can be released from indirect materials, how to define the opportunity and how to implement programs internally.” Ken Wellington and George Krauter**

**Pre-Dinner - 4:00 PM to 5:30 PM**

## Secrets Salespeople Know and Use

Salespeople know that understanding their customers is the key to their success... and their compensation is tied directly to their effectiveness.

We are all in the business of selling whether it is to our boss, our peers, our spouse or anyone we converse with... and OUR compensation is also linked to our effectiveness.

This workshop will provide insight into how you are influenced in the buying process in your role as purchasing agents. You will be able to use the understanding you gain in every communication you have both professionally and personally. Understanding how our personal priorities influence both selling and buying behaviors and learning how to flex between the different styles will help you reach others more effectively – a valuable skill on the job, selling an idea and every conversation in between!

HR Performance Solutions founder Linda Trignano works with clients to improve their skills in the areas of leadership and management. With over 22 years of experience HR Performance Solutions, LLC provides corporate clients support in training and developing teams, and individuals with customized coaching to successfully manage their career. Check our website for complete information on how to bring the DiSC assessment to your company for improving your team's performance. We can be reached at: [www.hrperformancesolutions.com](http://www.hrperformancesolutions.com) or by calling 973-839-5068.

**Linda Trignano**



**Note: These presentations contain no company solicitation materials**

4:00—5:30 Forum Workshop

5:30 – 6:15 Registration and Networking

6:15 – 7:00 Presentation Ken & George

7:00 – 7:45 Dinner & Business Meeting

7:45 – 8:15 Open Discussion

\$40 Members *with* reservation

\$45 Non-Members or with no reservation

**Register at:** <http://www.apics-cjer.org>

**PayPal, Check, or Cash... No Credit Cards**

Radisson Hotel Piscataway

21 Kingsbridge Road Piscataway, NJ 08854

**For directions / map call 732-980-0400**

**Add'l Info:**

[robert\\_russo@mtf.org](mailto:robert_russo@mtf.org) or 732-661-3140

### WELCOME NEW MEMBERS

Andy Schreiber

Kathleen Shortlidge

Reno Digenova

Michele Ross

Bryan Sousa

Terrylynn Pierrot

Jeffrey Shelton

Theresa Batiller

Andrew Schiff

John Vintimilla

Sabrina Lugo

Joe Phillips

Michael Mayassi

Abdul Ahad

Dina Sommers

Gregory Nagrebecki

Don Muccilli

Marie Hunter

Eric Stamler

Victoria Harmer

Eric Miller

Ami Patel

Rupel Patel

Erin Risch

Chao-Yang Kao

Vivian Nguyen

## 2008 Education Update

The Central Jersey **APICS** Chapter announces the following **CPIM** classes open to the public in conjunction with **G&W Laboratories**, our Corporate Sponsor:

### MPR (Master Planning of Resources)

*Beginning May 1, 2008*

Course is 24 hours Course will run 3 hours per week, from 6 pm to 9 pm, every Thursday:

*May 1; May 8; May 15; May 22; May 29; Jun 5; Jun 12; Jun 19.*

### MPR (Master Planning of Resources)

Master Planning of Resources - Candidates explore 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.

**Instructor: Randi Klein Greenberg, CPIM, CSCP, C.P.M.** – Animated and vibrant, one of the most requested instructors in the tri-state area. **Randi** earned her Bachelor's Degree in English/Education from Ithaca College and her **MBA** with concentrations in **Supply Chain Management and Management/Global Business** from Rutgers University . **Randi** is an active **APICS** member and has been since 1996. She achieved her **CPIM** in 1997. She is also a member of the Institute for Supply Management (ISM) and earned her **C.P.M.** in 1999. Most recently, **Randi** achieved her **APICS' CSCP** title in 2006

**Randi** was an active member of the **APICS** Central Jersey Chapter Board of Directors for 6 years and has been an instructor for the Central Jersey Chapter since 1998, teaching the CPIM Review courses, Fundamentals of Operations Management courses, and Lean Manufacturing workshops at Middlesex County College in Edison, NJ and onsite at local companies.

Currently, **Randi** is the Purchasing Manager for G&W Laboratories, Inc.

### Location:

G & W Laboratories, Inc.

111 Coolidge Street

South Plainfield, NJ 97080

**Contact: Robert Russo (732) 661-3140**

**Robert\_Russo@mtf.org**

### Cost / Investment:

\$450 per class, including books.

Group discounts for 3+ are available.

### Registration:

### Form of Payment:

On the web at **APICS-CJer.org**

PayPal

Via **USPS** to:

**Robert Russo**

125 May Street

Edison, NJ 08837

Check



## Letter From The President

To our APICS Central Jersey Members and Associates,

As we bring 2007-2008 Chapter year to a close, our last PDM will be our Annual Joint Meeting with the purchasing group, ISM on May14th. The topic will be **"Releasing Value from Indirect Materials..."** We will also have a Forum Workshop **"Influencing Others – In the Workplace... and Elsewhere..."** at 4:00 PM.

This year we have a very successful public education offering. We moved from the local colleges to partnering with a local manufacturing company offering the use of their facility for education. There were 2 classes in the fall and 1 class currently in progress followed by a 2<sup>nd</sup> spring class. We are continuing to offer private education classes. If your company is interested, please contact Robert Russo [Robert\\_Russo@mtf.org](mailto:Robert_Russo@mtf.org)

For additional information on the chapter activities please visit our website [www.apics-cjer.org](http://www.apics-cjer.org)

This year has been a successful re-building year and will continue into the next chapter year. Your Chapter Board wants to thank you for your support.

Your continued support and participation is very important for the Chapter success. We continue to look for volunteers to help with the chapter activities. If you are interested in volunteering, please contact any Chapter Board Member.

We want to make the 2008-2009 year even better. To do this, we need your input.

- What would you like to see in our chapter program?
- What type of PDM topics?
- Interested in plant tours? If so, what type?
- What topic for seminars would you like to see? Full day or ½ day?

For the members that did not make a PDM, what will it take to get you to make at least one next year?

Your opinion is very important to us so we can insure that we offer what you, our APICS Chapter Member, want to participate in. Please reply to me by email – [ashaffer@rabfoodgroup.com](mailto:ashaffer@rabfoodgroup.com) / phone – 201-310-1902 or any Chapter Board Member listed on the WEB Page - <http://www.apics-cjer.org/Board/index.htm>

Once again, thank you for your support and please express your thoughts and opinions.

Sincerely,

*Art Shaffer*

Arthur B Shaffer, CPIM

APICS Central Jersey President

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