

“Cost Effective Transportation Management”

Guest Speaker: David T. Jankowski, CFPIM, CSCP

Hosted by Central Jersey APICS Chapter

Radisson Hotel - Centennial Ave – Piscataway, NJ - 732-980-0400

Wednesday, February 4th, 2009

Registration begins @ 5:30 PM

\$35 for APICS members, \$40 for non-members

To register, please visit <http://www.apics-cjer.org>

Transportation is, by far, the most expensive cost factor within a supply chain's logistics network. Second is the inventory that flows through the global reaches of a system of warehouses, partner organizations, and various in-transit entities. To compete in the ever expanding global marketplace is to be able to deal effectively with change. A sound transportation management approach within the ground rules of global economics is essential. Through effective communications as defined through a well thought out transportation management systems, a supply chain will gain maximum benefits and market value.

In the past, manufacturing organizations looked at logistics as an activity that just “happened” once products were put in place to be moved through a supply network. As the demands of the global customer grew, along came a change in focus for a company to include transportation management in their strategic planning. Fragmented planning and execution of inbound and outbound traffic had to be replaced with a coordinated approach which would serve to provide opportunities to improve value in the eyes of the customer. By concentrating on internal core competencies and establishing key logistics alliances to provide dependable and flexible customer service, companies learned how to put one winning combination together to establish market leadership.

By focusing on the importance of lead time and cost management, we will show how to achieve flexibility to handle an ever changing, and shrinking, global flow of products and communications between suppliers and customers. Best practice examples will present how successful supply chains use technology and innovation to stay at the top of the logistics game.

David T. Jankowski, CFPIM, CSCP, is a supply chain management professional with proven leadership skills and a commitment to lifelong professional education. His experience emphasizes successful implementation of Enterprise Resource Planning (ERP) and enhanced commercial best practices in a variety of business organizations, with proven skills in technical systems analysis and design. Dave has hands-on materials, logistics, and production and inventory control management experience of over thirty years, as well as recent consulting experience. He is an accomplished public speaker and college-level educator in the APICS body of knowledge of master production scheduling and strategic planning.

Dave is a Certified Trainer for APICS, the Association for Operations Management, and has spoken to audiences on various topics at conferences and dinner meetings on local, regional, and, international levels. A past APICS Region 9 Vice President, Dave is also on the board of the APICS Schuylkill Valley Chapter as President and Instructor. For the past fifteen years, Dave has been involved in the leadership of Congress for Progress, the annual regional supply chain management education conference for APICS, and is currently Marketing Director for CP34. Dave is the principal owner of DT Jankowski & Associates of Reading, PA, which provides consulting and customized education. He lives with his wife, Kim, in Exeter Township, Reading, PA.

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The Central Jersey Chapter Announces
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Focus Clinics: Designed to give the attendee a wide choice of topics to choose from and a quick lesson on a specific topic of interest

Mini-Workshops: Expanded mini-workshops that cover an issue in greater depth. These give the attendee actual skills to take back to work on Monday to improve their job and company performance.

Keynote Presentations: Short pep talks from industry leaders to jump-start your learning potential.

Rules / Qualifications

4 Chances to WIN!!

Applications will be accepted at the Professional Development Meetings on January 7th and February 4th. Applicants must be in attendance to submit an application and may submit a separate application at each meeting.

2 winners will be drawn at the Board of Directors meeting on February 18th and announced at the Professional Development Meeting on March 4th.

Applicants must be current **APICS** member and agree to attend if declared a winner.

Winners must agree to write a 50 – 100 word synopsis of their experience that will be published in a subsequent newsletter.

Enterprise Memberships Now Available

As an **APICS** Enterprise Member, your organization has access to the most up-to-date industry best practices, networking, and industry visibility opportunities, plus the latest education, training, and resources to manage the bottom line, and maintain a competitive edge.

Enterprise membership enables organizations worldwide to provide APICS' business learning opportunities, membership benefits, and professional development tools to a broad spectrum of their employees in a structured, cost effective manner.

APICS' enterprise memberships are customized to fit the unique needs of each organization. To find out how enterprise membership can benefit your organization, contact APICS Customer Support at (800) 444-2742, (773) 867-1777 or service@apics.org.

APICS Membership...at your service... includes an ever widening arena of education, seminars, monthly publications, Professional Development Meetings, Regional / International Conferences and voluntary service positions. In addition to expanding your effectiveness each of these represent **career enhancement**.

Perhaps you've noticed the leaders in most firms continue with their professional development; education, certification, Board Membership, etc. Perhaps you have also noticed that careers are made by what we know, who we know and as a recent commercial states, "...*who knows you.*"

While everyone has an opinion on what is important to your career, you are the captain of your ship and therefore responsible for the final decisions. What I have learned in 36+ years of recruiting and placement, is to identify and separate those who have done and have goals from those with no plan, no foresight, no clue. My clients pay me well to provide candidates with credentials beyond those of the masses. **APICS** membership is an impressive attribute, but involvement beyond 'membership' is a second and more accurate criterion. It signifies a person in the lead, ahead of the crowd, pointing the way, learning the nuances, aware of the evolution of techniques and technology. This separates the top 10 percent from the wanna-be's. Any manager knows that warm bodies with a limited understanding of supply chain, operations, materials, or whatever the discipline, are plentiful-always were, always will be.

The people with CPIM, CSCP, CPM, etc., are generally more qualified for a special project, promotion, or leadership position. Those who have served in a volunteer position are more apt to be quality team players. Some call these employees "lucky", but the achievers refer to it as "career enhancement". Surely there are exceptions, but the sentiment is clear: Some talk about why they can't, haven't, or won't... others do! Who would you bet on??

Get involved; set a goal; make a commitment; **MAKE THE TIME**. As a member of **APICS** since 1981, I have heard far too many excuses for non-involvement. Ask yourself the question, "How marketable will I be when I decide I am ready for a promotion, more responsibility or \$\$\$? Will this affect the direction of my career path?"

Years ago a mentor explained: "Excuses make for open positions within this company." Perhaps not a *politically correct statement*, but still accurate - agree with it or not.

Continued Success,

Gary W. Razzuti,

Treasurer – Central Jersey APICS

Employment Opportunities-To request information about any of these opportunities. Please contact Tom Raimondi at TRaimondi111@aol.com.

E0645 Procurement Manager - (1 opening in NY & 1 in NJ) - planning the overall acquisition strategy; generating/implementing source selection plans, developing/coordinating RFI/RFP Statements of Work and Technical Specification requirements, negotiations and source selection of major suppliers.

E0646 Buyer/Planner - responsible for activities involved procuring goods & services such as raw materials, equipment, tools, parts & supplies.

E0644 Master Planner– Create a Master Production Schedule taking into account available capacity and production constraints. Manage exceptions where current plan cannot meet demand with available capacity or where ending inventory falls below desired safety stock.

E0643 Procurement Specialist-Handle the daily operations, planning, purchasing, and management of product flow from manufacturing through to finished goods.

Do you have Education and Training needs?

If so, Central Jersey APICS can help!!!!!!

We have access to the best and the most talented trainers and instructors in the North East. At you facility, APICS can offer the standard CPIM training classes and if necessary, we can customize the training and or classes to fit you specific requirements. If on the other hand you find your looking for Lean and or Continuous Improvement training, Central Jersey APICS can also meet your requirements.

For additional information please contact Robert Russo CPIM Robert_russo@MTF.org 732-661-3140

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Win free registration & lodging to Congress for Progress at the Sheraton in Philadelphia, PA.

3 EASY steps to win:

- 1. Attend PDM.**
- 2. Submit application.**
- 3. Attend the longest running regional conference in APICS and provide immediate solutions to your employer.**

It's that easy!

See page 2 for details

13 years.....



Central Jersey Chapter Mission Statement

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