

APICS INSIGHT

NOVEMBER 2003

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TURNING TALENT INTO PERFORMANCE

Top Management Night
 "Share the Experience"
 November 5, 2003

This funny, insightful program combines relationship building with no-fluff motivation and change to deliver real solutions in uncertain times. Garrison Wynn examines the challenges we face and shows how we can laugh at our problems, while using them as catalysts for success.

Garrison's original content and comedy collide, as this former corporate manager returns to the business world to deliver seriously

motivating business solutions with his animated, high energy style. Garrison helps people learn how to make the jump from being great at what they do to understanding and developing the qualities it takes to be the best. As a speaker, advisor, and entertainer, Garrison has worked with some of the world's highest paid corporate leaders from multibillion-dollar manufacturers to the top New York Stock Exchange firms.

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SPECIAL POINTS OF INTEREST:

- Top Management Night with Keynote speaker Garrison Wynn
- New. Platinum Passport Award logo.
- New chapter mission statement.

MISSION

News from the Board

The Board of Directors has created a new Chapter Mission Statement to better focus the direction of the chapter. Our new mission statement is:

To be the premier provider

of supply chain education (including: inventory, materials, production, and operational management) to Central Jersey's industries and individuals. This is one of several changes the board is engaging in to provide better service to our members and

potential members. We engaged in a phone campaign for a complete list of members' emails. This will allow better communication with you on upcoming Professional Development Meetings, Seminars,

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EXECUTIVE MESSAGE

Hello All,

Your Central Jersey Chapter Board of Directors has voted upon and approved a new mission statement for the Chapter. Our mission is to (continue to) be the premier provider of supply chain (including inventory, materials, production and operation management) education to Central New

Jersey's production and service industries and individuals. The continuing education of all members and those who are not yet members, is of the utmost importance to your Board of Directors. Many of you received a copy of the flier, we sent out about our annual Top Management Night. Please take another look

at it and consider attending either the dinner meeting and or the seminar.

We work hard to bring in outstanding speakers ,like Mr Wynn and Mr Mei. So circle the dates, November 5th and 6th, and come out for or an educational and friendly experience. You will gain a great deal more than you antici-

pated. Remember both Top Management Night and our Professional Development Meetings are open to all—member and non-members. So, if you are coming and are a member bring along someone who is not a member. They will thank you for doing it.

Robert Seifried
Secretary

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TOP MANAGEMENT NIGHT: CONTINUED FROM FRONT PAGE

PROGRAM SCHEDULE

| | | |
|--|---|---|
| <u>Top Management Night</u> | and Awards. | Location for Top Management Night and Seminar |
| 8:30 PM– Check-In & Networking, Cocktails/Cash Bar, Hors D'Oeuvres | 8:30 PM– Keynote/Garrison Wynn | Embassy Suites Hotel Piscataway, New Jersey |
| 8:15 PM– Business Meeting. APICS Ol/Ray Mei | <u>Seminar</u> | Take exit 9 off Route 287. Make left off exit and proceed to jughandle turn on right hand side labeled |
| 8:45 PM– Dinner | 8:00 AM– Check-In and Continental Breakfast | Centennial Ave. Take Centennial Ave a quarter of mile and turn at first traffic light into parking lot. |
| 9:00 PM– Door Prizes | 8:30 AM– Seminars | |
| | 12:00 Noon– Adjourn | |

Visibility in The Chain

By Robert B Handfield

In the summer of 2000, with its order book overflowing but its assembly lines sputtering from lack of parts, Cisco Systems decided to crank up its supply line. It committed to buying components months before they were needed and lent the manufacturers who built most of its Internet switching gear 460 million interest free to buy parts on Cisco's behalf. As it turned out, Cisco made a bad bet. On April 16, 2001, with both its sales and the value of its surplus components shrinking, Cisco said it would write off \$2.5 billion of its bloated inventory. In effect, Cisco's executives had ignored or misread crucial warning signs that their sales forecasts were too ambitious. They over estimated Cisco's backlog because of misleading information supplied by Cisco's internal order network and continued to expand aggressively even after business slowed at some Cisco divisions.

The Internet had facilitated collaboration between supply chain buyers and sellers to achieve better information visibility and better decision making. One of the Web's most promising functions is the ability to create information visibility between original equipment manufacturers (OEM's) or large service providers and their lower tier suppliers.

Some considerations for this type of implementations are: the size of the supply base and customer base, the criteria for implementation, the content of information shared, and technology used. Clarifying these issues will help insure that all participants have access to the information required to effectively control the flow of materials, manage levels of inventory, fulfill service level agreements, and meet quality standards as agreed upon in the relationship performance metrics.

To the article in its entirety please see The Wall Street Journal, p A1, April 18, 2001.

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Company Tours, and Educational offerings. We have been sending e-mail reminders on a monthly basis on our PDM's and our survey results show that is the preferred method for members.

Another new change is the addition of a Chapter Logo. Look for the logo on chapter related items (website, letterhead, newsletter, name badges, etc). Our new logo will allow us to better brand our chapter and to become more easily recognizable.

As a part of our focused efforts we are also looking for you, our members, to feel free to communicate with us. We welcome your thoughts and ideas to make membership in the Central Jersey chapter a rewarding and beneficial experience

CPIM Certification Course Schedule

Middlesex County College, Edison NJ (732) 906-7740

www.middlesex.cc.nj.us

| | <u>Start Day</u> | <u># of Sessions</u> | <u>Time</u> | <u>Start Date</u> | <u>End Date</u> | <u>Instructor</u> | <u>Comments</u> |
|-----------------------------------|------------------|----------------------|-------------|-------------------|-----------------|------------------------|---------------------------|
| Detailed Scheduling & Planning | Mon | 9 | 6:00-9:0 | 1/12/04 | 3/22/04 | Randi Klein, CPIM, CPM | No Class 1/19 and 2/16 |
| Strategic Mgmt. of Resources | Mon | 9 | 6:00-9:00 | 1/12/04 | 3/22/04 | Joe Pranzo, CPIM | |
| Basics of Supply Chain | Tues | 9 | 6:00-9:00 | 1/13/04 | 3/9/04 | Diane Beni, CPIM | |
| Master Planning of Resources | Mon | 9 | 6:00-9:00 | 3/29/04 | 5/24/04 | Joe Pranzo, CPIM | |
| Execution & Control of Operations | Thur | 9 | 6:00-9:00 | 4/01/04 | 5/27/04 | Caryl Miller, CPIM | |

Raritan Valley Community College, North Branch, NJ (908) 526-1200

www.raritanval.ed

| | <u>Start Day</u> | <u># of Sessions</u> | <u>Time</u> | <u>Start Date</u> | <u>End Date</u> | <u>Instructor</u> |
|-----------------------------------|------------------|----------------------|-------------|-------------------|-----------------|----------------------------|
| Master Planning of Resources | Mon | 9 | 6:00-9:00 | 10/27/03 | 12/15/03 | Ralph Fariello, CPIM, CIRM |
| Execution & Control of Operations | Mon | 9 | 6:00-10:00 | 11/3/03 | 12/15/03 | Gary Howarth, CPIM, CPM |

Instance Consolidation: Platform for Growth, Standardization and Improved Corporate Governance

APICS Webinar

The quest to improve business performance through standardization, process controls, and performance management has taken on new urgency with the Sarbanes-Oxley Act of 2002. The compliance demands of Sarbanes-Oxley are compelling companies to define and monitor business processes more effectively and ensure that systems provide efficient access to accurate financial data.

By embracing a business model that treats the entire company as a single entity, information and materials can flow seamlessly to and from distribution facilities, corporate offices, and supply chain partners. This paper discusses how ERP instance consolidation is helping industrial manufacturing companies develop a platform for growth, standardization, and improved corporate governance.

To download a free copy of Instance Consolidation: Platform for growth, Standardization, and Improved Corporate Governance, please visit:

www.apics.org.edu

Topic: Sarbanes-Oxley & Supply Chain Management

Date: Nov 12, 2003

Regulations are changing, that means that organizations must implement appropriate internal controls throughout the supply chain operation to insure reliable financial reporting.

Smart leveraging of compliance activities related to the Sarbanes-Oxley Act can improve performance. The challenge is to create value through process design and implementation.

To register for this timely webinar please visit:

www.apics.webex.com and select Enroll



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E0276 V.P. Material & Supply Chain– Team Builder with 10 years in ethical and generic pharmaceuticals.

E0277 V.P. of Operations–10 years of manufacturing experience. Materials and Material Engineering Management in a hi-volume environment.

E0278 Forecasting Analyst– 8 month temporary position. Consumer products and SAP/Manugistics experience.

E0279 Director of Operations and Planning– Requires 10-15 years experience. S&OP in consumer products with MBA/CPIM.

E0280 Plant Operations Manager– Chemical processor with materials, quality, distribution, and manufacturing experience.

E0281 Production Planner– Coordinate capacity, demand, and production in a manufacturing job shop.

E0282 Demand Planning Analyst–Demand and planning with a major consumer products company.

E0283 Inventory Production Manager–Responsible for the successful management of all aspects of manufacturing.

E0284 Production Planner–Master production schedule and forecaster with supplier contacts.

E0285 Production Planning/Control Manager–Capacity planning. Shop order release with scheduling and forecasting.

E0286 Production Scheduler- Schedule 12 packaging lines. Should have 3-5 years pf production planning and scheduling experience.

If you are interested in any of the above opportunities please go to chapter website at 'Employment@apics-cjer.org to obtain the details.

Neighbor News

West Jersey:

November
Quality begins with people
Contact: www.apics-westjersey.org

North Jersey:

November
TBA
Contact: www.apicsnonj.org

NAPM:

November
Supply Management Conference
Contact: www.napmnj.org

What's Happening

December 4, 2003

Joint meeting with West Jersey

January 7, 2004

TBA

February 4, 2004

TBA

Central Jersey Chapter
16 Central Avenue
East Brunswick, NJ 08816

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