



Wednesday, June 5<sup>th</sup>  
Central Jersey APICS'  
Annual Barbeque

AND

Build Your Own Business: Team Exercise

**Facilitator: Dave Jankowski, CFPIM, CSCP**

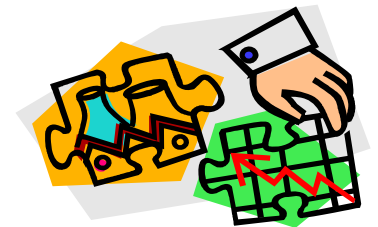
This very inter-active session is open to all and will provide attendees the chance to mingle with fellow APICS associates and to see just how well everyone can work together. You just might learn something about yourself!

The great American Dream for many is in owning your own venture. It's time to get those creative juices flowing! In this team exercise, it will be your turn to "start your own business"!

Your group must work together as potential partners and create a thriving organization. Your goal is to devise a plan to get your business up and running - using what you've learned or heard as well as drawing upon your own experiences.

Your Team Facilitator will give your group the "corporate" scenario for which you will design an appropriate enterprise. The goal will be to challenge your "Strategic Creative Aggressive Teamwork" skills, or your personal "SCAT", to come up with an exciting business proposal.

Please be considerate of everyone's opinions and concerns - remember there is no right or wrong way to put together your business. You'll need to consider everyone's input and learn to work together as a group for one common goal.



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

5:30 – 6:15 Registration & Networking – Complimentary Wine & Beer

6:15 – 7:00 Real outdoor Barbeque and all the trimmings

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](http://www.APICS-CJER.org)**



David T. Jankowski, CFPIM, CSCP, is a supply chain management professional with proven leadership skills and a commitment to lifelong professional education. His experience emphasizes successful implementation of Enterprise Resource Planning (ERP) and enhanced commercial best practices in a variety of business organizations, with proven skills in technical systems analysis and design. Dave has hands-on materials, logistics, and production and inventory control management experience of 30+ years, as well as 10 years of consulting experience. He is an accomplished public speaker and college-level educator in the APICS body of knowledge. His demonstrated training expertise is in ERP software solutions, supply chain management, sales and operations planning, inventory management, and materials logistics management. Dave has written courses on Global Sourcing for APICS and has functioned as a subject matter expert in the APICS Certified Production and Inventory Management (CPIM), and, Certified Supply Chain Professional (CSCP) programs.

David Jankowski — is a Certified Instructor for APICS, and has facilitated teams in leadership training for non-profit and public organizations. He has spoken to audiences on various topics at conferences and dinner meetings on local, regional, and, international levels. A past APICS Region 9 Vice President, Dave is also on the board of the APICS Schuylkill Valley Chapter as President, and, the board of the APICS Mid-Atlantic District as VP Education. For 17 years, Dave has been involved in the leadership of Congress for Progress, an annual regional supply chain education conference. Dave is the owner of DT Jankowski & Associates of Reading, PA, which provides consulting and customized education. He lives with his wife, Kim, in Reading, PA.

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## Executive Message

Wow! It has been over 6 months since Super Storm Sandy changed the east coast and especially New Jersey. When I think back on the days after the right storm I felt so proud to be a member of a shore community in which everyone came together to help one another in their time of need. Most of us that were impacted by the storm have made change to be much more prepared for the next event. I am amazed at how many people now own a generator.

As New Jersey businesses go through this painful transformation to “Restore The Shore”, the Board of Directors of Central Jersey APICS have made a commitment to do what ever it take to help our members, their families, colleagues, and their companies prepare for the “Future State” of New Jersey Businesses.

One of the best ways to improve the business climate is to focus on personal change and improvement. This year, we (APICS) are committed to delivering better Education, Seminars and Training to all of our members and friends in order that we can improve. We are currently conduction public classes but we can deliver the same education directly to your facility if that better suites your needs. If that is the case, please contact Central Jersey APICS.

On June 24<sup>th</sup>, 2013, we will begin our next education class Execution and Control of Operation. Please join us at our next PDM on June 5<sup>th</sup> “[Build Your Own Business: Team Exercise](#)” Presented By: Dave Jankowski

Hope to see you all there.

Thank you

Robert Russo CPIM

Director of Student Affairs

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## 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

<b>BSCM – Basics of Supply Chain</b>	<b>Jun17, 2013</b>	<b>10 classes</b>	<b>Register by May 28</b>
<b>MPR – Master Planning of Resources</b>	<b>Sep 17, 2013</b>	<b>8 classes</b>	
<b>DSP – Detailed Scheduling and Planning</b>	<b>Dec 3, 2013</b>	<b>8 classes</b>	
<b>ECO - Execution and Control of Operations</b>	<b>Jul 2, 2013</b>	<b>9 classes</b>	<b>Register by Jun 02</b>
<b>SMR – Strategic Management of Resources</b>	<b>Sep 16, 2013</b>	<b>8 classes</b>	
<b>CFSPM - Customer Focused Supply Chain Management</b>	<b>TBD</b>		
<b>CSCP - Certified Supply Chain Professional</b>	<b>Sep 28 Bethlehem, PA</b>	<b>6 classes</b>	
	<b>Sep 29 Bloomfield, NJ</b>	<b>6 classes</b>	

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>

## EDUCATOR / INSTRUCTOR / TRAINER

Ever thought of teaching or training? Every chapter is looking for new, fresh, innovative practitioners to step up and become an educator. [Courses for educators](#) to assist APICS instructors provide high-quality education include:

- APICS Train the Trainer
- APICS Learning Dynamics for Instructors

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

**E0774 Logistics Supervisor** - Oversee and manage inventory accuracy. Review open order reports, product & supplies inventory, and perform various administrative duties. Perform annual evaluation/review of employees' performance.

**E0773 Senior Manager-Operations Optimization** - Responsible for increasing the efficiencies and lowering costs of the Operations while improving the quality of service. Requires exceptional analytical skills, cost modeling capabilities, and developing optimization opportunities

**E0772 Business Analyst/Project Manager** - Responsible for defining the specifications of the information system, the choice of a solution and its implementation.

**E0771 Purchasing Manager** - Health & Beauty Aids - 10 yrs of purchasing CPG incl raw materials, packaging & promotional pieces for multi plant environment.

**E0770 Director Demand Planning/Forecasting** - 8+ yrs forecasting management for big box/national retailers - fast paced - Hi energy.

**E0768 Senior Planner** - 5+ years supply chain, forecasting, S&OP and/or ERP implementation experience. Prefer Project Mgmt/Leadership skills and APICS certification.

**E0767 Product Planner** - Maintain fulfillment of orders and safety stock, Supply Chain/Production/Deployment Planning with plants/co-packers and vendors. Requires Demand Planning/Forecasting and ERP.

**E0765 Forecasting/Demand Planners** You need JavaScript enabled to view it - 3+ years Demand planning in similar environments; Fast paced - Hi-energy.

**E0764 Contract Mfg Supply Chain Manager** - 3-5 years of Supply Chain Planning in a high volume mfg environment with SAP and deployment of Finished Goods from plants and/or contract manufacturers.

**E0763 Manager of Transportation** - Responsible for the execution and movement of all goods throughout the Supply Chain - from source to consumption. Lead logistic activities for the retail direct to consumer web and catalog business channels.

**E0762 Replenishment Systems Manager** - Responsible for delivering Inventory Management System strategy, process, configuration, and tactical support to ensure performance and functionality to achieve the business objectives

**E0761 Purchasing Clerk** - Responsible for providing support to the Purchasing Manager and the Purchasing Department. the Purchasing Clerk processes requisitions, purchase orders, and formal bid requests.

**E0760 Senior Director of Global Supply Chain Planning** - Responsible for leading, developing and executing Supply Chain Planning resources and processes for global product lines & divisions and optimizing global inventory.

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## **Thank you**

Rick Donahoue for an excellent PDM last month. All those that attended “ Life’s Lessons on Kaizens” left with an understanding of Kaizen and how to apply it in their environment.

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### **2012-13 CJER-APICS Board of Directors**

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## Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

Fax (973) 875-3248

E-mail: [garyp@nac.net](mailto: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](mailto:abshaffer@yahoo.com)

## Welcome New Members

Monica Anicito - Johnson & Johnson NCS

Michelle Lechnou - Ortho Clinical Diagnostics, Johnson & Johnson

Arpita Patel

Christopher Amat

Michael Turk

[www.APICS-CJER.org](http://www.APICS-CJER.org)

Follow us on Twitter!



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509 Delaware Avenue  
Point Pleasant Beach NJ, 08742



**Special Guest - L'Oreal USA"....L'Oreal Human Resources will be recruiting APICS Professionals at our June 5, 2013 PDM"**