

Wednesday, Jan 9th

Central Jersey APICS presents:

S&OP: Beyond the Basics

Presented by: [Joe Shedlawski, CPIM](#)

Sales and Operations Planning continues to grow in power and capability. While demand/supply balance and financial integration remain as vital elements, S&OP enables all of that and far more. Strategic planning, risk management, and long-term cash flow projections in support of capital investment decisions, are all integrated with Executive S&OP. Attendees will gain an understanding of how this process has become simpler and better. A low-cost, low-risk, high-impact and quick-result implementation pathway will also be described.

Three things that you will learn:

- What makes true Executive S&OP different
- The essential elements of a five step S&OP process
- A low risk implementation path

Three things you will take away:

- An appreciation for the need to drive cultural change to realize lasting success
- How a fully functional S&OP process drastically changes the budgeting process
- The need to stay out of the "suicide quadrant"

Who should attend:

Anyone who is or who expects to be involved in the design, implementation, or maintenance of a Sales and Operations Planning process. Functional leaders who see a critical need for sales, operations, and finance to align their plans and expectations. Top managers who want to improve business performance through people.

The Hotel Somerset – 110 Davidson Avenue – Somerset, NJ 732 560-0500

- 5:30 – 6:15 Registration & Networking – Complimentary Wine & Beer
- 6:15 – 7:00 Dinner & Discussion – Plated Dinner
- 7:00 – 7:15 President's Welcome, Chapter Business & Speaker Introduction
- 7:15 – 8:30 Presentation & Discussion

APICS Members: \$35; Non-members: \$40 Register at: www.APICS-CJER.org

Joe Shedlawski, CPIM has over 30 years of leadership experience in Operations and Supply Chain Management, in the pharmaceuticals, biotech, and consumer products businesses. He has implemented several Sales & Operations Planning processes, developed an Operations Resource Management organization, and led projects encompassing major new product launches, systems implementations, and performance management process improvements. After a successful career at Wyeth and its predecessor company, Lederle Laboratories, Joe established himself as a consultant, coach, and educator, in Supply Chain, Project Management, Sales and Operations Planning, and APICS CPIM training. He is an Adjunct Professor in the MBA program at Misericordia University in Dallas, PA and an Adjunct Lecturer at Bloomfield College, Bloomfield, NJ. Joe heads JFS Associates and is also an Associate of the R.A. Stahl Company, specializing in Sales and Operations Planning implementation education and coaching.

Joe served on the APICS International Board of Directors for nine years. As President of APICS International in 2007, he oversaw the development of a strategic planning process and implementation of a new governance model to support globalization. An accomplished speaker, he has delivered many seminars and presentations for APICS, IBF, and other professional organizations, both nationally and internationally.

Joe holds a Bachelor of Arts degree in Biology from Bucknell University and an MBA in Finance from Iona College. Joe is the Vice President of Education and a Past President of the Northern New Jersey Chapter of APICS, as well as Program Content Director for the APICS Northeast District.

Executive Message:

The APICS Central Jersey Board of Directors wishes you a **Happy New Year!**

As we close 2012 and reflect on all that has happened, we need to look to the future and to improve and meet the challenges that are presented to us. As a member of APICS and the Central Jersey Chapter you can obtain new ideas with the great PDMs that we are offering to you.

This past December PDM was a fun hands-on presentation on problem solving tools. The feedback from our attendees indicated we had a winning PDM topic with 2 great speakers and facility. Once again, we are offering a super topic with a top APICS speaker. We had to cancel the November PDM due to the snow storm. We knew we had a winner with the large registration numbers and wanted to reschedule it ASAP.

The balance of this year's presentations will continue to exceed your expectations to improve personally and professionally.

Central Jersey Chapter BOD

APICS Central Jersey Chapter Education News

The Central Jersey Chapter offers both Public supply chain management courses and Private courses tailored to the specific needs of individual companies. Day and evening classes are offered

If you are interested in holding CPIM Classes or the CFSCM at your company , please contact Arthur Shaffer at 908-403-2803, abshaffer@yahoo.com

Education Schedule: Public evening classes 6pm to 9pm

BSCM – Basics of Supply Chain	Mar 19, 2013	10 classes	
MPR – Master Planning of Resources	Feb 04, 2013	8 classes	Registration deadline - Call Art ASAP
DSP – Detailed Scheduling and Planning	Apr 22, 2013	8 classes	
ECO - Execution and Control of Operations	Jan 15, 2013	9 classes	Registration deadline - Call Art ASAP
SMR – Strategic Management of Resources	Sep 23, 2013	8 classes	
CFSPM Customer Focused Supply Chain Management	TBD		

All Public CPIM classes are held at The Hotel Somerset – 110 Davidson Avenue – Somerset, NJ 732-560-0500

For a complete description of the classes or to register for a class, go to:

<http://www.apics-cjer.org/Education.html>

New Career Opportunities...(visit our website for the complete job list)

E0754 Supply Chain Manager - Accountable for all activities and results within Purchasing, Shipping, Receiving, and inventory control. Responsible for managing the Supply Chain at all levels.

E0755 Supply Chain Planner - Responsible for planning and controlling the production of domestically produced products, imported goods, and inventory levels with the objective of providing the highest level of customer service at the least total cost.

E0756 Demand Planner - Responsible for overseeing the forecasting and collaborative demand planning processes and be the key link between the Sales & Marketing and the Supply Chain organization.

E0757 Sr Director of Supply Chain - Provide strategic leadership for all Sales & Operations Planning, continuous improvement and scalability initiatives recommending pro-active optimization for global demand and supply chain requirements.

APICS Central Jersey Chapter is now offering CSCP Certification Classes

Take your career and organization in a new and exciting direction. Enhance your future, align your career goals, and distinguish yourself from the competition. In this challenging global marketplace, only the most well trained, well-educated supply chain and operational professionals are sought after by employers and valued by organizations. Join the 10,000+ supply chain professionals who have already earned their APICS CSCP designation.

The next class starts Saturday, Jan 26, 2013. Classes are 8 hours each on the following Saturdays:
Jan 26th, Feb 9th, Feb 16, Mar 2nd, Mar 16th and Apr 6th
For more information, contact: Art Shaffer—abshaffer@yahoo.com

Thank You

Thank you Joni Holeman and Maryanne Ross for the great presentation at our December 5th PDM Holiday Party.

We had a great time networking and learning about using an Affinity Diagram and using a CEDAC Diagram as tools for accomplishing our personal goals.

The raffle prizes were a very nice extra to an entertaining, educational, and social evening.

Did You Know?

PDM is the acronym for **Professional Development Meeting**. This is our monthly education dinner meeting which is open to students, members, non members, and guest. We present topics that you have requested.



2012-13 CJER-APICS Board of Directors

President: **Tom Raimondi**
Executive Vice President: **Debbie Majeski CPIM**
Treasurer: **Gary Pezzuti**
Secretary: **Bruce Paszinski**
Vice President of Education: **Art Shaffer CPIM**
Vice President of Membership: **Vitor Silva CPIM**
Vice President of Programs: **Berni Kahle CPIM**
Vice President of Publicity: **Open**
Vice President of Marketing: **Mohamed Ebrahim**

Director of Education: **Robert Russo CPIM**
Director of Arrangements: **Bruce Paszinski**
Director of Employment: **Tom Raimondi**
Director of Programs & Seminars: **Jeff Bragar, CPIM**
Director of E-Communications: **Open**
Director of Student Affairs: **Robert Russo CPIM**
Newsletter Editor: **John Taurozzi CPIM**
Member at Large: **Alex Groves**
Presidents Advisory Council (PAC): **Art Shaffer CPIM**

Permanent Placement

Interim Professionals

Executive Recruiting

Contract Employee

Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

Fax (973) 875-3248

E-mail: garyp@nac.net

APICS Education Classes & Workshops

The **Central Jersey Chapter** offers APICS educational, certification classes and Workshops. CPIM, CSCP, Principles, Lean, Global Sourcing, Inventory Control, Cycling Counting, S&OP, and Theory of Constraints.

Customize a class/workshop from the **new** APICS Principles of Operation Management

Public classes are listed on our website.

Private class (days/evenings/weekends) are scheduled on request.

For more information, contact: Art Shaffer—abshaffer@yahoo.com

Welcome New Members

John Mancuso Pfizer Incorporated
Sumukhi Pyla Johnson and Johnson
Sandra Orimilikwe Lifecell Corporation
Katherine Mindish Fastenal

Rutgers Student Chapter

Alice Ngumo
Mark Szytk

www.APICS-CJER.org

Follow us on Twitter!



Like us on Facebook!



Join us on LinkedIn!



509 Delaware Avenue
Point Pleasant Beach NJ, 08742

Save the Date Wednesday Feb 6th Annual Joint Meeting ISM-NJ