

Wednesday, October 6, 2004

Sponsored by the Central Jersey APICS Chapter

Achieving and Maintaining Complete Data Integrity in the Total Supply Chain

Presented by Donald N. Frank, CFPIM, CIRM

We have heard a great deal about data accuracy. The APICS standards of 95% inventory (on-hand balance record), 98% Bill of Material, and 95% Master Schedule accuracy only scratch the surface of real data integrity. One can have 99.5% inventory on-hand balance accuracy and still not be able to honor customer delivery requirements.

We will drill down below the surface accuracy measurements and help define the information quality needed to assure true data integrity as a prerequisite of world class enterprise performance in the total supply chain.

What you will learn: differentiating data integrity from data accuracy, achieving core data integrity in inventory, BOM, Routing and Master Schedule records, maintaining planning and execution schedule integrity, addressing supply chain implications of data integrity, and coping with data integrity requirements in the lean enterprise.

About our Speaker:

Mr. Frank is the president of D. N. Frank Associates. He holds a BSEE 1959 from NCE (NJIT) and is certified CFPIM and CIRM. After 25 years in industry, holding line and leadership positions in Product Development and Manufacturing, he switched careers into Marketing/Sales Support and Product Management for several major software suppliers; then moved into independent consulting. His current practice includes companies moving toward Enterprise Resource Planning, Concurrent Engineering and Lean Enterprise.

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

The Big Night is comingDon't be left **OUT**

TOP MANAGEMENT NIGHT

Come out and hear Karen Alber

REGISTER, REGISTER, REGISTER

See page 5 for details

Location: Embassy Suites Hotel, Piscataway, NJ

Registration: 5:15-6:00pm

Dinner: 6:00-7:00pm

Meeting: 7:00-7:20pm

Guest Speaker: 7:30-8:30pm

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

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Executive Message

The new 2004-2005 year started off with the "Beer Game", which is a simple yet realistic simulator of the supply chain. The evening was a success and thoroughly enjoyed by all who attended.

Attendance for the September PDM was good, however it can be improved. Everyone realizes that time is valuable and that we all have busy schedules. This is why we are reminding all to attend the monthly PDM meetings held by your Central Jersey Chapter. If you will dedicate a little time (three hours, one night every month) to see what the Central Jersey Chapter has to offer, you will be very impressed. You will have a great dinner and experience a great presentation (like the "beer Game"). Also you will have the opportunity to spend valuable time interacting with your peers and gaining insight and knowledge, which is necessary in today's workplace.

Therefore, on behalf of the Central Jersey Board of Directors, I am asking our members (non-members are also invited) to come join us. I know you will thoroughly enjoy the evening and I truly hope to see you at the upcoming PDM meetings.

Bruce Paszinski, Executive VP & Director of Arrangements

Also, remember to visit our web site at www.apics-cjer.org for the latest updated information on CJ Chapter

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OUTSOURCING

Advanced Planning and Scheduling Scorecard

Welcome to the 2004 APS Software Scorecard. APS is used to model and optimize the receipt and allocation of production resources. These resources include machine and production facility capacity and production labor, as well as production materials.

Scorecard listings were selected based on a full review of the business software marketplace, and the listings fall into one of the following three groups:

1- APS software with finite capacity scheduling functions which augment exiting enterprise resource planning systems

2-SCM software with known strong APS finite capacity scheduling functions.

3-ERP vendors with known APS finite capacity scheduling functions.

For a comprehensive explanation in selection of software log onto either: www.apics.org or www.softselect.com

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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The Case for APICS involvement with Auto-ID Technology

For the most part, APICS missed the big revolution that resulted from the adoption of bar codes during the 1980's. Part of the reason traces to a historical lack of involvement from the food industry in society matters. With the formation of Process Industries Specific Industry Group during the 1980's, and involvement of several software companies, APICS began to address this oversight. Before efforts reached operating potential, other groups such as the Grocery Manufacturers Association and the Uniform Code Council formed to initiate bar codes in practice. Thus, APICS lost a great deal of influence concerning the emergence of bar codes.

Now we have a new development, the Electric Product Code (EPC), which holds every bit as much potential as bar code did. With EPC products can be uniquely identified.

In recognition of the EPC, Wal-Mart, the Department of Defense and the Food and Drug Administration have all announced plans to utilize this new technology for internal operations and with external vendors.

APICS is in a critical position to take advantage of these developments by providing research and educational programs that will benefit practitioners.

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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

APICS: Donald W. Fogarty International Student Paper Competition.

This competition actively encourages the professional development of students interested in the field of resource management. Full time or part time students submit original, relevant, and timely papers on topics related to the field of resource management. Participants must submit papers to their local APICS chapter. Paper may be written on any resource management topic, including: **Inventory management, Just-in-Time, Logistics, Manufacturing Processes, Master Planning, Material and Capacity Requirements, Systems and Technologies, and Supply Chain Management**. Winners receive cash awards and are featured on the APICS web site and in APICS-The Performance Advantage, a magazine with more than 60,000 resource management readers. Cash awards are presented at two levels (Region and Society) for the best research papers.

	Regional Level	Society Level
1st Place	\$250	\$1,000
2nd Place	\$150	\$500

THE CENTRAL JERSEY CHAPTER'S

Top Management Night

Developing a Strategic Plan for Yourself

November 3, 2004 5:30 PM

SEMINAR

November 4, 2004 8 a.m.

Motivating in Times of Change

Keynote presentations by Karen Alber, CFPIM; Vice President, Pepsico Change and Readiness Training

Embassy Suites Hotel, Centennial Ave, Piscataway, NJ

For more information, visit www.apics-cjer.org

Advance Registration & Purchase:	Top Management Night	\$60.00
	Seminar	\$150.00
	Both Events	\$189.00
At the Door:	Top Management Night (Only)	\$75.00

EMPLOYMENT OPPORTUNITIES

E0313: Configuration Management...plan & implement a comprehensive configuration magmt process

E0319: Materials Manager...Must have experience in Lean Manufacturing. Manage all material related functions. Experience with Kanban, pull systems. MBA or CPIM is a plus. Located in Jackson, MS Salary is 85k.

E0320: Materials Manager...Manage all material functions including purchasing, planning, inventory. Experience with oracle. Located in Lexington, KY Salary is 75k.

E0322: Purchasing Manager...8+ years of Packaging and API in pharmaceuticals.

E0326:Senior Buyer..Global sourcing, supplier selection, vendor mgt, inventory mgmt. BS +2 yrs sourcing experience. Located in Milwaukee, WI

E0329:Director, Supply Chain & Strategic Sourcing....10 years in Pharma, OTC, Generics, H7BA, 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.

E0333: Materials Manager...Oversee Purchasing, Production Planning, Scheduling, Receiving & Planning.

E0334: :Project Manager...6-12 month temp possibly perm. Hi-Vol North Jersey Mfg needs person to direct internal team to recommend improvements for system upgrade. 10 yrs mfg/mat/ops exp.

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

E0340: Project Leader...Project Leader position in the retail manufacturing sector.

E0341: Senior Purchasing Agent...Central Jersey cosmetic manufacturer needs a Change Agent.

If interested in the above opportunities contact Tom Raimondi, Director of Employment at employment@apics-cjer.org

Start Asking the Right Questions

Often the greatest interview anxiety focuses on trying to anticipate all the correct answers to interview questions. Equally important, are the questions YOU ask the interviewer. If job interviews are getting you no closer to an offer, perhaps you are not asking the right questions. There are three types of questions to help jobseekers gain an advantage in interviews: **questions to uncover hiring motives, questions to illustrate a candidate's interest and intelligence, and questions to uncover interviewer's unspoken concerns.** Once you've asked any or all of the above questions, **listen very carefully.** The first thing the interviewer says reveals their truest feelings. Use this information to answer their questions. After all, what is an interview but a sales presentation. You can not sell until you know what the buyer wants.

Remember, pre-interview research is the key to forming insightful questions. Never try to "wing your way" through an interview without finding out facts ahead of time. If you've done your pre-interview homework using these three types of questions it will help you reach your career objective.

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Growing Concerns: An Unseen Peril Of Outsourcing

An off shore alliance seemed to answer a struggling outfit's prayers. Instead, the US parent has been wound up and its intellectual jewels are in India. This is a story about two companies, AM Communications and India based NeST Group, a story that shows some idea of an unexpected direction outsourcing could be taking. Late in the summer of 1998, a mutual contact hooked up Javad Hassan with Alvin Hoffman, largest shareholder in AM communications. AM Communications, started in the mid 1970's, developed and owned software used by cable-TV operators to monitor their systems. By the mid 1990's the company was broke. In 1998 Mr. Hassan negotiated a deal to become CEO and assumed voting rights of Mr. Hoffman. To bring costs down Mr. Hassan immediately outsourced programming to India. In addition, AM entered into a consulting agreement with NeST Group, an affiliate of Mr. Hassan. Mr. Hassan would direct work to a company he had a stake in and from which AM was to get preferential rates. In the course of two years NeST Group had moved 50 to 60 engineering jobs and all manufacturing to India. For a while it seemed to be working as AM's revenues increased and NeST's billings to AM increased. Beginning in 2000, NeST began receiving cash for its outsourcing services-for development and manufacturing services. Regardless of AM's rising fortunes they lost a major customer in 2003 and with serious cash flow problems, "the bottom fell out" of the business. Losses went to \$2 million and banks extended loans above the credit line. It was to no avail. By June Hassan resigned as CEO and AM sought Chapter 11 bankruptcy to protect against creditors. AM's assets were sold to repay the bankers, AM divested themselves of the two services companies previously purchased, and the products area-the core of the business-was put up for sale. A new potential backer was found but he too soon changed his mind. What precipitated this change? Not only was the manufacturing and development based in India, but so was the software and engineering savvy. All the knowledge about how to do things had moved to India. The investor's withdrawal was done because he saw that outsourcing had essentially stripped the most important asset of them all-the company's knowledge. The investor's withdrawal scuttled any hopes that the former employees had of all proposed deals to acquire AM's product business. The lesson of this story: We need to understand that, as we send jobs to foreign businesses, we also send critical knowledge about processes, procedures, and development. When business conditions change, a company can not just go to the other side of the world and reclaim those things. The new owners are not likely to give them up.

By David Gumpert, BUSINESS WEEK

EVENTS AROUND THE STATE

West Jersey APICS Chapter: Oct 21- Value Stream Mapping by Donald Frank. Log on to www.apics-westjersey.org for details.

PTMO APICS Chapter: Oct 20 – Joint Meeting with WERC. Log on to www.apics-ptmo.org for details.

North Jersey Chapter: Oct 21 – Joint Meeting with West Jersey. Log on to www.apicsnonj.org for details.

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Upcoming Chapter Events

Nov 3 Professional Development Meeting
 Top Management Night with Karen Alber
 "Developing a Strategic Plan for Yourself"

Dec 1 Professional Development Meeting
 Joined meeting with the West Jersey
 Chapter
 Topic:TBD

SEE YOU THERE

Central Jersey Chapter
 16 Central Avenue
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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