

Central Jersey APICS Chapter on Wednesday, January 6<sup>th</sup>, 2010

## *Tame the Networking Tiger*

This workshop will give you the tools to:

- Present a consistent and professional image of yourself.
- Outline how to incorporate the use of technology/social media, such as Linked-in, TWITTER
- Understand the need to network and how it will help your career



The focus in today's business world is all about making connections, whether in person or online. Everyone is feeling the pressure of doing more with less and that includes time to network! This workshop will focus on the importance of getting in-person and online networking in sync so that you can network more effectively. We'll spend some time in a "round table" format to ensure that you understand how to network like a pro. Plan to attend if you are interested in enhancing your career and professional image. Be sure that you are doing all that you can, as efficiently as you can to stay on top of your "game".

### *Registration begins @ 5:30 PM*

**5:30 – 6:15 Registration & Networking**

**6:15 – 7:00 Presentation**

**7:00 – 7:45 Dinner & Round Tables**

**7:45 – 8:30 Discussion & Closing Remarks**

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

**\$35 for APICS members, \$40 for non-member –**

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



#### About our Speaker:

Linda Trignano owner of HR Performance Solutions helps individuals and business groups reach their potential. Linda has spent over 22 years facilitating and working with teams and individuals.

Business coaching includes developing leaders both professionally and personally utilizing DiSC® insight assessments to coach, train and enhance leadership development efforts. Linda also offers grief coaching within the workplace to individuals, teams and managers to effectively manage a period of loss and grief due to changes experienced personally or professionally. She helps clients identify their career goal and find their dream job. Utilizing her expertise and knowledge as a former corporate recruiter with AT&T, she understands what employers are looking for in a candidate. One area of specialty includes preparing clients to shine in the job interview.

Linda is a member of ASTD, Women in Communication, the Advisory boards of the American Red Cross of Bergen County Executive HR, and Parsippany Area Chamber of Commerce, and a member of the NJ Association of Women Business Owners (NJAWBO). She holds an MS in Management from Montclair State University, a BA in Communications from Ramapo College, Human Resources Certification from Rutgers University, Project Management Certification from Steven's Institute of Technology as well as a coaching degree from Coach University. Linda is a certified corporate recruiter and trainer.



# - President's Message

## January 2010

Are we finally recovering from one of the worst recessions in history? Let's look at some data. **APICS** reports new orders for manufactured durable goods increased \$1.6 billion or 1.0 percent to \$165.7 billion (September 2009). According to the **Manufacturing ISM Report On Business**®, (November 2009), America's manufacturing sector expanded for the fourth consecutive month. Sounds optimistic, right?

Today's supply chain leader needs a strategic vision in order to accomplish top-line and bottom-line improvements. Therefore, financial skills are extremely important in the new SCM world. Managers need to translate financial data into useable **information** for guiding your supply chain decisions. Can you extrapolate your company's current financial status, and then determine a feasible capital investment plan? Is your working capital aligned with the company's goals?

To survive and thrive, APICS practitioners must expand their knowledge base beyond the scope of production and inventory control. Understanding the financial position of your company and the language of business economics has become a mandatory requirement in this ever changing world.

Are you comfortable with your current level of SCM (including financial) knowledge? When was the last time you attended a Professional Development Meeting, took a plant tour or enrolled in a class? Are you prepared to lead your company and yourself into the next decade? You should reflect on these questions, especially as the calendar rolls into 2010...

To be successful, know your competition, know **your own company** and know your marketplace.

Good luck to us all!

Michael J. O'Hara, CPIM, CIRM

President, Central Jersey Chapter  
APICS

## Basics of Supply Chain Management Course

**Date:** Mondays Jan 11, 2010 – Mar 15, 2010 (10 weeks)

**Time:** 6:00 PM – 9:00 PM

**Location:** Radisson Hotel, Piscataway, NJ

**Instructor:** Arthur Shaffer

**Contact:** Arthur Shaffer, 908-789-3237, [ABShaffer@yahoo.com](mailto:ABShaffer@yahoo.com)

Robert Russo, 732-661-3140, [Robert\\_Russo@mtf.org](mailto:Robert_Russo@mtf.org)

**Cost:** Member \$495. includes workbook. Group discounts for 3+ are available

Non-Member \$550.

**Registration deadline:** December 28, 2009

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.

Candidates explore the basic concepts in managing the flow of materials in a supply chain. In the Basics, you get a complete overview of material flow, from internal and external suppliers to and from your organization.

Topics include:

- Introduction to Supply Chain Management
- Demand Management and Forecasting Techniques
- Priority and capacity planning at the Master Planning, MRP and PAC levels
- Aggregate and Item Inventory Management
- Purchasing and Physical Distribution
- Lean/JIT, Quality Systems and Theory of Constraints

## Detailed Scheduling and Planning Course

**Date:** Tuesday Jan 12, 2010 – Mar 09, 2010 (9 weeks)

**Time:** 6:00 PM – 9:00 PM

**Location:** Radisson Hotel, Piscataway, NJ

**Instructor:** Arthur Shaffer

**Contact:** Arthur Shaffer, 908-789-3237, [ABShaffer@yahoo.com](mailto:ABShaffer@yahoo.com)

Robert Russo, 732-661-3140, [Robert\\_Russo@mtf.org](mailto:Robert_Russo@mtf.org)

**Cost:** Member \$495. includes workbook. Group discounts for 3+ are available

Non-Member \$550.

**Registration deadline:** December 28, 2009

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.

Candidates 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:

- Recognizing Techniques and Practices of Inventory Management
- Mechanics of the Detailed Material Planning Process
- Planning Operations to Support the Priority Plan

## Strategic Management of Resources Course

Date: Thursday Jan 14, 2010 – Mar 11, 2010 (9 weeks)

Time: 6:00 PM – 9:00 PM

Location: Radisson Hotel, Piscataway, NJ

Instructor: Arthur Shaffer

Contact: Arthur Shaffer, 908-789-3237, [ABShaffer@yahoo.com](mailto:ABShaffer@yahoo.com)

Robert Russo, 732-661-3140, [Robert\\_Russo@mtf.org](mailto:Robert_Russo@mtf.org)

Cost: Member \$495. includes workbook. Group discounts for 3+ are available

Non-Member \$550.

### Registration deadline: December 28, 2009

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.

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:

- Competitive Market Issues
- Choices Affecting Facilities, Supply Chain, Information Technology, and Organizational Design
- Configuring and Integrating Internal Processes, Evaluating and Managing Projects.

## Employment Opportunities:

Contact Tom Raimondi @ [tomraimondi@berryplastics.com](mailto:tomraimondi@berryplastics.com)



**E0656 VP of Supply Chain** - Seasoned Supply Chain Professional to head up and oversee the creation, design and implementation of a corporate supply chain Strategy and function. Must be able to oversee the supply chain function at multiple distribution centers.

**E0657 Supply Chain Project Manager** - 6—24 month position, possibly permanent - Accountable for managing the success of the Forecasting/Supply Chain Optimization Initiative for the corporation. Meet with leadership team, Supply Chain Management and key individual players to assess the current environment.

<b>President</b>	Michael J. O'Hara, CPIM, CIRM	Symrise 180 Industrial Parkway Branchburg, NJ 08876 P: 908-429-6852 <a href="mailto:mike.o'hara@symrise.com">mike.o'hara@symrise.com</a>
<b>Executive Vice President &amp; Vice President of Membership</b>	Deborah Majeski, CPIM	Philips Lighting Co. 200 Franklin Square Drive Somerset, NJ 08875 P: 732-563-3126 <a href="mailto:deborah.majeski@philips.com">deborah.majeski@philips.com</a>
<b>Treasurer</b>	Gary Pezzuti	Summit Group Consultants, Inc. 16 Voight Lane Lafayette, NJ 07848 P: 973-875-3300 <a href="mailto:garyp@nac.net">garyp@nac.net</a>
<b>Secretary &amp; Director of Arrangements</b>	Bruce Paszinski	Coty US LLC Two Park Avenue, 17th Floor New York, NY 10016 P: 212-389-7412 <a href="mailto:bruce_paszinski@cotyinc.com">bruce_paszinski@cotyinc.com</a>
<b>Vice President of Education</b>	Robert Russo, CPIM	Musculoskeletal Transplant Foundation 125 May Street Edison, NJ 08817 P: 732-661-3140 <a href="mailto:robert_russo@mtf.org">robert_russo@mtf.org</a>
<b>Vice President of Programs</b>	Berni Kahle	P: 908-754-0919 <a href="mailto:bmkahle@verizon.net">bmkahle@verizon.net</a>
<b>Director of Education</b>	Arthur Shaffer, CPIM	P: 908-789-3237 <a href="mailto:abshaffer@yahoo.com">abshaffer@yahoo.com</a>
<b>Member at Large</b>	Vitor M. Silva	<a href="mailto:vitsilva@gmail.com">vitsilva@gmail.com</a>
<b>Director of Employment &amp; Newsletter Editor</b>	Thomas Raimondi	Captive Plastics, Inc. 251 Circle Drive North Piscataway, NJ 08854 P: 732-764-7164 <a href="mailto:tomraimondi@berryplastics.com">tomraimondi@berryplastics.com</a>

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## Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

Fax (973) 875-3248

E-mail: [garyp@nac.net](mailto:garyp@nac.net)

14 years.....



Welcome new members:

Peter Kennedy, CR Bard

Ricco Rios

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.*

PO Box 111

Milltown, NJ 08850