

Wednesday, November 3, 2004

Sponsored by the Central Jersey APICS Chapter

Developing a Strategic Plan for Yourself

Presented by Karen Alber, CFPIM

Have you ever wondered.....

How am I going to get everything done? Where am I headed? How can I excel both at work and in my personal life? How can I get ahead in my career without killing myself? If so, this is session you will not want to miss!. Karen Alber, CFPIM will utilize numerous examples and tools in a high energy discussion to help you think differently about your work and personal life. The session will be interactive and focused on you! You will begin to put a plan together. This will benefit both you and your company— the more productive and motivated you are, the more valuable you are to your company and the industry.

About our Speaker:

Karen Alber, CFPIM is Vice President, PepsiCo Change Readiness & Training. Prior to the merger with PepsiCo. Karen held positions of increasing responsibility with Quaker Oats in Plant Operations, Production Planning, and Supply Chain Implementation. Karen is a nationally recognized speaker at conferences, workshops and industry functions. She is an active member of APICS and recently portrayed on the cover of Consumer Goods Technology magazine in June 2002 as one of 'The 25 Most Influential Executives' . In the industry.

To register for the PDM call (212) 389-7412 or log onto our website at apics-cjer.org and "HIT THE TARGET". Professional Development Meetings are open to the public. Please reserve in advance.

Costs with reservations: \$30 (Member)
\$35 (Non Member)
\$20 (Students)

Without reservations: \$35

Unemployed Members \$15

MEMBER OF THE YEAR

Won't you join us in honoring one of our very own. Tonight we have the honor to present Michael O'Hara, as Member of The Year. Mike has been on the CJER board of directors for 6 years and was a 2 term President. Currently, he is VP of Membership and is on the President's Advisory Council. Mike is a certified CPIM & CIRM and is active at Region Meetings.

Location: Embassy Suites Hotel, Piscataway, NJ

Networking/Cocktails: 5:30–6:30pm

DEPTCOR presentation, Business Meeting: 6:30– 7:15pm

Dinner: 7:15–8:30pm

Keynote Presentation: 8:30–9:30pm

For directions please log onto www.apics-cjer.org

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Executive Message

Time is rapidly approaching for our Top Management Night. This year it is scheduled for November 3, 2004. The theme for this year is Developing a Strategic Plan for Yourself. Our keynote speaker, Karen L. Alber, CFPIM, is Vice President of PepsiCo Change Readiness and Training. In addition to speaking at Top Management Night she will also be giving a seminar on November 4, 2004 at 8am. This is an excellent opportunity to hear this excellent speaker. Two brochures have been sent out to all members. Registrations can be either done online, at www.apics-cjer.org or by mail or at the door.

There will also be a short presentation by Len Black. Len is the Director of the Bureau of State Use Industries/ DEPTCOR. Come hear how The Department of Corrections is using APICS strategies and techniques.

I understand that most of you received this information in the form of brochure but I felt it necessary to present it to you one last time. Your chapter schedules Top Management Night and the monthly Professional Development meeting to bring informative topics to you. Please take the time to consider attending Top Management Night. If you have any ideas your Board of Directors would like to hear them.

Robert Seifried, Secretary

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E-NEWS

APICS is proud to announce the relaunch of e-News, with new features including an easier to read and navigate HTML format and interactive table of contents. This is a free user-friendly newsletter that connects readers to articles and research.

E-News offers straightforward methods for staying-up-to-date with current industry topics, expert advice and real world case studies are provided. With a high level of business trends, e-News delivers the latest data and analysis specifically for industry professionals.

In addition, the articles enable readers to learn more about key issues by guiding them to online tips from practitioners, and analysts and links to additional resources and supplementary materials, such as books, research papers, reports, Web sites, and Webinars.

Don't miss out on the practical, effective and valuable solutions for your workplace found inside the newly designed APICS e-News. Register today at www.apics.org by entering your email address underneath the APICS e-News banner.

Plant Tours

Is your company interested in hosting a plant tour?
Contact Nick Sheridan at
(212) 891-6830 to schedule your event.



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SUGAR

An article by Chip Cummins in the *Wall Street Journal* titled "Data Cast Doubt on Oil Discoveries" sheds some interesting perspectives on remaining oil reserves. The article mentions that oil companies have been less successful in finding new reserves than previously reported. The article goes on to state that this does not mean the world is running out of petroleum, however, proven oil deposits outside of the Middle East have become harder to find. Many of the Middle East reserves remain unexplored. Besides having an affect on stock valuations of oil companies, the impact of fewer reserves outside of the Middle East means that there will be more pressure to use alternatives fuels for automobiles. Production of ethanol has attracted the interest of many process-oriented firms located in the Midwest. To date, the results are mixed. Most of the ethanol produced in the US uses corn as a raw material. As the farm economy recovers from the weak commodity prices of the last five years, and corn prices increase, it will be more difficult to produce ethanol in the US. Other materials can be used in the production of ethanol. Currently, there is a surplus of sugar in the worldwide market. Prices have dropped substantially during the last year. World production, Thailand and Brazil, will reach about 40 million liters, coming from cane rather than corn ethanol. Asia and S. America are seeking options to solve low commodity prices and oil shortage.

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CPIM CERTIFICATION COURSE SCHEDULES– Spring 2004

Middlesex County College, Edison NJ (732) 906-7740 Sharon Bryant www.middlesex.cc.nj.us

Period 1

Course	Day	Dates	Instructor	Comments
Detailed Scheduling & Planning	Tues	9/14-11/16	Randi Klein, CPIM CPM	no class 10/12
Strategic Mgt of Resources	Mon	9/13-11/15	TBD	no class 10/11
Basics of Supply Chain Mgt	Tues	9/14-11/16	Diane Beni, CPIM	

Period 2

Master Planning of Resources	Thur	10/14-12/16	Joe Pranzo, CPIM	no class 11/25
Execution & Control of Operations	Thur	10/14-12/16	TBD	no class 11/25

Raritan Valley Community College, North Branch NJ (908) 526-1200 Carol Clark www.raritanval.edu

Period 1

Course	Day	Dates	Instructor	Comments
Master Planning of Resources	Mon	9/13-11/01	Ralph Fariello, CFPIM, CIRM	
Execution & Control of Operations	Mon	9/13-10/25	J. Gary Howarth, CPIM, CPM	

Period 2

Detailed Scheduling & Planning	Mon	11/08-12/20	J. Gary Howarth, CPIM, CPM	
Basics of Supply Chain Management	Mon	11/15-12/20	Ralph Fariello, CFPIM, CIRM	
Strategic Mgt of Resources	Thur	10/14-12/16	Jim Donatich, CPIM, CIRM	no class 11/25

Research & Grant Guidelines

The primary purpose of the E&R Foundation is to foster education and development in the field of resource management. By building working relationships between industry practitioners and academicians, the foundation is able to promote applied research on significant real-world industry issues. This interaction and exchange of ideas and information lead to new models, applications and processes. To this end APICS awards grants to APICS members, practitioners, academicians and CPIM or CIRM candidates.

The grants are given to researchers developing innovative ideas for industry improvement including enhancing existing products and services. The foundation supports: research monographs, case studies, training materials, workshop development, journal articles, and educational games or software.

The foundation's research is not just for academicians. The foundation frequently partners with corporations for practical research. An organization can also find a researcher to partner with on a specific resource management topic. For more details please logon to www.apics.org/education/foundation/research.

THE CENTRAL JERSEY CHAPTER'S

Top Management Night & Seminar

Announcing Success Story: The NJ DEPTCOR

November 3, 2004

Come hear how the government agency that makes your license plates was transformed using APICS strategies and techniques. Len Black is Director of the Bureau of State Use Industries/DEPTCOR. As its head since 1985, Len has chartered the course of the program which employs 1500 inmates, 170 civilians and generates sales of \$20 million.

SEMINAR: Presented by Karen L. Alber, CFPIM

November 4, 2004; Program Schedule: 8:00-8:30am Continental Breakfast, 8:30-12pm Seminar.

Motivating in Times of Change

Change is a given and often non-negotiable—it is a fact of life. Leading and managing through change can differentiate us as individuals and as organizations. This seminar will provide the attendee with the skills, tools and abilities to lead change effectively. Karen Alber, CFPIM will utilize real world examples in a high energy session to help develop excellent skills in leading and motivating in times of change. Tools, models and exercises will be provided that will be able to put immediate use both at home and at work!!!!.

As a result of this session, the attendee will be able to: determine an overall step-by-step plan for managing through a change process, utilize select tools during various stages of the change process, and further understand the people aspects of the change process to become a more effective leader.

EMPLOYMENT OPPORTUNITIES

- E0320: Materials Manager**...Manage all material functions including purchasing, planning, inventory. Experience with oracle. Located in Lexington, KY Salary is 75k.
- E0329:Director, Supply Chain & Strategic Sourcing**....10 years in Pharma, OTC, Generics, H&BA, Food
- E0330::Customer Service/Contract Administration**....2+ yrs in mech'l assembly, fabrication, blueprints, or Mil specs.
- E0331: Supply Chain Analyst**....4 + years in Hi-Volume Consumer products company.
- E0332: Bulk Planner**....Cosmetic, Food or any related Hi-Volume Consumer product experience.
- E0334: :Project Manager**... Hi-Vol North Jersey Mfg needs a manager to direct internal team to identify & recommend improvements for ERP system upgrade..
- E0335:Manager of Materials & Logistics**...Mgmt of forecasting, planning, logistics, warehousing, purchasing functions
- E0336:Production Planner**...5+yrs in mech'l assembly, stamping, injection molding.
- E0337:Production Planner**...4+yrs cosmetic, food, pharma or bulk manufacturing process.
- E0338:Customer Service Planner**...Cosmetic, food or any related Hi-Volume Consumer product experience
- E0339: Mgr, Production Planning**....South Philadelphia area, maintain the MFG/PRO ERP system for "outsourced" commercial products.
- E0340: Project Leader**...Project Leader position in the retail manufacturing sector and located in Florham Park, NJ
- E0341: Senior Purchasing Agent**...Central Jersey cosmetic manufacturer needs a Change Agent with a global perspective to purchase packaging components and raw materials.
- E0342: Human Resource Generalist**... Major division of an int'l known manufacturer of fine chemicals is seeking a 'Go-To' person on site with responsibility for all aspects of a unionized plant.
- E0343:Project Manager**...\$95K+ for North NJ Fort 1000 tech corp., project mfg experience: aerospace/defense, medical equip etc. Prepare ops plan for 100% goal for on time delivery. Must know B&P, Procure, Supply Chain,
- E0344:Materials Planning & Inventory Control**...responsible for planning, forecast, production inventory for 5 mfg facilities.
- E0345:Global Logistics Manager**...manage global logistical projects cross all functional lines.
- E0346:Purchasing Agent**...develop partnerships with key suppliers to ensure deepest cost savings and design metrics to capture vendor performance and quality.
- E0347:Branch Manager**...situated at our Central NJ Regional Distribution Center facility.
- E0348:Inventory Control Coordinator**...It is a full time, exempt position. The salary range is \$43K to \$45K.
- For more details contact Director of Employment, Tom Raimondi at www.apics-cjer/employment.org

Uncertainty is about the only thing we can be sure of these days. With the job market in it present state one must use all the tools at our disposal. To this end it behooves us to check out the 'APICS Career Development Tools' page on www.apics.org.

The Career Development Tools section is useful for job seekers as well as those interested in maintaining a high level of employability. The career advice column contains numerous career development articles on topics such as interview skills, cover letters, and keeping employability levels high. It's updated monthly so check it regularly for timely career advise.

Visit the following links for additional career development information:

Resume Guidelines

Additional APICS Resources

Interviewing Tips

Links to Other Resources

INFORMATION SYSTEM DESIGN

By Philip E. Quigley, CFPIM, PMP

Designing a new, or modifying an existing, information system is a complex and frustrating task. There are plenty of anecdotes illustrating what the user wanted and how that changed each step of the way. If the information system is built incorrectly, considerable time, effort and money will have been spent without the desired results. Some simple steps and a few tricks can help design the information system needed. First, clearly state the business goal of the changes and the benefits to be gained. This enables you to get management support and funding to keep design effort under control. Next, put in writing the business requirements. Explain the specific data you need, performance goals and uptime requirements you need to complete your tasks. Allow the systems professional to figure out the best technical solution to your request. Lastly, work with the information systems representative to apply the business requirements to high level technical designs. Use Excel templates to detail what you want in terms of field, descriptions, and more. The final document should outline the details of the new screens and reports. So, one might ask what is so complicated? The problem is getting all the players together at meetings to reach a consensus on what is needed. You will need the key, senior, most experienced people to work on this task. These people are extremely busy making things happen day-to-day in the plant. Meeting to talk about new systems will probably be at the bottom of the plant personnel's priorities as they are more concerned with production problems. It takes careful planning and management support to avoid this scenario. You will need a well-thought out agenda for all meetings, and come prepared with a draft of what you think is a good idea. Having something to react to is better than starting with nothing. Setting up the time is the next step. Send out meeting invitations and the agenda. Planning meetings first thing in morning, and offering breakfast, is a good way to get people to attend. Another idea is a lunch meeting (it is amazing how dessert can keep people at a meeting). Working lunches allow participants to work in the morning, have a nice break, and then go back to work in the afternoon. The final alternative is to call a special Saturday meeting. No one can have the excuse of not attending because all are needed to solve problems. This will not be popular, but it sends a message as to the importance of the new systems. Also, this will establish the idea that Saturday meetings will continue until the project is completed. This should be enough incentive to get things done and minimize petty hold ups. Communicating your information system requirements isn't simple but it can be done with some planning. You and your team will benefit.

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EVENTS AROUND THE STATE

West Jersey APICS Chapter: Nov 18- ERP-You have spent the money now it is payback time by Ray Mei. Logon onto www.apics-westjersey.org for details.

PTMO APICS Chapter: Log onto www.apics-ptmo.org for details.

North Jersey Chapter:: Log onto www.apicsnonj.org for details.

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Upcoming Chapter Events

Dec 1 Professional Development Meeting

Joined meeting with the West Jersey Chapter

Topic:TBD

Jan 5 Professional Development Meeting

Log onto www.apics-cjer.org for details

SEE YOU THERE

Central Jersey Chapter
16 Central Avenue
East Brunswick, NJ 08816



10 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