



Our Next Professional Development Meeting:

Date: March 1, 2006 Time: 6:00 PM

Place: Embassy Suites Hotel

Piscataway, NJ

Cost:

APICS Members	\$30
Non-member	\$35
Full-Time Student	\$20

Topic: Lessons learned on the Way to World Class

Presented by: Steve Shiffer, CPIM

What is “world class”? Strong global competition has made this a constantly changing target and has increased the need to make effective change in our companies. Many world class concepts, design and processes quickly become standard and new standards take their place. Global competition has increased the pace of change.

Many companies are doing things today that seemed impossible 10 years ago, yet some companies remain mired in the problems of the past. Strong companies are great at doing the basics then using new software and processes to lift the bonds of the old systems and changing their organizations to move to their results to a higher level.

There are many things that cutting-edge, world-class companies have in common. In this practical and anecdotal discussion, we will take a look at a few significant examples of how some of these lessons have been learned then take a look into the future.

Steve's career in supply chain management spans over 30 years with several major corporations including TRW, Cummins, Warner Bros and AB Volvo. During this time, he has seen industry move from big box computers with punch cards to current cutting edge end-to-end software that enables global companies to have real-time information 24/7.

He is currently Global Logistics Project Manager with AB Volvo Powertrain. Steve held the positions of Executive Director of Operations, Director of Customer Service, partner in a consulting firm and materials manager. Steve has lived and worked in Europe several times during the past ten years and has managed projects that spanned five continents. These experiences have helped him to develop a multi-cultural perspective of business.

Steve has a BS in Anthropology and Economics from SUNY Brockport and has done post-graduate work at Penn State University and D'Youville College.

Other speaking engagements have included speaking at international supply chain conferences in Detroit, Tampa and Denver. He has conducted supply chain seminars and workshops in North America and the United Kingdom. Throughout his career Steve has been a strong advocate of being great at the basics before leveraging technology to improve your business.

Education

CPIM Exam Review Courses

Middlesex County College

Detailed Scheduling and Planning	Tuesdays 6:00-9:30	February 21 to April 11
Strategic Management of Resources	Thursdays, 6:00-9:30	February 23 to April 14
Execution and Control of Operations	Mondays, 6:00-9:30	February 27 to April 17
Basics of Supply Chain Management	Tuesdays, 6:00-9:30	June 5 to July 24 (no class July 3)
Master Planning of Resources	Thursdays, 6:00-9:30	June 8 to July 20

Raritan Valley Community College

Basics of Inventory Management	Friday, 8:00-5:00	April 7 (1 session)
Physical Inventory	Friday, 8:00-5:00	April 14 (1 session)
Constraints Management Overview	Wednesday, 6:00-9:00	February 22 to March 8
Supply Chain Management	Wednesday, 6:00-9:00	March 15 to March 29

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CERTIFIED SUPPLY CHAIN PROFESSIONAL

The Certified Supply Chain Professional (CSCP) program is a new industry educational and certification program created to meet the rapidly changing needs of the supply chain management field.

From the manufacturing to the service industry, regardless of whether a company is serving business or consumer markets or is for profit or not-for-profit, the increasingly important role of supply chain management is affecting all organizations. Customers already expect good quality at low prices, and speed of delivery is becoming more important. As a result, effective supply chain management has become essential to successfully compete in today's global marketplace.

The CSCP program takes a broad view of the field, extending beyond internal operations to encompass all the steps throughout the supply chain—from the supplier, through the company, to the end consumer—and provides you with the knowledge to effectively manage the integration of these activities to maximize a company's value chain.

Benefits of the CSCP Program

After earning your CSCP designation, you will

- Learn to boost productivity, collaboration, and innovation
- Discover how to positively affect lead times, inventory, productivity, and bottom-line profitability
- Understand how to manage the integration and coordination of activities to achieve reduced costs and increase efficiencies and customer service
- Gain the knowledge to effectively and efficiently manage worldwide supply chain activities
- Achieve greater confidence and peer and industry recognition

Enjoy the potential for career advancement and increased earnings.

Who should pursue the CSCP education and designation?

The CSCP program is for professionals in operations and supply chain management. This designation is ideal for you if you are

- Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics.
- A professional who is consulting or teaching supply chain functions
- Working with enterprise resources planning (ERP) systems.

The CSCP program will help you advance your career while giving you the foundation to improve your company's competitive position and profitability.

CSCP Domains

The CSCP body of knowledge is made up of the following four domains

- Supply Chain Management Fundamentals
- Building Competitive Operations, Planning, and Logistics
- Managing Customer and Supplier Relationships
- Information Technology to Enable Supply Chain Management.

For \$1595, students get

- 32 hours of classroom instruction
- the CSCP Learning system which includes 4 modules with over 800 pages of content and progress check questions at the end of each section
- Interactive on-line component which includes
 - a practice test bank of more than 600 questions
 - a pre-test to determine your strengths and weaknesses
 - module specific tests
 - a timed post-test
 - an on-line progress report
 - e-flashcards
 - an on-line glossary

Employment Opportunities

E0421	Supply Chain Project Manager		\$85K+
E0427	Demand Planner		
E0428	Director of Replenishment	New Jersey	
E0429	Director/VP of Sourcing		
E0430	Planning Manager	North Jersey	\$65-70K + Bonus
E0431	Demand Analyst		
E0432	Director of Purchasing	Westchester County, NY	
E0433	Vice President of Distribution Logistics		
E0435	Demand Planner	Morris County	\$70-90K + Bonus
E0436	Production Planner	Middlesex County	to \$75K
E0437	Project Managers (2)	Morris County	\$90-\$120K + Bonus
E0438	Forecast Analyst	Parsippany	\$65-\$80K + Bonus
E0439	Production Planning Mgr	North Jersey	to 70K + Bonus
E0440	Materials Manager	North Jersey	to \$100K + Bonus
E0441	Demand & Supply Analyst	Bergen County	\$60-\$75K
E0442	Supply Chain Manager	Morris County	\$128K-\$140K+
E0443	Inventory/Materials Control	North Jersey	\$70K-\$90K
E0444	Sr. Level Purchasing Manager	Based in North Carolina	Low \$100s
E0445	VP of Materials & Planning		\$200K+
E0446	Planning Manager	New Jersey	
E0447	Pharma Mfg Supervisor - DPI	Elizabeth, NJ	
E0448	Supervisor Pharma Mfg (2)		
E0449	Supply Chain Manager	Central Jersey	
E0450	Director of Industrial Engineering		
E0451	Demand Manager		
E0452	Planning Manager		

Plant Tours

Is your company interested in hosting a plant tour?
Contact Deborah Majeski at
(732) 563-3126 to schedule your event.

Contact Thomas Raimondi for more information about these exciting career opportunities

Traimondi@wardproducts.com

Welcome New Members:

Hardeep Jangi

Sharon Stevens

Devarajan Sundaravaradan

Betty Peng

Maryann Eppel

Permanent Placement

Interim Professionals

Executive Recruiting

Contract Employee

Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

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Upcoming Chapter Events

Mar 1, 2006 Class	Lessons Learned on the Way to World Steve Shiffer
Apr 12, 2006	Tri-Chapter Meeting Doing Business in China-Panel Discussion
May 3, 2006	APICS/ISM Joint Meeting 7 Mistakes Supply Managers Make
May 4, 2006	Seminar-Supply Chain Metrics

12 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

Spotlight on a Member

Michael Colbert, CPIM

In the spring of 1990 I had a Psychology degree in my hand and not much of a clue as to what I should do with my life in my head. I had been attracted to the Industrial Psychology coursework and the statistical analysis that is such a huge part of the scientific method. The job market was brutal back then, especially for someone who lacked clear direction.

After nearly a year of doing odd jobs, I finally landed my first "real job"...in the mailroom of a large company. While there I received a heavy dose of TQM and eventually became an instructor. As a result, I was hired by a small contract packaging house to apply my new skills where I had my first taste of the daily chaos involved in receiving, warehousing, inventorying, planning, scheduling, packaging and shipping materials.

After wearing many hats for a couple of years it was time to move to a more structured environment. A little luck was involved but I was hired for a purchasing position with an equipment supplier to the semiconductor industry. It was here that I had my first real experience with MRP and working toward a master schedule. It was very valuable time spent but I felt like I needed to be closer to the action. When the opportunity arose I took a planning position with a manufacturer of generic OTC drugs. By this time I felt that I had acquired a pretty decent body of knowledge through the various disciplines I had performed, but nothing to really tie it all together.

At about that time a new Planning Manager was hired and he introduced us to **APICS**. Attendance at the Basics Course was mandatory for everyone in the Materials Group and I dove in head first. This was the education I had been looking for; it was at the same time familiar and new. A year and a half later I was CPIM Certified and shortly thereafter promoted to Master Scheduler.

When the company was sold, **APICS** was a primary factor in finding new employment. I am now handling the Planning and Scheduling at Intergel, part of the Inverness Medical Group. We manufacture liquid filled gelatin capsules for the pharmaceutical and nutritional markets. I am continuing to expand my **APICS** education and I hope to be CSCP Certified before the end of the year.

My free time is spent with my beautiful family; wife Heather and children Madeline, Shea, and Casey.