



## Wednesday, March 4<sup>th</sup>

Central Jersey APICS

### Smoothing Uncertainty in Pharma Supply Chains

Joe Shedlawski, CPIM

Today's Pharmaceuticals industry is facing a rapid pace of change on many fronts: population demographics, increasing healthcare awareness and availability, alternative approaches to traditional medicine therapy, currency fluctuations, and a growth in global competition, to name just a few. These factors and more are all adding to the uncertainties of supply and demand which have always been inherent to this highly regulated, innovation-driven industry. More sophisticated supply chain processes and strategies are called for in order to grow market share and profit margins in such a volatile environment. This presentation will explain the unique characteristics of the Pharmaceuticals industry, and then will discuss the application of supply chain methods and tools to plan for, manage, and ultimately reduce the inherent uncertainty in the Pharmaceuticals environment.

**You will learn:**

- To improve forecast accuracy through collaboration with supply chain partners
- Steps to stabilize master schedules while improving service levels
- How to make a difference in the Sales and Operations Planning process

**Take-Away's:**

- The top trends that are transforming the Pharmaceutical supply chain
- A proven process for Executive Sales and Operations Planning Inventory and logistical considerations and options

**Who should attend?**

- Practitioners / managers seeking to improve their firm's competitiveness, regardless of their industry
- Professionals engaged in planning, logistics, procurement, operations, and sales
- Students of supply chain and related fields who wish to learn from real world examples of theory in practice



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

5:30 – 6:15	Registration & Networking – Complimentary Wine & Beer
6:15 – 6:30	Presidents' Welcome / Chapter Business
6:30 – 7:15	Dinner & Discussion – Plated Dinner
7:15 – 8:30	Presentation & Discussion – The Smoothing of Pharma Supply Chains

WITH Reservations: \$40 Full Time Students: \$20 Register: [www.APICS-CJer.org](http://www.APICS-CJer.org)



Joe Shedlawski, CPIM has 30+ years of leadership experience in Operations and Supply Chain Management in pharmaceuticals, biotech, and consumer products businesses. He has implemented Sales & Operations Planning processes, created and developed Supply Chain organizations, and has led many projects from major new product launches to systems implementations to performance management process improvements. Joe had a successful career at Wyeth and its predecessor, Lederle Laboratories, and more recently Joe directed the Supply Chain at CorePharma, LLC.

Joe established himself as a consultant, coach, and educator, specializing in Supply Chain, Project Management, and Sales and Operations Planning, in addition to APICS CPIM training. He is an Adjunct Professor at Misericordia University, Bloomfield College, and Rutgers University. He is an Associate of the R.A.Stahl Company, participating in Sales and Operations Planning implementation, education, and coaching.

Joe served on the APICS Board of Directors in various capacities for 9 years, and was President of APICS in 2007. While leading APICS, he oversaw the development of a strategic planning process and implementation of a new governance model to support globalization. He is a Certified Instructor for APICS at the Master level. An accomplished speaker, he has delivered many seminars and presentations for APICS, IBF, ISM, and other professional organizations nationally and internationally. He remains an active APICS volunteer at the Chapter and District levels and is a member of the Northern New Jersey chapter.

Joe holds a Bachelor of Arts degree in Biology from Bucknell University and an MBA in Finance from Iona College.

## Executive Message:

I am pleased to report a substantial increase in attendance to our monthly Professional Development Dinner Meetings.

Great topics and quality guest speakers continue to delight the members that are coming out month after month and attending our PDMS.

If you haven't joined us for a PDM lately, add us to your calendar. You won't be disappointed. Our next PDM is on March 4th. Joe Shedlawski, CPIM will be speaking on Pharma Supply Chain.

Please visit our website for details and registration.

Stay warm and hope to see you soon.

Tom Raimondi  
CJER VP of Programs & Seminars

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## APICS CERTIFICATIONS

Are you APICS CPIM/CSCP certified? If you are, did you know that your certification is not lifetime?

You must maintain that certification and report your points earned every 5 years.

For CPIM and CSCP you must earn a total of 75 professional development points every five years.

Some of areas that you can earn points are:

- ⇒ Be an APICS member
- ⇒ Attend a chapter Professional Development meetings
- ⇒ Attend a Supply Chain Seminar
- ⇒ Attend an APICS International Conference



For additional information:

<http://www.apics.org/careers-education-professional-development/certification/maintenance>

<http://www.apics.org/careers-education-professional-development/certification/maintenance>

Or contact:

*Art Shaffer – [abshaffer@yahoo.com](mailto:abshaffer@yahoo.com)*

*Art Shaffer, CPIM*

*APICS CPIM Master Instructor*

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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 APICS Classes at your company, please contact Art Shaffer : [abshaffer@yahoo.com](mailto:abshaffer@yahoo.com)

**Education Schedule:** Public evening classes 6pm to 9pm

<u>Class</u>	<u>Date</u>	<u>Registration Deadline</u>
BSCM-Basics of Supply Chain	Tuesday Oct 27, 2015 10 classes	Sep 30, 2015
MPR-Master Planning of Resources	Monday Apr 06, 2015 8 classes	Mar 13, 2015
DSP-Detailed Scheduling and Planning	Tuesday Mar 24, 2015 8 classes	Feb 27, 2015
ECO-Execution and Control of Operations	Tuesday Jun 09, 2015 9 classes	May 14, 2015
SMR-Strategic Management of Resources	Tuesday Aug 04, 2015 8 classes	Jul 16, 2015

All Public CPIM classes are held at Holiday Inn – 195 Davidson Avenue – Somerset, NJ (732) 356-1700

CSCP Certified Supply Chain Professional @Bloomfield College (Saturdays 6 classes) Spring/Summer Session TBD

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

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



# EMPLOYMENT

**New Career Opportunities...**(visit our website for the complete job list) <http://www.apics-cjer.org>

For further info contact Anthony Orrico — [aorrico@pernixtx.com](mailto:aorrico@pernixtx.com)

**E0829 Purchasing Manager (Somerset, NJ)** - Manufacturing company is seeking a Purchasing Manager for direct hire position. The individual in this role will be tasked with running the purchasing and sourcing functions.

**E0828 Senior Buyer (Gloucester, NJ)** - This individual will be a key team member of the NJ-based Sourcing team reporting to the Manager of Strategic Sourcing. This position will act as a lead buyer in multiple spend category areas such as contractor and maintenance labor, additives and chemicals, polymers, plant equipment, energy procurement, fleet, capital projects, and other operating expense areas. Being part of a lean organization, this position will often be needed to assist or lead in multiple sourcing/purchasing related duties, activities, and projects. Teamwork and effective communication with operational groups and other departments is a critical expectation.

**E0827 Industrial Manufacturing Engineer (Ridgefield, NJ)** - Delivers assigned labor and plant costs per internal and external quote requests for new and ongoing business opportunities. Identifies and implements manufacturing improvements to reduce operating costs, improve product quality, increase production capacity, and improve employee safety.

**E0826 Production Planner / Scheduler (Somerset, NJ)** - Supports the organization by managing material and scheduling requirements that support material flow activities to meet internal and external global customer needs.

**E0825 Supplier Development Engineer (Chicago, IL)** - Supplier Development Engineer (SDE) is responsible for improving Supplier Quality to a new quality standard; this includes, Major Projects, Supplier Resourcing and current production. SDE will support Operations, Quality, Engineering, Strategic Sourcing/Commodity Management, Advanced Purchasing in initiatives to take Supplier Quality to a new level that is consistent with brand, growth, and market leadership position.

**E0824 Strategic Sourcing Manager (Gloucester County, NJ)** - This individual will be the leader of the NJ-based Sourcing team and will oversee the day-to-day purchasing-related operations. This position will also act as a lead buyer in multiple spend categories, such as contract labor, maintenance materials, other outside services, additives and chemicals, polymers, plant equipment, fleet, rentals power, capital projects, and other operating expense areas.

**E0823 Senior Director Global Strategic Sourcing (Winnipeg, Canada)** - Develop and drive global sourcing strategies that transform the organization from a transactional Procurement organization to a true Strategic Sourcing organization that adds value. Emphasis on sustainable cost reductions, quality/total cost of ownership, supplier rationalization, standardization, low cost economy sourcing, advanced purchasing, flawless supplier launches, key performance metrics, contemporary processes and systems, with an integrated view of Procurement. Function as an internal consultant and coach to teach, train and manage Strategic Sourcing and Advanced Purchasing in best practices and contemporary processes to upgrade the overall talent and capability of Commodity Managers and Advanced Launch Managers. Develop creative and optimal strategic commodity business plans for direct, indirect and aftermarket Procurement. Develop processes, policies procedures and strategies to achieve world class supplier performance that meet and/or exceed Customer expectations.

**E0822 Production Manager (Piscataway)** - Production manager is in charge of the production facilities in the company. The production manager undertakes the task of monitoring and ensuring smooth functioning of the production process, preparing production plans after making detailed surveys, along with researching and ensuring consistent supply of products.

**E0821 Senior Account Manager (Ridgefield)** - As a member of our Supply chain group, the Account Manager will have responsibility for all client communications and conflict resolution. Responsible for the completion of launches for clients and meeting or exceeding all deadlines and/or client expectations.

**E0820 Director of Supply Chain** - Global leader in protective gears seeking a Director of Supply Chain to join their team in central NJ. This is a highly visible role that will report directly to President and General Manager. Company has operations in 35 countries. This position will Manage regional planning function including Demand forecasting, demand planning, inventory control, procurement, efficiencies in procurement, maintain or supersede existing quality specifications for procured materials, establish vendors/suppliers relationship to ensure efficient quality management systems. This position will ensure that procured hardware components and raw materials are meeting the quality standards and will seek timely resolution of all "non-conforming" purchase goods. In addition, this individual will play an important role in the negotiating material pricing proposals and development of vendors/suppliers network to mitigate sole sourcing, and assure competitive price situations. Position will also be responsible for the company's Small Business program.

**E0819 Demand Planner** - Global leader in protective gears seeking a Demand Planner (ATP Planner) to join their team in central NJ. This is a highly visible role that will report to Supply Chain Manager. Company has operations in 35 countries. This position will Manage regional planning function including Demand planning, Available to promise and inventory control. This position will ensure that order fill rate is maintained and will keep track of netable quantity on hand, planned orders, scheduled receipts (purchase orders, purchase requisitions, and production (discrete and repetitive), Demand from sales orders, planned orders Production orders and forecasted demand.

**E0814 Buyer / Planner** - Responsible for the direction and coordination of daily production, planning and scheduling production in work centers; maintaining a dispatch list; quoting; placing orders; expediting raw material requirements; and controlling inventory levels



Central Jersey Chapter

601 1st Ave Apt#5  
Asbury Park, NJ 07712

«Name»  
«Street»  
«City and Zip»



Save the date:

DMAIC "Define, Measure, Analyze, Improve and Control" Lean Six-Sigma PDM & 1/2 Day Workshop  
April 1st, 2015



### Education Classes & Workshops

The Central Jersey Chapter offers APICS educational, certification classes and Workshops:

- CPIM
- INVENTORY CONTROL
- LEAN
- GLOBAL SOURCING
- CYCLING COUNTING
- CSSP
- S&OP
- PRINCIPLES
- THEORY OF CONSTRAINTS

Public classes are listed on our website <http://www.apics-cjer.org>

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

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

For more information, contact: Art Shaffer — [abshaffer@yahoo.com](mailto:abshaffer@yahoo.com)

Permanent Placement  
Executive Recruiting

Interim Professionals  
Contract Employees

### Summit Group Consultants, Inc.

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<http://LinkedIn.com/in/GaryPezzutiSummitGroup>

## WELCOME NEW MEMBERS



Michele Ruiz

Johnson & Johnson

Mindy Bhe

Lee Hoffman

Junfeng Su

Taylor Osenni

Monica Lupiloff

Jason Paul

Blagovest Kotsev

Timothy Fong

Joseph Bitterman

ETHICON

Wendy Woo

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