



Our Next Professional Development Meeting:

Date: May 3, 2006

Place: Radisson Hotel

Centennial Avenue

Piscataway, NJ 08854

**Co-sponsored by APICS Central Jersey Chapter and
NAPM-NJ**

PDM - "7 Mistakes Supply Chain Managers Make".

How can your department return annual savings of 300% to 500% of your operating budget?

- . Is the material function managed or does it just happen?
- . Do you manage from a position of research-based data?
- . Or, is your approach based on the folklore of supply chain management?
- . Does the department operate from a plan that sets:
 - . Goals, objectives, and priorities
 - . Cost saving and other targets?
- . Is there a training plan for everyone in the department and is it monitored?
- . Are world class supply chain techniques being utilized?

Dr. Killen's light touch turns the normally dry complex materials into simple terms and how to turn theory into practice.

PDM Time: Registration/Network 5:15pm - 6pm Dinner & Speaker 6:00pm

PDM Costs: Members \$30

Non-Members & Pay at Door - \$35

The featured speaker for this joint event is Dr. Ken Killen, C. P. M., North America's award winning purchasing and negotiations expert.

Dr. Killen is a Professor Emeritus of Purchasing and Management. For over thirty years, he headed up one of the largest college purchasing programs in the United States. Before he began his teaching career, he worked for two major corporations, where he gained experience in Purchasing, General Management and Sales. He has since been a consultant to business, government, and health care organizations, as well as corporate trainer.

Afternoon seminar - "Supply Chain Metrics: What To Measure and How To Measure It".

A common cry today is "If you can't measure it -- you can't manage it." This emphasis on measuring organizational effectiveness was started by W. Edward Deming in the early 1980s after proving its usefulness in Japan in the 1960s and 70s. Many organizations have neglected to apply these powerful techniques to purchasing and supply management. **Do not make that same mistake! Business is global and only world-class organizations will remain competitive!**

This workshop will: (1) explain the value of metrics; (2) introduce critical supply metrics; and, (3) help participants plan their own metrics purchasing and supply program.

Seminar time: 1 - 5PM

Seminar Costs: Members \$150 Non-Members \$175

Pre-Dinner Forum APICS new CSCP Certification

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

Description and the content of the certification, how one becomes certified, and the costs involved

Pre-Dinner Presentation time: 5:30 - 6:00pm

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

Upcoming educational opportunities through Central NJ APICS

Middlesex County College www.middlesexcc.edu
732-906-7740

CPIM Courses

Title	Day of Week	Time	Start Date	Finish Date
Basics of Supply Chain Management	Tuesday	6:00 –9:30 P	12-Sep-06	24-Sep-06
Master Planning of Resources	Thursday	6:00 –9:30 P	7-Sep-06	19-Oct-06
Detailed Scheduling and Planning	Tuesday	6:00 – 10:00 P	31 Oct 2006	19 Nov 2006
Execution and Control of Operations (No Class Thanksgiving Week)	Thursday	6:00 – 10:00 P	26 OCT 2006	14 DEC 2006
Strategic Management of Resources (No Class Thanksgiving Week)	Friday	6:00 –10:00 P	27 Oct 2006	15 DEC 2006

Lean Manufacturing Workshops

Title	Day of Week	Time	Start Date	Finish Date
Lean Manufacturing: An Introduction	Monday	6:00 –10:00 P	11-Sep-06	11-Sep-2006
Lean Mapping	Monday	6:00 –10:00 P	18 Sep 2006	18 Sep 2006
5S	Monday	6:00 –10:00 P	25-Sep-06	25-Sep-06
Process Improvement and Quality in Lean Manufacturing	Monday	6:00 –10:00 P	02-Oct-06	02-Oct-06
Lean Teams Scheduling	Monday	6:00 –10:00 P	09-Oct-06	09-Oct-06
Standard Work	Monday	6:00 –10:00 P	16-Oct-06	16-Oct-06
Lean Teams, Lean Design, and Accounting	Monday	6:00 –10:00 P	23-Oct-06	23-Oct-06

TOC Workshops

Constraints Management Overview	Monday	6:00 –10:00 P	30 Oct 2006	30 Oct 2006
Critical Chain Project Management	Monday	6:00 –10:00 P	06 Nov 2006	06 Nov 2006
Performance Measures	Monday	6:00 –10:00 P	13 Nov 2006	13 Nov 2006
Production Management	Monday	6:00 –10:00 P	27 Nov 2006	27 Nov 2006
Supply Chain Management	Monday	6:00 –10:00 P	04 Dec 2006	04 Dec 2006
Thinking Processes	Monday	6:00 –10:00 P	11 Dec 2006	11 Dec 2006

Employment Opportunities

E0421	Supply Chain Project Manager		\$85K+
E0427	Demand Planner		
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		
E0454	Demand Planners (2)	Morris County	70-\$80k + Bonus
E0455	Production Planner	Middlesex County	to \$70k
E0456	Project Manager	Morris County	\$100-\$120K + Bonus
E0457	Forecast Analyst	Parsippany	\$65k-\$80k + Bonus
E0458	Project Manager	North Jersey	to \$70k + Bonus
E0459	Supply Chain Manager	North Jersey	to \$140k + Bonus
E0460	Demand & Supply Analyst	Bergen Cty.	\$65k-\$75k

Contact Thomas Raimondi for more information about these exciting career opportunities

Traimondi@wardproducts.com

Plant Tours

Is your company interested in hosting a plant tour?

Contact Art Shaffer at

973-887-7600 x318 to schedule your event.

2005-2006

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Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

Fax (973) 875-3248

Welcome New Members

Gordon Garrettson

Michael Zimmerman