

Professional Dinner Meeting - Wednesday, May 9th, 2007

Central Jersey APICS—

*The Association for Operations Management*

and

ISM-The Institute of Supply Management-NJ

Present

[Purchasing & Planning](#)

“Collaborating successfully with all links in the  
Supply Chain”

By Joe Aiello, CFPIM, CIRM, CSCP

Purchasing and Planning have a common goal: Moving product through the supply chain to satisfy customer requirements. Much of the time they feel like contestants in a high stakes game show. To “win” they have to answer the “Final Jeopardy” question: How much inventory should we make/buy? They find themselves playing the “Wheel of Fortune” where they are given a few clues and are expected to fill in the blanks and guess at the correct answer.

In the real world, managing inventory successfully is not a game. Careers depend on it, companies depend on it and in a broader sense, our economy depends on it. But preaching to Purchasing and Planning on the importance of collaborating successfully is like preaching to the committed. It’s crucial that all links in the supply chain understand the roles and responsibilities of Purchasing and Planning. To be successful, Purchasing and Planning must understand the roles and responsibilities of the other links. To compete and survive in a global economy all the links in your supply chain must share the responsibility for managing inventory.

This talk will focus on how Purchasing and Planning can avoid the traditional conflicts that exist with other supply chain links to improve supply chain collaboration. The talk will focus on improving collaboration with Engineering, Sales & Marketing, Finance, Manufacturing and Distribution.

5:30 – 6:15 Registration and Networking  
6:15 – 7:00 Speaker  
7:00 – 7:45 Dinner & Business Meeting  
7:45 – 8:15 Presentation & Discussion-Joe Aiello

\$35 Members *with* reservation

\$40 Non-Members or with no reservation

Register at: <http://www.apics-cjer.org>

PayPal, Check, or Cash... No Credit Cards

Radisson Hotel Piscataway  
21 Kingsbridge Road Piscataway, NJ 08854

For directions / map call 732-980-0400

Add'l Info:

[robert\\_russo@mtf.org](mailto:robert_russo@mtf.org) or 732-661-3140

Our Chapter is always on the move so the dates and venues will change from month to month. Keep a close eye on the website [www.apics-cjer.org](http://www.apics-cjer.org) to stay current with our meeting plans.

About Joe Aiello:

Joe has been an active member of APICS for almost 30 years and has held Board positions at the local and regional level. He has spoken at over a dozen APICS International Conferences spanning four decades.

Professionally, Joe has been involved with supply chain management for 45 years, having held positions as Purchasing Manager, Materials Manager, Plant Manager and Vice President of Operations. Today Joe is the President and Founder of Woodstock Group, a company specializing in consulting and education services to manufacturing and distribution companies.

Joe is the author of the book entitled “*Rightsizing Inventory*” (CRC Press) to be released in August, 2007. He is a graduate of the New York Fashion Institute of Technology as well as Fairleigh Dickinson University where he earned a BS Degree in Business Management.

## 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

Thomas Raimondi-Director of Employment: traimondi111@aol.com

**E0504 Contracts/Services Purchasing Manager Manhattan**

Source, negotiate, purchase and manage contracts and service agreements corporate wide to improve purchasing efficiencies and to ensure vendor consistency and cost containment.

**E0505 Distribution Team Leader**

Manage, coach, mentor & develop the assigned team of Distribution team members, will actively lead the order picking/packing/shipping, receipt, inspection and cleaning processes associated with Loaner kits

**E0506 Planner:** Responsible for the development and implementation of production, purchase and inventory plans to support marketing and sales requirements.

**E0507 Director of Logistics:** Lead a 12 person team that manages all national and international logistics issues. Transportation methodologies include rail, road, and barge.

**E0508 Industrial or Mechanical Engineer:** Experienced in the layout and design of production lines, process operations, and packaging lines

**E0509 Logistics Management or Operations Management:** Experienced in warehouse design and operations troubleshooting, distribution center design and automation planning, in-plant logistics analysis

**E0510 Planner:** Works closely with all departments to insure orders are produced and shipped accurately. Maintains Planner Worksheets with current status.

**E0511 Director of Finance located in Dallas, TX** Responsible for all aspects of financial and cost accounting and reporting for the GI division of Stryker.

**E0512 Logistics Technician:** Customer service position responsible for communication between our clients, their suppliers and their carriers. Identify the most efficient means of moving freight from the supplier to the client or from the client to their customers.

**E0513 Purchasing Agent:** Responsible for all aspects of Procurement activities incl API,MRO,Third Party Service Providers, Marketing, etc., create & negotiate supply and service agreements - Pharmaceutical

**E0514 ERP Consultants:** Help implement manufacturing software. These positions are home based with 80% regional travel.

**E0529 Manager of Logistics Planning:** Manage and provide leadership for the planning processes at MBI. Ensure all planning data is managed, measured, and kept current in the planning system.

**E0533 Manufacturing Engineer:** Drive Continuous Improvement activities in a Manufacturing Plant Environment.

**E0534 Customer Service Representative:** Responsible for serving as the primary liaison between the customer and the Plant.

**E0535 Production Planner:** Implement production plans that minimize inventory and maximize efficient utilization of labor and production capacity.

**E0536 Launch Manager:** Accountable for the success of new product launches and inventory objectives related to launches.

**E0537 Materials Manager:** Manage all aspects of production/material planning, and MRP utilization. Develop KanBan or MRP planning parameters to drive purchase orders. Coordinate delivery of materials to support continuous mfg with minimal inventories.

**E0538 Project Manager:** 4 years experience in product launches, distribution or fulfillment. MUST KNOW MS PROJECT.

**E0539 Demand Planning Manager :** 4-5 years consumer products with S&OP and Manugistics experience; **APICS** Certification.

**E0540 Supply Chain Analyst:** 3+ yrs supply chain experience in hi-volume consumer product. Prefer APICS member.

**E0541 Supply Chain Analyst:** 4 yrs production planning or supply chain experience. APICS certification.

**E0542 Director of Operations:** 10+ yrs manufacturing & materials experience in cosmetics or HABA.

**E0547 Supply Chain Manager:** Solid creative sourcing/supply chain procedures in commodities to Food/Pharma/OTC.

**E0548 Senior Buyer/Planner:** 3+ years experience in plastics or consumer products. MRP & PC skills.

**E0549 Six Sigma Black Belt:** Manage Six Sigma process improvement projects for both East and West CRC centers.

## 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.

Permanent Placement  
Interim Professionals  
Executive Recruiting  
Contract Employee

### Summit Group Consultants, Inc.

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13 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*

## EVENTS AROUND THE STATE

West Jersey APICS Chapter: Logon on to [www.apics-westjersey.org](http://www.apics-westjersey.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.