

# APICS INSIGHT

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DECEMBER 2004

**Wednesday, December 8, 2004**

Sponsored by West Jersey & Central Jersey APICS

## West Jersey APICS & Central Jersey APICS

Co-sponsored

### Holiday Dinner Meeting Celebration

Wednesday, December 8, 2004

## Leadership

“Empower people to help themselves, build self-esteem and confidence, arm them with responsibility and you tap into the greatest source of lasting good possible.” Curtis Swila. The story of the Guardian Angels is a unique one. Its efforts and achievements in the past quarter century are remarkable. After 25 years as promoters of safety and empowerment, the Guardian Angels continue to teach communities and schools to take control and responsibility of both their environment and their lives. The Guardian Angels have succeeded dramatically because of their strict adherence to the abiding belief of founder Curtis Sliwa. Pen this in as a **don't** miss for an *insightful, entertaining thought provoking* evening.



### What a topic to **BING** in the New Year!!!

Curtis Sliwa is a pioneer who forged his grassroots activism into a global vocation. New York has seen a startling change during the past 25 years and the Guardian Angels were in the trenches, not as mere witnesses, but active modifiers of history. Curtis recruited a multi-cultural, multi-ethnic team of volunteers known as the “Magnificent Thirteen.” This non-prejudicial approach was indicative of Curtis’ multi-tiered and tactical plan to alter the infrastructure of the community. He was determined to unearth the uncut neighborhood gems, and teach them to polish and shape themselves through developing self-respect and respect for others. . Curtis can also be heard on the radio talk show “The Curtis and Kurby Show.”

See Page 3 for details.....



Executive Message	2	CPIM Certification Courses	4	Article: Sarbanes-Oxley	7
Board of Directors	2	Supply Chain & Humanitarianism	5	'Around the State'	7
Article: APICS: New Name	3	Employment Opportunities	6	Upcoming Chapter Events	8
Webinar: Distribution	4				

## Executive Message

As the weather grows colder....and the leaves are gone...we experience "The Holidays". The time of "Giving Thanks for...the Gifting & Receiving'...'Unlimited Resources' and the opportunity to 'Start Again'. This is also a time for reflection and re-focus...on life, on family matters, and careers. No one is in this life alone and no aspect of this life is unrelated to all other aspects of life...they are all intertwined and interrelated. We are a composite of the many facets of our individual lives and therefore interdependent. If there is an imbalance in one area it will ricochet into another and another. When we were young our excitement was all about getting. As adults we have come to understand that '*gifting and receiving*' are one expression, one energy....with multiple perspectives. As we know this Truth we also accept our oneness...and our responsibility to express our uniqueness in each aspect of our lives. Your job, career or position may not be the focus of your holiday experience...but it is terrific opportunity to view your activities in the workplace through the prisms of Thanksgiving, Christmas, Hanukkah and New Years traditions as well as their deeper meanings. Within each holiday is a message with which we may improve our lives...our families...our careers...and our world. And so as we celebrate this Wonder-Filled Season of Holidays:, may we celebrate the 'gifts' we have brought to the workplace, customers and co-workers, such as honor, trust, consistency and the desire to improve ourselves.

Gary W. Pezzuti, Secretary, Central Jersey APICS.

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Holiday Dinner Meeting.....continued from Page 1

**Location:** Birchwood Manor, Whippany, NJ

**Registration:** 5:00pm Hors-d'oeuvres served during networking hour. Speaker: 6:30pm .

**Cost:** \$50.00 ; \$60.00 at Door w/o reservations.

**Admission includes The Famous Birchwood Manor Hot & Cold Buffet and A Wonderful Assortment of Gifts & Door Prizes**

**For directions/map: call 973 887-1414 or [www.birchwoodmanor.com/directions.html](http://www.birchwoodmanor.com/directions.html)**

To register: <http://www.apics-cjer.org> OR <http://www.apics-westjersey.org>

Central Jersey (908) 587-4057 OR West Jersey (973) 345-8600 x3339

### Plant Tours

Is your company interested in hosting a plant tour?  
Contact Nick Sheridan at  
(212) 891-6830 to schedule your event.



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## APICS Unveils New Name

APICS-The Educational Society for Resource Management is changing its name to APICS—The Association for Operations Management, effective January 1, 2005. Along with the name change comes a new tag line-Advancing Productivity, Innovation and Competitive Success.

The APICS Board of Directors unanimously approved the name change at its October 9, 2004 meeting. "APICS has evolved to meet the needs of the community it serves, but the name no longer fully recognized the value proposition the association delivers". "The new name will honor our rich history in production and inventory control, better define the broad application of the APICS body of knowledge, and position us for the future," said APICS President Arnold E. Kennedy, CFPIM, CIRM.

By changing its name, APICS The Association for Operations Management clearly defines its body of knowledge in terms that are universally understood. The new name asserts the association's leadership position of delivering superior training, internationally recognized certifications, and comprehensive resources, while representing a worldwide network of accomplished industry professionals.

In conjunction with the new name, APICS has adopted the tag line, Advancing Productivity, Innovation, and Competitive Success. "APICS is the resource that individuals and companies rely on for operations, management education and validation of one's knowledge through obtaining the Certified in Production and Inventory Management and Certified in Resource Management designations", said Jeffrey W. Raynes, CAE, executive director. The new tag line communicates the value that APICS delivers to an individual's career well as an employer's bottom line.

## CPIM CERTIFICATION COURSE SCHEDULES– Spring 2004

**Middlesex County College, Edison NJ** (732) 906-7740 Sharon Bryant [www.middlesex.cc.nj.us](http://www.middlesex.cc.nj.us)

### Period 1

Course	Day	Dates	Instructor	Comments
Detailed Scheduling & Planning	Tues	9/14-11/16	Randi Klein, CPIM CPM	no class 10/12
Strategic Mgt of Resources	Mon	9/13-11/15	TBD	no class 10/11
Basics of Supply Chain Mgt	Tues	9/14-11/16	Diane Beni, CPIM	

### Period 2

Master Planning of Resources	Thur	10/14-12/16	Joe Pranzo, CPIM	no class 11/25
Execution & Control of Operations	Thur	10/14-12/16	TBD	no class 11/25

**Raritan Valley Community College, North Branch NJ** (908) 526-1200 Carol Clark [www.raritanval.edu](http://www.raritanval.edu)

### Period 1

Course	Day	Dates	Instructor	Comments
Master Planning of Resources	Mon	9/13-11/01	Ralph Fariello, CFPIM, CIRM	
Execution & Control of Operations	Mon	9/13-10/25	J. Gary Howarth, CPIM, CPM	

### Period 2

Detailed Scheduling & Planning	Mon	11/08-12/20	J. Gary Howarth, CPIM, CPM	
Basics of Supply Chain Management	Mon	11/15-12/20	Ralph Fariello, CFPIM, CIRM	
Strategic Mgt of Resources	Thur	10/14-12/16	Jim Donatich, CPIM, CIRM	no class 11/25

## WEBINAR

**Topic:** Improving Distribution Planning

**Date:** December 8, 2004 at 2:00pm

**Presenter:** Michael Gochnauer, CPIM

**Site Price:** \$99 APICS member, \$139 nonmember

The distribution process of tangible goods is or can be the most labor and capital intensive of the three parameters in the supply chain. This presentation will provide insight in to the realm of physical distribution and examine why the supply chain does not evolve by accident and how a strategic plan is essential to determining the success and survival of your enterprise.

### **About the presenter...**

Mr. Gochnauer, CPIM has thirty five years of experience in supply chain activities, including twenty years with a national retailer and fifteen as a consultant. He has designed, for thirty companies, material handling and distribution systems. He is a former president of the Lancaster/York chapter of APICS.

## Supply Chain Issues in Humanitarian Relief??????

By Chris Catto-Smith

The world has always been faced with major disasters, catastrophes and upheavals such as volcanoes, earthquakes, and floods. As a result of terrorism, regional conflicts, and radical changes in weather we are now faced with additional global emergencies. While we have been optimizing the commercial side of supply chain the humanitarian relief side has been all but ignored. The unpredictability of major disasters and the imperative in responding with adequate and timely aid often dominates the uniqueness and challenge of managing material flow in the relief chain. The ultimate objective of the relief chain is to deliver the correct amount or number of people, goods, medicines, and monetary resources to locations worldwide in a timely fashion. There are specific characteristics of humanitarian relief chains that differentiate them from traditional commercial supply chains. These include; *zero or close to zero lead times, high stakes, unreliable or non-existent transportation, hostile environments, variable levels of technology, and fragmented reporting lines between government and relief organizations.*

One major difference between the two types of chains is the demand pattern. For commercial chains the demand is comparatively stable and predictable utilizing established locations and regular deliveries. The demands in the relief chain are for sudden requests for supplies and people to locations that previously were unknown.

*The relief life cycle.* It is useful to look at the life cycle and relative resource requirements for a relief mission. There are four major phases.

- 1– Assessment: minimal resources are required to identify what is needed.
- 2– Deployment: resource requirements ramp up to meet a need.
- 3– Duration: operations are sustained for a period of time.
- 4– Reconfiguration: operations are reduced, then terminated.

A relief organization will experience this life cycle each time it responds to a disaster. Often inventory has to be cleaned, repaired or replaced and new specifications developed based on lessons learned. Funding is often sporadic or time consuming to pay for replacement equipment well after the sense of urgency has gone. Key resources and decision makers are also often diverted after the initial disaster to rebuild infrastructure or help establish long-term stability in the affected areas. Many resources are voluntary and will not remain with the relief organization.

Measuring performance is extremely important to humanitarian organizations. As resources become tighter, NGO's face new pressures for greater accountability for programme impact and quality. Contributors, donor agencies and governments are all asking, "Do relief organizations practice what they preach"? Effective and efficient logistics processes are all vital to these organizations and performance measurement is important for their accountability, such as: resource performance measures, output performance measures, flexibility performance measures

There remains much to understand in performance measurement for humanitarian logistics systems. The strategic goals of any organization usually point to many performance measures and the goals of commercial enterprises often differ from those of non-profit relief organizations. It is vital that the performance measures relate to both "value for effort" and alleviation of suffering compared to the resources applied.

## EMPLOYMENT OPPORTUNITIES

**E0329:Director, Supply Chain & Strategic Sourcing**....10 years in Pharma, OTC, Generics, H&BA, Food

**E0330::Customer Service/Contract Administration**....2+ yrs in mech'l assembly, fabrication, blueprints, or Mil specs.

**E0331: Supply Chain Analyst**....4 + years in Hi-Volume Consumer products company.

**E0334: :Project Manager**... Hi-Vol North Jersey Mfg needs a manager to direct internal team to identify & recommend improvements for ERP system upgrade..

**E0335:Manager of Materials & Logistics**...Mgmt of forecasting, planning, logistics, warehousing, purchasing functions

**E0337:Production Planner**...4+yrs cosmetic, food, pharma or bulk manufacturing process.

**E0338:Customer Service Planner**...Cosmetic, food or any related Hi-Volume Consumer product experience

**E0339: Mgr, Production Planning**....South Philadelphia area, maintain the MFG/PRO ERP system for "outsourced" commercial products.

**E0340: Project Leader**...Project Leader position in the retail manufacturing sector and located in Florham Park, NJ

**E0342: Human Resource Generalist**... Major division of an int'l known manufacturer of fine chemicals is seeking a 'Go-To' person on site with responsibility for all aspects of a unionized plant.

**E0343:Project Manager**...\$95K+ for North NJ Fort 1000 tech corp., project mfg experience: aerospace/defense, medical equip etc. Prepare ops plan for 100% goal for on time delivery. Must know B&P, Procure, Supply Chain,

**E0344:Materials Planning & Inventory Control**...responsible for planning, forecast, production inventory for 5 mfg facilities.

**E0345:Global Logistics Manager**...reporting to Director of Logistics, will manage global logistic projects across all functional lines within organization.

**E0346:Purchasing Agent**...develop partnerships with key suppliers to ensure deepest cost savings and design metrics to capture vendor performance and quality.

**E0348:Inventory Control Coordinator**...It is a full time, exempt position. The salary range is \$43K to \$45K.

**E0349:Director of Materials**....medical device manufacturer located in NJ. Experience with ERP is a must and SAP is a plus.

**E0350:Assistant Project Manager/Project Manager**...manage the implementation of package and graphics changes and bonus packs.

**E0351:Project Manager**...project manager will lead and manage implementation of package and graphic changes, special and bonus packs.

**E0352:Label Control Coordinator**...responsible for preparation & control of OTC monograph, NDA labeling to ensure compliance to GMP, FDA, & Bayer guidelines.

**E0353:Manager of Inventory & Production Planning**...manage the inventory levels, production planning activities and resources in support of our internal supply chain.

**E0354:Materials Manager**...located in El Paso, TX. Fluent in Spanish. Manage all material functions; planning, scheduling, inventory, purchasing and distribution.

**E0355:Materials Manager**...located in Montgomery, AL manage material functions; purchasing, inventory, planning, scheduling and logistics for a Tier 1 automotive company. Must have experience in lean manufacturing. CPIM is a plus.

**E0356:Project Assistant**...assist in fulfillment for major Pharm Co.. Must have inventory/production planning experience.

**E0357...Production Planner**...3+ yrs planning in military, aerospace or sophisticated electronics.

For more details contact Director of Employment, Tom Raimondi at [www.apics-cjer/employment.org](http://www.apics-cjer/employment.org)

**E0358:Material Planner**...candidate will identify and implement supply chain improvements in order to provide the appropriate level of customer service at the lowest possible cost.

**E0359:Director of Materials**...responsibilities include all aspects of materials management, including production planning, procurement, and S&R.

**E0360:Materials Manager**...located in Atlanta, GA. Manage all materials functions for Tier 1 automotive facility. Oversee purchasing, planning, inventory control, warehouse.

If interested in the above opportunities contact Tom Raimondi, Director of Employment at [employment@apics-cjer.org](mailto:employment@apics-cjer.org)

## Study Finds Companies Complying with Sarbanes-Oxley

Directors & Trustees Digest; 11/15/2004

Nearly 60 percent of private companies are complying or plan to comply with one or more aspects of the Sarbanes-Oxley Act, Financial Executives International reported in the published findings of a September CFO Outlook Survey conducted by FEI and Baruch College's Zicklin School of Business.

In electronic interviews with the chief financial officers of 221 public and private corporations, including banks and other financial services firms, the survey found that 72 percent of the privately held firms complying with at least some Sarbanes-Oxley requirements had begun to document their companies financial controls.

Auditor testing of financial controls (68 percent), CEO and CFO sign-offs on financial documents (66 percent), independent board audit committee membership (50 percent), independent board compensation committees (41 percent) and "majority of independent directors" led the list of other Sarbanes-Oxley linkages.

Why comply? With more than one response allowed, 61 percent of this group said Sarbanes-Oxley represented "a better way to run a business", 52 percent felt the act "will apply eventually to private companies", and 35 percent said "shareholders should be treated like public investors", according to FEI.

When asked whether they might consider going public, 54 percent of the private corporations said Sarbanes-Oxley would not be a deterrent, but 20 percent said it would be.

### EVENTS AROUND THE STATE

**West Jersey APICS Chapter:** Dec 8 Joint meeting with Central Jersey. Log on to [www.apics-westjersey.org](http://www.apics-westjersey.org) for details.

**North Jersey Chapter:** Dec 9—Sidney J Caspersen, Office of Counter Terrorism. Log on to [www.apicsnonj.org](http://www.apicsnonj.org) for details.

**NAPM/ISM:** Log on to [www.napm.org](http://www.napm.org) for details.

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## Upcoming Chapter Events

### Jan 5 Professional Development Meeting

Jan Melisa Sloan & Brian Moran of Rutgers Supply Chain

Subject: Digital Dashboards

### Feb 2 Professional Development Meeting.

Bill Nickle of Nickle Consulting

Subject: RFID

**SEE YOU THERE**

Central Jersey Chapter  
16 Central Avenue  
East Brunswick, NJ 08816



10 years.....

### Central Jersey Chapter Mission

*To be the premier provider of supply chain education (including: inventory, materials, production, and operations management) to Central Jersey's industries and individuals*