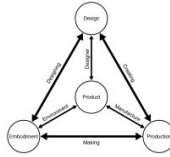


Annual Holiday Party & "Bring Your Boss" Evening!



Wednesday, December 2nd

Combining Basics with 21st Century Manufacturing - by Dan Marino

Since the 70's, there has been a running joke over the latest fads in manufacturing and their acronyms. Throughout the years, we have had hundreds of different fads, techniques, systems, processes, and organizational structures presented to us as the solution to all the issues facing a manufacturing organization. We have purchased, implemented, modified, and failed trying to chase the one perfect system. There have been some outstanding success stories... but unfortunately far too many failures.

Throughout all of this change, there remain two constants - the improvement that can be made with a concentration on the manufacturing core basics and excellence in management. These core competencies are a well trained workforce with well-implemented systems fostering the basics; an accurate databases, bills of material, routings and inventory control along with financials that are integrated into the business.



Who should attend:

- Forecasting / Demand
- Master Production Scheduling / Material Requirements Planning
- Inventory Management
- Shipping / Receiving / Distribution
- Shop Floor Control / Capacity Management
- Purchasing Management



We will discuss the basics and review what should be in place before moving into 21st Century Manufacturing. Companies must begin to embrace new techniques, such as ERP, Lean Manufacturing, Supply Chain Management, Sales & Operations Planning, Kanban, and VMI.

It becomes extremely important to bridge the gap from the basics to these new tools. We will discuss how to achieve the required level of excellence in the basics before moving to the new approaches for manufacturing. In today's economy, it is extremely important for companies to achieve excellence in the use of all the tools at their disposal and need to be competitive in order to achieve consistent bottom line profits.

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

- | | |
|--------------------|--|
| 5:30 – 6:15 | Registration & Networking – Complimentary Wine & Beer |
| 6:15 – 6:30 | President's Welcome / Chapter Business |
| 6:30 – 7:15 | Plated Dinner & Discussion / Speaker Introduction |
| 7:15 – 8:15 | Presentation & Discussion – Dan Marino |
| 8:15 – ??? | Holiday Gifts and Drawings for all attendees |



WITH Reservations: \$50 Full Time Students: \$25 Register: www.APICS-CJER.org



Daniel A. Marino is a Senior Partner of Marino Associates, LLC- a manufacturing consulting firm specializing in ERP/ MRP II, Lean/Agile Manufacturing, JIT, Six Sigma, and related consulting and education. Prior to establishing his own firm he was a Senior Consultant with Robert Abair Associates.

Formally Dan was the of VP of Manufacturing / Operations with Gerber Technology, Inc.t; Director of Manufacturing and Materials for a high tech CAD manufacturer; VP of Manufacturing for a large capital machine manufacturer; Manufacturing Engineering Manager, and MRP II Project Manager for a capital equipment manufacturer.

Dan has 30+ years in materials and manufacturing experience in ERP, Lean/Agile Manufacturing process, JIT, MRP II, Capacity Planning, Lean Supply Chain Management, and Global Procurement. He has planned, structured, developed, and directed company-wide training and education programs. Mr. Marino has implemented SAP's R3 ERP system in a global environment and Oracle's ERP system.

Dan holds a degree in Business Management and has taken extensive courses in Manufacturing Engineering, and achieved CPIM from the American Production and Inventory Management Society (APICS). He is a certified instructor for Boston University's Corporate Education Center. Mr. Marino also has extensive knowledge in both SAP and Oracle ERP systems.

APICS Central Jersey is proud to sponsor a One-Day Workshop

“Sales & Operations Planning and Alignment with Lean Supply Chain Management”

December 2nd, 2015 8:30 am-4:00 pm at Hotel Somerset 110 Davidson Ave Somerset, NJ

Being responsible for achieving your company's goals and objectives, you continuously ask the question, “What is it going to take to get ahead and stay ahead of our competition?” The answer to that question is, of course, “excellent results in all phases of your operation.”

One of the most aggressive approaches in achieving excellence in operations is to develop and implement superior processes starting with Sales and Operations Planning and its alignment with Lean Supply Chain Management.

This one day seminar will provide you with the basics of Sales and Operations Planning and Lean Supply Chain Management.

The following will be covered in this intensive one day seminar:

- What is Sales and Operations Planning
- Why Implement Sales and Operations Planning
- Determining best approach and implementation plans
- How to develop forecasting and demand management
- Organizational requirements
- Training requirements
- Management of the plan
- Alignment to Lean Supply Chain Management
- What is Lean Supply Chain Management
- How to align to S&OP
- Lean Supply Chain Tools

Special emphasis on inventory positioning, lead time reduction and productivity sharing will be discussed in detail. Supply Chain Management in a Lean Environment is the management of activities that transforms raw materials into intermediate goods and final products, and then delivers those final products to customers. Companies must manage this chain from their key suppliers [and at times, their suppliers] through manufacturing to the customers, including the customers' customers. The activities of the supply chain involve sales and marketing, order management, purchasing, manufacturing, logistics, distribution, and transportation.

Sales and Operations Planning/Supply Chain Management in a Lean Environment may sound easy, except these functions that were previously handled within one company, are now handled by multiple companies across a complex value chain.

Why are these processes getting lots of attention? Because forward-thinking managers know it is a primary strategy to increase market share, reduce cost, reduce inventories, and improve profits.

This one day seminar is designed to be a very interactive and lively presentation. Attendees will learn how to develop a best practices Sales and Operations Plan and will learn how to re-invent their supply chain and rapidly flow information and material to achieve a significant competitive advantage. Attendees will be able to quickly apply techniques learned in this seminar in their own companies.

This is an excellent seminar for all levels of your company. It is a great way for your company to align their thinking on these issues from Senior Management down to employees in the operations end of the business. Sending a team of individuals will add the additional benefit of learning how to work closely together and understand each other's areas in more depth.

Registration Fee is \$350 for the full day including breakfast, lunch and workbook.

APICS member cost is \$250. **Register: www.APICS-CJer.org**

Companies with two attendees will be offered the third attendee at half price if all three register together. For larger groups, contact Tom Raimondi @ tomraimondi@berryplastics.com for discount.

Continental Breakfast and Lunch Provided.

Who should attend?

- ◇ For best results, a team of 4 from your company, one each from:
 - * Operations Planning
 - * Master Scheduling
 - * Sales Planning
 - * Shop Floor Management
- ◇ Anyone involved in Sales & Operations Planning at your company
- ◇ Master Scheduling personnel
- ◇ Materials Planners
- ◇ Purchasing personnel
- ◇ Inventory Accounting personnel
- ◇ Shop Floor managers, supervisors
- ◇ Shop Floor schedulers



Seminar Leaders Tony Zampello and Dan Marino

A Very Merry Christmas & Joyous Holiday Season



And a Very Happy New Year





Central Jersey Chapter

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

«NAME»
«ADDRES»
«CITY»

Save the date:

""Risk Management in Supply Chain" Joint Meeting with IMA Jan 6th



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

Permanent Placement
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WELCOME NEW MEMBERS



Joe Bilotta *Ethicon Incorporated*
 Paul Smith
 Sweta Sunkara
 Anu Biswas *Dr. Reddy's Laboratories*
 Minh Phu *Phillips Lighting*
 Lia Macirowski *United Natural Foods, Inc.*
 Cuong Ha *Ethicon*
 Anis Daghar *Thales*
 Shweta Bobade *The Children's Place*

Travis Paulson *Central Garden and Pet*
 Jenniffer Tavarez *Brenntag Specialties*
 Vincent Licari *BlackBridge Investments*
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