

# APICS INSIGHT

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SEPTEMBER 2006



## *Executive Panel on S&OP Best Practices*

*Co-Sponsored by*

*APICS Central and West Jersey Chapters*

*Hanover Manor, East Hanover - September 21, 2006*

*For directions: [www.thehanovermanor.com](http://www.thehanovermanor.com)*

### *How Effective is Your Sales & Operations Planning Process?*

#### *Executive Panel on S&OP Best Practices*

*Competitive pressures, shrinking profit margins, and product proliferation are driving executives to reevaluate their S&OP (sales and operations planning) strategies and tactics. Better performing companies are implementing S&OP processes that are proactive and collaborative, enabling 'right timed' planning decisions based on what's best for customers, manufacturing, and stakeholders.*

*This panel of executives holds key positions with F500 market leading consumer oriented manufacturers. During this session, they will share best practices relative to forecasting, demand planning, balancing supply and demand across the supply chain, and ultimately developing sales and distribution strategies. This event and panel provides a unique opportunity to learn from industry leaders representing successful global organizations.*

#### *Executive Panel:*

*Ken Blankenhorn, Director Supply Chain, Bayer*

*Sea Hanson, Director of Demand Planning, Campbell Soup Company*

*John Meyerhoff, Director, Novartis Consumer Health*

*Joe Shedlawski, Director Commercial Operations, Wyeth Consumer*

*Moderator: Jane Biddle, CPIM*

*Date: September 21, 2006*

*Place: Hanover Manor, East Hanover, New Jersey*

**5:30—6:15**

**Networking**

**6:15—6:30**

**Welcome**

**6:30—7:30**

**Executive Panel**

**7:30—9:00**

**Dinner**

**Program Cost: \$40 preregister, \$45 at the door  
non-member \$45 pre-register \$50 at the door**

## 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](http://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

### E0477 Sr. Contracting Agent

Lead and/or manage staff that leads multiple cross-functional procurement teams chartered to maximize the value of purchased goods and services as required by the Corporation in accordance with customer specifications, while mitigating risk.

### E0478 Materials Manager

Responsibilities encompass all of the functions of forecasting, inventory planning, purchasing, and scheduling.

### E0479 Production Planner

Strong logistics background...will be planning production schedules to coordinate with sales and marketing.

### E0480 Director of Procurement

Lead the global supply management organization supporting Final Manufacturing Operations & business/corporate services areas.

### E0481 Demand Planner

4+ years experience in a pharmaceutical company

### E0482 Demand Analyst

5+ years Supply Chain experience with proven statistical/analytical skills.

### E0483 Demand Planner

5+ years experience in a consumer products company.

### E0484 Materials Planner

2+ years experience in an industrial products company

### E0485 Production Planner

2+ yrs H&BA, medical, food, pharma, or consumer products manufacturing experience.

### E0486 Customer Service Planner

4 years experience in pharmaceuticals or OTC product.

### E0487 Project Managers (2)

4 years experience in pharmaceuticals or OTC product.

### E0488 Demand & Supply Analyst

4+ years experience in a pharma, OTC, or consumer products company

### E0489 Inventory Analyst

5+ years experience in chemical / process industry

### E0490 Industrial Engineer

Provide engineering support and solutions to logistics functions for the manufacturing plants, plant warehouses, and third party distribution centers.

Our Dear Friend and Esteemed Colleague, Don Frank has recently lost his eyesight... and now adjusting quite well to this new 'world'. May we all wish him well and acknowledge his commitment to **Life** as it unfolds.

**Don's contributions have greatly helped to enhance the APICS Society including:**

- Was a speaker at numerous **APICS** International Conferences
- Has contributed to the **APICS** body of knowledge with numerous articles published in the **APICS** magazine
- Was a leading **CPIM** and **CIRM** instructor for many years
- Was a leading **APICS** Society instructor on topics ranging from engineering change control to Materials Management Accounting System (MMAS)
- Was a leading speaker and member of the old Aerospace and Defense **SIG**
- Currently a facilitator and frequent contributor for a number of the Communities of Practices
- Was and still is a frequent contributor on the **CPIM, CIRM**, and Instructor listserv. His comments are to the point, humorous and contain a strong voice of reason
- Was and still is a frequent speaker at numerous Regional conferences
- Was and still is a frequent speaker at numerous Chapter PDM's, Region meetings and Chapter seminars
- Was a partner with George Plossl for many years (Plossl and Frank)
- Wrote and published monthly, "**Frank Talk**" for Chapter newsletters

Don has been active in **APICS** for 30+ years and was recently recognized by **APICS** Society as an Honorary Life Member, a rare and prestigious award. For 30+ years Don Frank has been an inspiration to all who knew him and truly a contributor to ALL **APICS** members.

Let us each in our own way, bless Don & Edie as they move through this challenge.

Thank You Don... for being Don...

***DON FRANK TO BE HONORED AS HONORARY LIFETIME MEMBER OF APICS***

***Don Frank has been designated honorary lifetime membership by APICS. The presentation of this distinguished honor will take place at the International APICS Conference in October. We at Central and West Jersey Chapters would like to take a few moments to pay tribute to an outstanding supporter and long time friend of APICS.***

***Join us at the September Professional Development Meeting at the Hanover Manor on September 21 and say hello to Don and congratulate him on this honor.***

Congratulations to members Randi Klein and Peter Tripod on successful completion of the new Certified Supply Chain Professional (CSCP) exam and coursework. They were among the first to pass this comprehensive course. Interested in increasing your value to your employer?

**See page 2 for details on this noteworthy program.**

**Plant Tours**

Is your company interested in hosting a plant tour?  
Contact Gregg Forbes at  
(973) 887-7600 to schedule your event.

## Board of Directors

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ABShaffer@yahoo.com

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Bernadette.lombardo.b@bayer.com

### President's Advisory Council

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Deborah.majeski@philips.com

If you are interested in assisting your chapter by serving on the Board of Directors, please contact Art Shaffer [www.abshaffer@yahoo.com](http://www.abshaffer@yahoo.com)

## Welcome New Members

Raymond E. Litt                      Alexandra Vinokur

Robert J. Weiss                      Helene Nelson

Colleen Nowak                      Marc A. Castanien

William G. Fitzsimmons

If you are the only APICS contact person for your company, please circulate this invitation to other people and departments so that they may take advantage of this opportunity.

Don't forget to sign up for the 2006 APICS International Conference & Exposition in Orlando, Florida.

13 years.....

**Attention APICS Members!!!**

**If you have lost or know you will be losing your job in the near future, e-mail us a short biography with your contact information (limit 100 words) that APICS can use to help market your skills through the newsletter. Please include your APICS membership number and chapter.**



**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*

Permanent Placement  
 Interim Professionals  
 Executive Recruiting  
 Contract Employee

**Summit Group Consultants, Inc.**

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

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**EVENTS AROUND THE STATE**

**West Jersey APICS Chapter:** Logon on to [www.apics-west-jersey.org](http://www.apics-west-jersey.org) for details.

**PTMO APICS Chapter:** Logon to [www.apics-ptmo.org](http://www.apics-ptmo.org) for details.

**North Jersey APICS Chapter::** Logon to [www.apicsnonj.org](http://www.apicsnonj.org) for details.