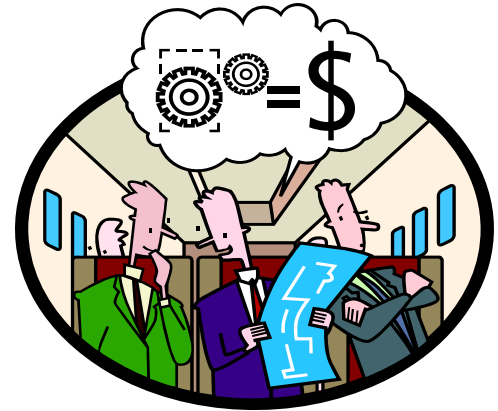


Wednesday, March 4th, 2009**“Sales & Operations Planning”***Guest Speaker: Rick Donahoue, CSCP, CPIM*

Hosted by Central Jersey APICS Chapter



Sales & Operations Planning: Although this process has been around for a number of years it is still widely misunderstood and misused. We will be looking at some of the key elements of S&OP as well as asking the question what Supply Chain Planning Is About, Ideals for Today and Tomorrow. This presentation will look at some of the foundational needs of S&OP and their applications. We will also look at some of the pit falls of S&OP and what it might take to avoid and/or overcome them. Finally what are some of the expected benefits from having a sound S&OP process.

Richard (Rick) Donahoue, CSCP, CPIM is president of Donahoue & Company LLC a management consulting and training company. His company develops customized training and consulting services and provides training in most of the APICS sponsored materials (CSCP, CPIM, Operations and Materials Management, Lean, and Inventory Management). Prior to starting his own company five years ago, he worked for YORK International, Graham Architectural Products, Honeywell, and a division of Tyco International. He held a variety of positions ranging from Operations Management, Materials Management, Marketing/Forecasting, and project team member for several ERP implementations.

Rick is currently the President of the Lancaster-York APICS chapter and is also the Director of Education for the Mid-Atlantic district of APICS and on the Board for Congress for Progress. Rick has had the opportunity to participate in several conference room pilots held at APICS HQ including the recent CSCP (Certified in Supply Chain Management) pilot and module 3 of CPIM (Certified in Production & Inventory Management) Detailed Scheduling and Planning. Rick currently is leading the re-write/up-date to one of the APICS CPIM programs, Detailed Planning and Scheduling. Rick is certified in Lean Six Sigma from Villanova University.

Radisson Hotel**21 Kingsbridge Road, Piscataway, NJ 08854****For directions / map call 732-980-0400***Registration begins @ 5:30 PM*

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

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

Congress for Progress 34

Sheraton Society Hill Hotel - Philadelphia, PA

April 15, 16, 17, 2009

It's not too late to sign up and participate in:

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.

Strategically, **Congress for Progress is focused on becoming the key resource to "Solve your companies key supply chain problems"**. The product that we provide to achieve this goal is a comfortable and professional atmosphere that allows us to showcase specific, targeted, workshops to give a customer team the needed skills to solve these key problems. The value that is provided by these workshops allows the attendees to take these solutions back to their organizations and immediately integrate them into their day-to-day operations.

32 years ago in 1976, the year of the bicentennial celebration of the birth of the United States, the first CP (Congress for Progress) was held in Philadelphia. Its purpose was then, and is now, to bring together some of the best instructors **APICS** has to offer to teach the latest methods to improve your bottom line. And that's where the "Progress" came from.

Congratulations to members Nick Sheridan and Mike Harmon who won

FREE registration and lodging at Congress for Progress.

Check back to see what they have to say about it in the May 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.

- **Membership Survey**

It is the time of the year again where we will shortly be sending out our membership survey to the members of the Central Jersey Chapter of APICS. This is a very important tool for the Board of Directors because the members get to voice their needs and concerns. This year we will try to use Survey Monkey or a different service so you don't have to mail or e-mail anything back to the Board of Directors. We encourage you to take the 3-5 minutes to fill out this survey. By doing so we will be able to see the topics you are most interested in hearing at future PDMs. If you or your company have educational needs, and who doesn't in this ultra-competitive workplace, there are some new courses that we can offer.

Perhaps there is another association that you would like us to partner a PDM with so we can offer a broader networking opportunity. The board is open to suggestions if you know of other organizations that would like to hold a joint business meeting with us. Would you like to see more plant tours? Would your company be interested in doing a plant tour and getting some free publicity? Perhaps you know of a plant tour that would be of interest to our members.

For all the survey's that get returned this year we will be doing a drawing. This year we will select one survey applicant and the winner will receive a \$25.00 gift certificate. So, not only does it benefit you by filling out the survey, but you can have a chance to win \$25.00 this year.

Once again, I strongly encourage you to take the few minutes it takes to complete this important membership survey. Filling out the survey will not only benefit you, but all of your fellow Central Jersey Chapter members. After all, the board is here to serve our members with what they want to hear and provide networking opportunities for all of our members.

Sincerely,

Debbie Majeski, CPIM

Exec Vice President and

VP of Membership

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

E0647 Sr. Production Planner-maintain customer service and inventory control both in finished goods as well as raw, packaging, & WIP components with a focus on delivering total customer satisfaction.

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 manufac-

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.

Permanent Placement
Interim Professionals
Executive Recruiting
Contract Employee

Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

Fax (973) 875-3248

E-mail: garyp@nac.net

13 years.....



Welcome new members:

Alison Gupko

Venkateswara Duggirala

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.