

**Wednesday, June 2, 2004**

Sponsored by the Central Jersey APICS Chapter

## JIT vs. Lean, What's the Difference

Presented by Rick Frisby, CPIM, PMP

Didn't we just implement JIT a few years ago? Now, Lean is on the scene! Have you ever wondered what the similarities and differences are between these two methodologies? Wondering whether to make the next big jump? Well, here's your chance to find out as these two methodologies are compared side by side. Come check this out!

### What you can take home with you....

- 1– An understanding of the fundamental methodologies of JIT and Lean.
- 2– Comparison of similarities and differences between the two methodologies.
- 3– An idea of how well the two methodologies “play” together if considering the move.

### About the speaker....

Rick Frisby is currently a Senior Project Manager, managing multiple IT projects for Agere Systems IT Program Management Office. Rick has over 22 years of experience as a practitioner, educator, and implementer in MRPII/ERP, System Implementation, JIT, Cycle Time Reduction, and SPC. Rick holds a Bachelor of Arts in Business Management from the University of Phoenix, Masters Certification in Project Management from Stevens Institute, and is a certified Project Management Professional (PMP) by the Project Management Institute. He has worked for Agere Systems, Lucent Technologies, AT&T, as well as providing independent consulting services to businesses, colleges, and professional societies.

To register for the PDM call (212) 389-7412 or log onto our website at [apics-cjer.org](http://apics-cjer.org) and “HIT THE TARGET”. Professional Development Meetings are open to the public. Please reserve in advance.

Costs with reservations: \$30 (Member)  
\$35 (Non Member)  
\$20 (Students)

Without reservations: \$35

Unemployed Members \$15

### FLY ME, FLY ME, TO THE MOON!

Continental Airlines Operations Center Tour; Wednesday June 2nd : 2:30-4:30pm

Tour reviews the airport's history, Continental Airline's position in the airport, and a tour of parts of the terminal, including Continental's state-of-the-art control center...an enhanced 'behind the scenes' view of how things are accomplished.

Contact Nick Sheridan to register (no charge) and for additional details at (212) 891-6830. Tour is limited to first 20 registrants and monthly PDM will follow at the Embassy Suites in Piscataway, NJ

**Location:** Embassy Suites Hotel, Piscataway, NJ

**Registration:** 5:15-6:00pm

**Dinner:** 6:00-7:00pm

**Meeting:** 7:00-7:20pm

**Guest Speaker:** 7:30-8:30pm

For directions please log onto [www.apics-cjer.org](http://www.apics-cjer.org)

## Executive Message

Economic activity in the manufacturing sector grew in April for the 11th consecutive month, while the overall economy grew for the 30th consecutive month, say the nation's supply executives in the latest *Manufacturing ISM Report on Business*. So what does it all mean? Job creation? Many employees would settle for job stability. No one is really safe. New orders and increased productivity? However, you interpret these types of reports, one thing remains—we must continually improve our thinking patterns, our operations, and our product's quality in an effort to trim operational costs and reduce lead times. Get fat and get run over! Management looks to us for solutions, not excuses. APICS can assist you in your drive to succeed.

It's interesting to note that despite unchanged chapter membership figures, attendance at our monthly meetings continue to decrease over the last year, with less than 8% of our members attending. In our efforts to design a professional development schedule for next year that appeals to our membership, we are aggressively reaching out to the diverse and influential leaders of the central New Jersey business community. Our aim is to rejuvenate our PDM schedule to include a series of new speakers with topics that focus on business issues affecting our area. If you have any suggestions feel free to drop me a line.

As we continue to confront our daily challenges please remember the brave men and women in our armed forces that continue to confront their daily challenges. God Bless America and have a great summer. See you at the beach!

Nick Sheridan, President

## BOARD OF DIRECTORS

### President

Nicholas Sheridan, CPIM  
(212) 891-6830  
president@apics-cjer.org

### Director of Employment

Thomas Raimondi  
(732) 846-7500  
employment@apics-cjer.org

### Members-at-Large

Dana Delucia  
(732) 968-9456  
deluciad2@aol.com

### Exec. VP & Dir of Arrangements

Bruce Paszinski  
(212) 389-7412  
arrangements@apics-cjer.org

### President's Advisory Council

Debbie Majeski  
(732) 563-3126  
awards@apics-cjer.org

Randi C. Klein, CPIM, C.P.M.

(908) 587-4057  
rklein@alphawire.com

### Secretary

Robert Seifried  
(732) 398-8766  
secretary@apics-cjer.org

Michael J. O'Hara, CPIM, CIRM

(973) 774-6094  
mike.o'hara@symrise.com

Bernadette M. Lombardo, CPIM

(973) 254-5071  
Bernadette.lombardo.b@bayer.com

### VP of Education & Marketing

Irene Silos, CSTE  
(908) 781-2982  
vpeducation@apics-cjer.org

Art Shaffer, CPIM

(908) 789-3237  
abshaffer@yahoo.com

### VP of Membership

Vacant

### Director of Education

Richard Sheridan  
(732) 602-5873  
richard.sheridan@cingular.com

### VP of Programs

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### Director of Publicity

Pat Donatich, CPIM  
(732) 346-6825  
publicity@apics-cjer.org

### Treasurer

Gary Pezzuti  
(973) 875-3300  
treasurer@apics-cjer.org

### Newsletter Editor

Stuart Rosenberg  
(732) 698-2817  
editor@apics-cjer.org

## College Credit Recommendation Program

The American Council on Education (ACE) and the New York State Board of Regents recommend college credit is awarded for successful completion of exams in both the CPIM and CIRM programs. The CIRM and CPIM programs each contain five exams. College faculty review teams, chosen based on subject matter expertise, evaluated each exam to determine college-level equivalency. The college credit recommendations can be used to: obtain college credit for an accredited college, qualify for job advancement and salary increases, meet educational requirements for professional licensure, qualify for veterans' insurance benefits, and enter new areas of employment. Participating colleges and universities have agreed to consider credit recommendations for both the CPIM and CIRM because of the integrity of the ACE and New York State Board of Regents examination review process. To learn how you can earn college credits go to <http://www.apics.org/Certification/collegecredit.htm> and download the complete list of cooperating institutions near you.

### Plant Tours

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



### Improving Through Education

ART Shaffer, CPIM

Phone: 908-789-3237

Fax: 208-978-7735

ArtShaffer@ITEinfo.com

Scotch Plains, NJ 07076

APICS Education Classes  
Consulting -

- Management
- Project Management
- Software Management
- Supply Chain Management

## Innovation Equals Profits

While manufacturers cite launching new products and services as the top source of revenue growth, most manufacturers are failing to build or restructure their operations to successfully support product innovation. This according to the recent report "Mastering Innovation: Exploiting Ideas for Profitable Growth"

For the report Deloitte Research studied nearly 650 companies in North America and Europe and found that few have resolved this "innovation paradox"

The study found that of the new products that do come to market, 50 to 70 percent fail. However, executives expect new product revenue as a share of total sales to reach 34% in 2007, up from 21% in 1998. In addition, products representing more than 70% of manufacturers' sales today will be obsolete over the next six years.

There is a small group of innovators tackling these complexities. While nurturing four key elements-visibility, flexibility, collaboration, and technology-these innovators have achieved profit levels that were up 70% higher than other companies in the study. Manufacturers should make product innovation a formal, centralized, step-by-step process. In contrast, manufacturers unable to successfully launch new products demonstrate insufficient information on customer needs and supplier capabilities. In addition there is a reluctance to allocate monies for additional research and development, and a disjointed approach to innovation across product, customer, and supply chain operations. For more on this report go to [www.deloitte.com/globalbenchmarking](http://www.deloitte.com/globalbenchmarking).

## CPIM CERTIFICATION COURSE SCHEDULES– Fall 2004

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

<i>Period 1</i>	Day	Dates	Instructor	Comments
Detailed Scheduling & Planning	Tues	9/14-11/16	Randi Klein, CPIM, C.P.M.	
Strategic Management of Resources	Mon	9/13-11/15	TBD	
Basics of Supply Chain Management	Tues	9/14-11/16	Diane Beni, CPIM	
<i>Period 2</i>				
Master Planning of Resources	Thur	10/14-12/16	Joe Pranzo, CPIM	
Execution & Control of Operations	Thur	10/14-12/16	TBD	

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

<i>Period 1</i>	Day	Dates	Instructor	Comments
Course				
Master planning of Resources	Mon	09/13-11/01	Ralph Fariello, CFPIM, CIRM	
Execution & Control of Operations	Mon	09/13-10/24	J. Gary Howarth, CPIM, CPM	
<i>Period 2</i>				
Basics of Supply Chain Management	Mon	11/15-12/20	Ralph Fariello, CFPIM, CIRM	
Detailed Scheduling & Planning	Mon	11/08-12/20	J. Gary Howarth, CPIM, CPM	
Strategic Management of Resources	Thur	10/14-12/16	Joe Donatich	No class 11/25

\* This is a preliminary fall schedule . Please check the website for all future updates .

Permanent Placement

Executive Recruiting

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### Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

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For more information contact Ed Vogelsong at (973) 287-1320 or [evogelsong@archivesystems.com](mailto:evogelsong@archivesystems.com)

## Being an Effective Leader

### Part Four in a Series on Leadership by Arthur Shaffer, CPIM

Communication— You always expect to be kept informed and know what is going on. Remember, this is a 2-way street. It is just as important to keep others informed as it is for you to be kept informed. We all, the leaders and the followers, have the same issue—*There is a lot happening. How can I work effectively if I do not know what is going on!*

Communication is a key issue for success. A well informed leader and team members can perform best when they know what is going on. However, make sure you communicate effectively. When asking someone to do something, make sure you state what you need, whom you are asking, and when you want it completed. Have you ever been sent a document or email and not know why or if you need to take action? If the communication is for information only, then say so. Mark it as a copy stating FYI only.

There are many forms of communication. Project updates, status reports, and newsletters are one way forms of communicating to your team members, department, and management on what is happening and what to be prepared for. It takes the guess work out of the information channel and stops rumors by delivering a clear common message to all.

Letters, memos, and emails can be a one way or a two way method of communication. If it is just a stats update of information on what will happen, it remains a one way form of communication unless one or more recipients decide to reply with a comment or question. You can attempt to start a two way communication by asking if the recipients agrees with your communication, has any comments or questions. However, you are assuming that first, that they read it and second, they accept everything if you do not receive a reply. However, if you add the statements, please confirm receipt and /or advise if you agree or disagree, you are forcing a reply and a two way communication. Then, when you do not receive a reply, you can do a follow up communication.

Meetings are another form of communication. The most important communication element of a meeting are the ***Before, During, and After.***

- ***Before***— the meeting, prepare the attendees by letting them know what the meeting is about, where is it taking place, what is the timing, what is their commitment. This is done with an agenda. It should include the topics to be discussed, who is responsible for the topic, and the time limit for the topic.
- ***During***— the meeting make sure it is being documented. Assign the responsibility for documenting the meeting minutes. It is also helpful to document an action list with the action required, who is responsible, and when it needs to be completed.
- ***After***— Distribute the minutes and action item lists on a timely basis.

Remember, effective communications begin with you! Set the example, ask the questions, request the information, document and communicate the results!

***It is my turn to communicate—I would like your feed back***

***Is the information in the articles over the last few months helpful?***

***What do you think the characteristics of an effective leader is?***

***What other topics would you like to see in the newsletter?***

## Board of Director Officer Job Description

### President:

- Preside over all regular and special meetings of the chapter and all board of Directors meetings.
- Read and distribute all communications from national headquarters.
- Coordinate all functions of the Board of Directors.
- Maintain any open positions until position is filled

### Executive Vice-President:

- Shall accept the responsibilities of the office of President in the President's absence
- Shall arrange for an annual audit of chapter records
- Shall annually review Chapter By-Laws for compliance and any modifications.
- Maintain the awards book

### Treasurer:

- Shall collect and record all monies due the chapter and make required disbursements.
- Maintain a checking account at a convenient location
- Issue reports of financial transactions and financial condition of the chapter
- Prepare an annual budget for coming year with input from other board members.
- File Form 990EZ with the IRS and send copies to society, Region Secretary, and Chapter President.

### Secretary:

- Record all votes, prepare and distribute minutes of all Board meetings
- Responsible for maintenance of chapter documents and records.
- Handles official correspondence as directed by President.

### VP Programs/Seminars:

- Determine schedule for programs for monthly meetings
- Secure speakers to fill this schedule at least 6 months in

advance.

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- Confirm and make all arrangements required by the speaker
- Secure and present speaker Thank You gifts and letters
- Hold at least two seminars

### VP Membership:

- Receive and maintain all chapter information regarding membership
- Act as liaison between members and national concerning any questions members have.
- Promote membership programs to promote growth
- Surveys to determine why members drop out

### VP Education:

- Coordinate certification courses with college administrations
- Coordinate student chapters and serve as a resource for such chapters
- Coordinate chapter library at Middlesex County College
- Resource person for members requiring educational materials.

### VP Publicity:

- Distribute meeting and seminar notices to local newspapers and TV stations
- Find new ways to promote chapter

### Newsletter Editor:

- Gather all information from board members that needs to be published in newsletter
- Produce newsletter in a timely fashion
- Provide article of interest and keep members informed of update to classes, conferences, and any APICS information

(Continued on Page 7)

## EMPLOYMENT OPPORTUNITIES

- E0293: Production Planner** capacity, demand & production in a mfg job shop
- E0299: Engineering Manager...**product development in bags/filters, plant layouts, etc
- E0303: Manager of Supply Chain Planning...**lead a team of SCM & Materials Mgmt Personnel.
- E0304: Materials Manager...**inventory, purchasing, planning, logistics with fab & assem
- E0305: Materials Planning Supervisor...**4-6 years experience with Mil Spec, FAR, DAR, Proj Mgmt
- E0306: Project Manager...**5 years in cosmetics, contract packaging experience.
- E0309: Production & Quality Technician.....**5-10 yrs in quality assurance & process reliability.
- E0310: Electrical & Mechanical Technician...**5-10 yrs exp in electrical & mechanical maintenance.
- E0311: Process/Project Engineer...**5-10 yrs exp in filter process & product development.
- E0313: Configuration Management...**plan & implement a comprehensive configuration magmt process
- E0314: Demand Planner...**5+ yrs exp in consumer products.
- E0316: Service Center Manager...**supervise & manage the needs of all areas of operations.
- E0317: Inventory/Planner.....**9 mont temp position in Central NJ w/inventory/planning/purchasing
- If interested in the above opportunities contact Tom Raimondi, Director of Employment at employment@apics-cjer.org**

### Dir of Arrangements:

- Arrange all Professional Development Meetings and Board meetings
- Arrange any special meetings
- Follow up with hotel regarding PDM and Board meetings
- Provide arrangements for seminars

### Website Director:

- Post current and future meetings
- Update and post job openings as supplied by Employment Director
- Add new features to the website

### Director of Employment:

- Maintain a current resume board.
- Post job openings at PDM's
- Provide job openings to Newsletter Editor

### President's Advisory Council:

- Consist of last three Presidents
- Council will act in an advisory role and carry one vote.

### Member-at-Large

- Assist the board with various tasks .
- A Member-at Large group will carry one vote.

## Job Search Success

One of the keys to a successful job search is the ability to find the right opportunities. The APICS Career Center, which has been specifically designed to meet the needs of professionals in the production and inventory management industry, makes it easier to find jobs that match your skills. The Career Center features jobs from industry leaders such as Sherwin Williams, Goodrich, Tom's of Maine, and Pacific Cycle. Visitors can create a personal profile and store resumes and cover letters. Since the launch of the upgraded APICS Career Center, more than 150 jobs have been posted to the site and is expected to grow. If you haven't yet visited the site take a few moments and do so. There is a new log-in procedure, so be sure to read the instructions at [www.apics.org](http://www.apics.org) and take full advantage.

Get results quickly through the APICS Career Center. To visit, go to [www.apicscareercenter.org](http://www.apicscareercenter.org), or go through the resources section of [www.apics.org](http://www.apics.org)

## Upcoming Chapter Events

### June 2nd Professional Development Meeting

JIT vs. Lean, What's the Difference

Presented by Rick Frisby; CPIM, PMP

Wishing our membership a great summer and stay tuned for our PDM meeting schedule for 2004-2005 with new speakers and new and exciting topics of interest.

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*