

DISPATCH



Monthly Newsletter of the West Jersey Chapter

The West Jersey Chapter of APICS is a 501(c) 3 non-profit organization dedicated to the continuing education of supply chain management professionals.

Editor – Peter DeCarolis

Volume 24, No. 8

April, 2006

APICS Professional Development Meeting Thursday April 20, 2006

An EXECUTIVE PANEL PRESENTATION

Co-Sponsored By Central Jersey, Northern Jersey, West Jersey Chapters

DOING BUSINESS IN CHINA

Agenda:

5:30 – 6:15	Networking
6:15 – 6:30	Presidents' Welcome
6:30 – 7:30	Executive Panel Discussion
7:30 – 9:00	Dinner

As we move into the 21st century new challenges and new opportunities seem to be overwhelming us. We need to stop, think and analyze where the best opportunities are for our businesses to remain viable and competitive. This panel of executives will help us understand the opportunities in China and what to consider when exploring the business potential of this emerging nation.

Panelists

William T. Walker, CFPIM, CIRM

Author of Supply Chain Architecture

Anthony Boas, Partner

The Janssen Boas Company

Jack Zhou

Budget Analyst, Pathmark Stores, Inc

Thomas Tsui

Sr. Manager Business Development, OOCL Logistics

Moderated by Art Shaffer

Location: Hanover Manor, 16 Eagle Rock Avenue, E. Hanover, NJ 07936

Cost: \$40 Pre-register, \$45 at the door – PayPal, Credit Card, Check

To register on line: apics-cjer.org

BOARD OF DIRECTORS MEETINGS

The Board of Directors meets at 6:00 PM on the first Thursday of each month. Please contact any board member. All are welcome to attend.

The Dispatch is sponsored by the West Jersey Chapter of APICS. If any firm wishes to sponsor our newsletter, please contact Pete DeCarolis, Editor @ (201) 488-4848 or dispatch@apics-westjersey.org

**PRESIDENT'S
MESSAGE**

**Jane Biddle, CPIM
President**



March's joint meeting with the Institute of Management Accountants was a resounding success. Brian Maskell's perspectives on 'Lean Performance Measurements' were informative and entertaining. If you would like a copy of Brian's presentation, please let me know.

There are three more PDMs this season, I hope that you will join us:

April 20th Doing Business in China Exec Panel (joint meeting with CJER and NNJ)

Moderated by Bernadette Lombardo, Bayer

Join us along with Central Jersey and Northern Jersey chapters to learn from panelists: Anthony Boas, Thomas Tsui, Bill Walker, Jack Zhou.

May 18th Managing for Uncertainty at BASF (joint meeting with the Council of Supply Chain Management Professionals)

Margie Pierce, Director Foreign Trade & Logistics Compliance, BASF

As the world's leading chemical company with revenues of over \$50B a year, BASF has considerably improved its supply chain capabilities and contingency planning over the past few years. A combination of business flexibility, strategic logistics partners, and new SAP event management capabilities helped to prepare the company for uncertainty. However, hurricanes Katrina and Rita posed a number challenges to its Gulf Coast facilities. During this presentation, Margie will talk about what steps the company has taken over the past few years to prepare, the potential and real impact of these natural disasters, and how the BASF organization will continue to adapt for uncertainty over time.

June 15th – TBD – Bill Nickle, MasterFoods - Win as Much as You Can! This interactive exercise applies game theory to demonstrate how performance competitive to maximize their reward. The result is an interesting blend of trust, communication, decision making, and teamwork (or not).

Next Season (2006-2007)

If you have ideas for the 2006-2007 season, please drop us a line president@apics-westjersey.org.



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Member Spotlight

This month we spotlight one of our members with the distinction of being one of our senior members. He has been a staunch supporter and contributor to the West Jersey Chapter and APICS in general. He contributes to this newsletter by writing a monthly column for our education and entertainment. In fact, his column is on the next page. Ladies and gentlemen, Don Frank.

My wife Edie knows that the third Thursday of the month is APICS West Jersey night and I will not be eating home. This has been going on since I came to APICS just about 30 years ago, at an age when most folk were looking forward to retirement.

When I started teaching certification review courses in 1978, we were using acetate transparencies and we each had to design our own courseware, based on the exam content manual. We developed an informal group of instructors that exchanged information and even courseware—the early precursor of the APICS Instructor List. One of the major accomplishments of my APICS life is the number of people I've helped get certified CPIM and CIRM.

I've served on 3 curriculum committees, Capacity Management and M&CRP in CPIM and Customers and Products that evolved into Identifying and Creating Demand in CIRM. I'm proud that I was instrumental in changing the basic MRP flow chart in the Exam Content Manual to reflect that MRP and CRP should be side by side and not force the idea that MRP had to be done before CRP.

I've been on the Steering Committee of the APICS A&D SIG and lived through its morphing into the Complex Industry and then the Engineered Products, Aerospace, and Defense SIG and now serve as the facilitator of the new Project Oriented Operations Community of Practice (POCoP).

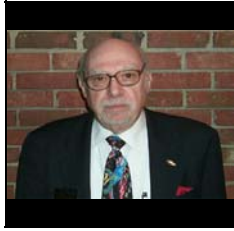
I've presented at over 20 International Conferences as well as many regional conferences and regional meetings. Perhaps, one of my greatest joys is presenting PDMs at chapters across North America, which for a number of years I've averaged about one a month.

I've participated in the design and delivery of a number of APICS workshops, including ERP Software Selection and System Implementation, Engineering and Manufacturing Working Together to Achieve World-Class Operations and The Lean Enterprise, to name a few.

- My role at the local level has been:
- Attending chapter meetings and sharing evenings of education and friendship
- Writing a monthly column *Frank Talk* for WJER's *Dispatch* for over 10 years

Wherever I go, people ask me when I am going to retire. My stock answer is "When it stops being fun doing what I am doing." Since it is still fun, I look forward to more years of being a proud and contributing member of APICS WJER.

To find joy in work is to discover the fountain of youth.
Pearl S. Buck



“Frank Talk”

Musings from the wizard - Don Frank, CFPIM, CIRM - D. N. Frank Associates

A recent article in the business section of the Star-Ledger, citing a study by the New Jersey Manufacturer’s Register, quoted these facts, some quite surprising about last year’s manufacturing in New Jersey:

- Manufacturing employment in NJ fell 1%. 4866 jobs were lost but 588 manufacturing operations opened here
- NJ has 11,067 manufacturing companies employing 479,925 workers
- Times have certainly changed from the era of huge plants producing everything from cars to communications equipment to chemicals
- New Jersey’s top three industries are printing and publishing, industrial machinery and metal fabricating
- The list of added manufacturing sites included many nontraditional entries such as a bakery in Atlantic County, a magazine in Basking Ridge, a recycling center in Carteret, a chocolate maker in Chester, FedEx Kinko’s in Iselin, and even the Paper Mill Playhouse in Milburn

Frankly, my first reaction was that some spin doctor had added odd company types as manufacturing to make the numbers look more rosy. Upon some reflection, I concluded that we must rethink what we define as manufacturing and that we, in APICS are missing most of the opportunities to bring our lean manufacturing message to the companies in New Jersey that need us the most.

It seems to me, frankly, that too many of us are mired in a 1980 manufacturing (and APICS) mindset, hoping that the companies that paid our freight 25 years ago would somehow reappear and save us from seeing our mission and our finances fade into the sunset.

We should start thinking ala Mike Hammer and start with a clean piece of paper (and minds) and reengineer who we are, what our mission is and, most important, how we can reach the 21st century New Jersey manufacturing community with our valuable but mostly unheard message.

Frankly, if we do not reengineer ourselves as the ‘new and improved’ APICS, we will have lost the right to be the prime deliverer of Operations Management know-how in the total supply chain.

MEMBERSHIP NEWS

WELCOME NEW MEMBERS

Warren Leatherman Stephen Wood
Sunil Ramakumar Daniel Celebucki

“APICSVERSARIES”

20 + years

Thomas Tyls 21yrs

15 to 20 years

Robert Von Ameln 16yrs Judith Whitehead 15yrs

10 to 15 years

Jim Johnson 14yrs Glen Macejka 13yrs
Michael Farrell 11yrs William Hannan 11yrs

5 to 10 years

Kenneth Norgard 10yrs Trent Russ 10yrs
Anthony DeVincenzo 9yrs Steve Penna 9yrs
Patrick Cole 8yrs Richard Duffau 8yrs

Up to 5 years

Jeffrey Johnson 2yrs Christina Giuliano 2yrs
Michael Olkowski 1yr

8 Reasons to Consider a Career Change *(reprinted from NETTEMPS Newsletter CROSSROADS)*

If you are one of the lucky few that loves your job and it is very secure, then you will never have to consider a change in your career. But, if you are like most other people, you will face changes in your career several times during your lifetime. A change in your career is not necessarily negative – it can be a great opportunity for you to explore new interests and to take risks. If you are unsure as to whether or not you are ready for a career change, take a look at the following reasons listed below. If any of them sound familiar, then now is the time to plan for a change.

Top 8 Reasons

Boredom – many people cite this as one of the top reasons they decided to switch careers. It is not just normal spells of boredom – it affects your productivity and level of satisfaction. Many people say they hate their job when in fact it is boredom that they are experiencing

Money – this is a big motivator. After all, who doesn’t want to make more money so that they can afford the things they want in life? If you feel like you are not being paid what you are worth or if you are constantly saying “if only I had the money...” then you could benefit by finding a higher paying job.

Location – location, location location is not just for real estate. How close or far you live from work affects your satisfaction with your current job. Dealing with constant rush hour traffic and long commute times is enough to make many people decide to leave their current position.

Management – many don’t give enough credit to managers and supervisors to being a reason for driving employees away. Poor communication, micro-management, and a lack of control over one’s workday are big reasons to seek greener pastures.

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Benefits – medical and supplemental benefits are an important part of any job. Some employers will pay more for benefits; while others will pass off the charges to their employees. Almost every person wants an adequate and comprehensive plan of benefits and if you're current employer is failing to meet the bar, it is very good reason to look into a more beneficial career.

Purpose – are you in the profession you wanted to be in as a child? Chances are that you are not. But that doesn't mean that you can't be – there are plenty of adult education classes offered at local colleges and online to get the education you need in order to start that great career. We all want to feel like our career is what you were meant to do in life. You can achieve your dream – you just need to research and come up with a plan of action.

Unappreciated – many employers underestimate the power of employee praise and recognition. Many people are motivated by these forces and thrive off of appreciation. If those needs are not being met, then the person will slowly lose their drive and motivation and will resent their job. This is a big reason why many people will switch careers – so that they feel their efforts make a difference.

Layoff – okay, so this one is not really a choice, but it is still a reason for a career change. Turn the negative into a positive by exploring your interests and pursuing work that will make you happy and satisfied.

Changing careers doesn't have to be scary so long as you are prepared for the change. Make sure that you always keep your resume and references current. Stay in touch with how satisfied and happy you are with your current job. Do thorough research on other careers that interest you.

If a career change is not possible for you right now, consider approaching your supervisor with ideas on how to revamp your current position in order to make it more satisfying and meaningful for you.

Work is a major component of your life and the careers we choose should reflect that importance. It is not meant to just pay the bills (although that is a big part of it) – it is possible to derive pleasure and satisfaction from work.

The average person will dedicate over three-fourths of his or her life to work; therefore that work should mean something. It all boils down to the right to choose a career that means something to you.

Authored by: Linda Matias Career Coach at Career Coach Inc.

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www.glasbergen.com



"Ev erhav eo neof thosed ayswh ennot hinggo esr ight?"

Certification Maintenance

Do you fully understand what it takes to maintain your certification in the CPIM and CFPIM programs? Here are some suggestions should help. For a full and in depth explanation of how to maintain your certification go to the National website at www.apics.org.

Certification maintenance enables individuals with CPIM & CFPIM designations to demonstrate ongoing knowledge in their field and commitment to lifelong learning. Every 5 years following initial certification, participants in these programs maintain their certification status through a system of points (75 for CPIM and 100 for CFPIM) based on involvement in four activities.

1. Continuing Education (CE)
2. Presentations, publications, and educational development (PPED)
3. Service to the operations management profession (SOMP)
4. Professional membership (PM)

Certification maintenance cycles run in five-year intervals, commencing from the date of initial certification receipt.

APICS reserves the right to suspend certification for failure to acquire sufficient points within the designated five-year cycle or for failure to submit your application with payment by your deadline. APICS store your initial certification date and certification maintenance dates in its database. You are eligible to become certified for life at the age of 62.

How To Earn Certification Points

Points are accumulated from core areas that are part of, or related to, the APICS body of knowledge. Points can be earned through multiple sources, including educational programs sponsored by APICS, employers, other professional societies, degree-granting institutions, and other providers, as long as the program content directly relates to operations management.

Points can be accumulated in any combination from any of the four activity categories with greater emphasis in point earning in Continuing Education (CE) and Presentations, Publications, and Educational Development (PPED) with a maximum limit to point accumulation permitted in these categories.

I. Continuing Education:

One (1) point per instructional hour for attending any educational program or course that relates directly to operations management.

- A conference, seminar, workshop, or APICS webinar
- A certification item-writing workshop
- A region meeting with an educational component
- A professional development program
- A CFPIM OR CIRM review course
- A course offered by a degree-granting institution of higher education
- A training program sponsored by your company or another independent organization

Points can also be earned in Independent Study Programs.

- A college/university course that awards 3 credits will receive 48 points
- Home-study courses will receive 3 points
- All other courses with approved CEUs will receive 3 points per CEU credit

A total of 24 points may be claimed for full conference...

Continued next page...

Certification cont'd...

attendance, with partial points for part-time attendance. Ten (10) points will be awarded for any CPIM or CIRM exam passed after original certification.

II. Presentation, Publications, and Educational Development (PPED):

Two points per instructional hour for conducting the following programs related to operations management:

- Conferences
- Courses (including certification review)
- Meetings (instructional)
- Seminars
- Tutorials
- Workshops
- Other presentations directly related to operations management

Two points per article or contribution on a subject matter relating directly to operations management published in the following:

- Book
- Booklet
- Magazine
- Monograph
- Newsletter
- Proceedings

Five points for original operations management research that is ultimately published and distributed.

Thirty points for each written and published book that relates directly to operation management.

III. Service to the Operations Management Profession (SOMP)

Points will be awarded for participation at the association level of APICS.

- Five points per year as an executive officer of a governing board
- Four points per year as a member of a governing board
- Four points as the chairman of a standing council or committee
- Two points per year as a member of a standing council or committee

At the chapter level of APICS points will also be awarded for:

- Three points per year as an officer of a governing board
- Two points per year as member of a governing board
- Two points per year as the chair of a standing committee
- One point per year as a member of a standing committee

IV. Professional Membership (PM)

- Six points as a qualifying member of APICS.
- One point per year for membership in another operation management-related national or international organization.

To find out more and to download application forms and professional development journals, contact APICS Customer Support at (800) 444-2742 or (703) 354-8851 or visit the society's national web site at www.apics.org.

CSCP UPDATE

A major step in the introduction of the Certified Supply Chain Professional (CSCP) program was reached in March with the offering of the first pilot examination. On Saturday, March 11th CSCP candidates around the world went to designated testing sites to sit for the first or pilot exam. Locally, an estimated 100 candidates from the northeast and mid-Atlantic states converged on the Marriott Hotel at Newark Liberty International Airport to be part of this historic event.

Examinees included numerous APICS instructors who plan to teach certification review sessions. While others wanted to be one of the first to be recognized as a CSCP. Around 10 West Jersey Chapter members were among those who sat for the exam at Newark.

And now the waiting. APICS indicated that they would conduct a passing score study after a minimum of 300 people had taken the exam. Based on the Newark attendance, I'm sure the 300 was met on March 11th. The passing score study was to be conducted on March 31st and April 1st with results sent to March 11th examinees within two months of the exam.

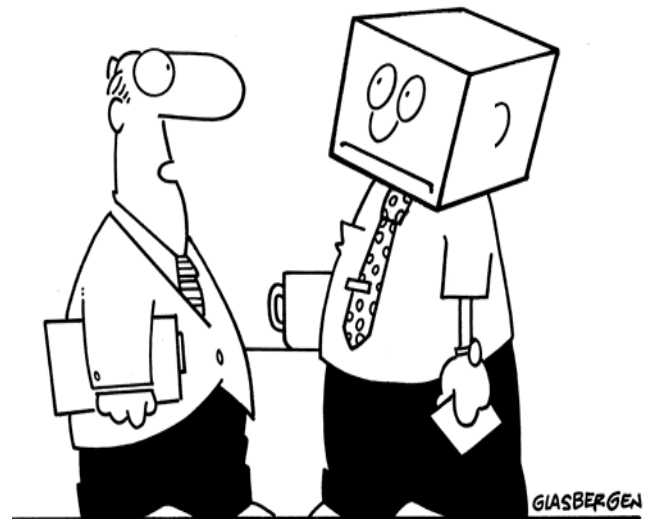
The second CSCP exam is scheduled for Saturday, June 17th. Total North America test sites will be expanded to 28 with Newark again being the closest. If you have plans on taking the exam on June 17th you should be aware of critical dates coming up soon. You must submit an exam eligibility application by **April 28th**. If you are found eligible, you must register for the exam by **May 8th**. Complete details, along with necessary forms, can be found at

<http://www.apics.org/Certification/CSCP/domestic.htm>.

As previously noted, the West Jersey Chapter will offer certification review classes for CSCP. Instructor materials went through a pilot process in February and final modifications are complete. Instructor materials will be delivered to the chapter in early April. Following a review of the material, we will establish a schedule for our first chapter course.

If you would like more information on CSCP, please contact Ralph Fariello at education@apics-westjersey.org.

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“Thinking outside of the box is difficult for some people. Keep trying.”

Asian Business Culture (Some tips on doing business in China)

In Asia, it is important to be aware of significant cultural features. Apart from having a general understanding of the historical and cultural background of the country you are dealing with, the more commonplace business culture in Asian countries includes toasting at banquets, handclasp, swapping cards and after-dinner activities such as singing at Karaoke clubs.

Asian negotiators have a reputation for being forceful, determined, and willing to take advantage of any weakness or opening. In order to negotiate successfully in Asia, Western companies should be sensitive to morals, behavior patterns and psychology, as well as business matters. The following is a list of points that companies doing business in Asia should consider, and tactics they should expect to come across during negotiations:

Asian businesspeople will react unfavorably to a person they consider to be ill mannered, inconsiderate or conceited and welcome someone who is honest, courteous and determined in approach.

Asian cultures place an emphasis on establishing a relationship, and so will focus on learning about your company before concentrating on the agreement.

Avoid embarrassing people and causing them to lose face in the presence of others. If possible, criticize in private, or even better, use an intermediary to convey.

Conduct a feasibility study on the Asian company prior to your first meeting. Research current economic conditions and government policies as thoroughly as you can.

Eating and drinking play a key role in business in Asia, and it is often during dinner that the most important business relationships develop.

Gift giving is normal Asian business practice and only small gifts are necessary (e.g. bottle of alcohol, carton of cigarettes etc.). Lavish gifts may indicate that a special favor is expected in return, so beware.

Good preparation is essential in order to achieve an acceptable result. Expect your opposition to know your company, your products and the industry and to ask penetrating questions.

In most negotiating sessions, businesspeople will speak both their native language and English. Western negotiators should therefore have available a native speaker on their team.

Negotiations really only begin as the venture progresses, and the real substance of the relationship develops as the two parties negotiate issues and events, which arise on a daily basis. For substantial investments, on-the-ground representation is particularly crucial to success

Reprinted from The Asian Business Site & Apapadimos@mccauley.acu.edu.au

Look at a day when you are supremely satisfied at the end. It's not a day when you lounge around doing nothing; it's when you've had everything to do, and you've done it.

Lord Acton

CAREER CORNER

The West Jersey Chapter of APICS provides as a service to its members information on new positions.

If you are interested in any of these opportunities please send your resume electronically to Vice President Employment at employment@apics-westjersey.org.

To advertise a job opening, please send position overview to Vice President Employment at employment@apics-westjersey.org.

These are the latest posted positions available.

West Jersey Chapter

Posted March 19, 2006

Associate Manager, Change Mgmt Morristown, NJ

Check our web site for more detailed descriptions.

www.apics-westjersey.org/careers

Central Jersey Chapter

Contact Thomas Raimondi, Director of Employment or on these and other open positions:

E0454 Demand Planner (2)	Morris Cty
E0455 Production Planner	Middlesex Cty
E0456 Project Manager	Morris Cty
E0457 Forecast Analyst	Parsippany
E0458 Project Manager	North Jersey
E0459 Supply Chain Manager	North Jersey
E0460 Demand & Supply Analyst	Bergen Cty

Northern New Jersey Chapter

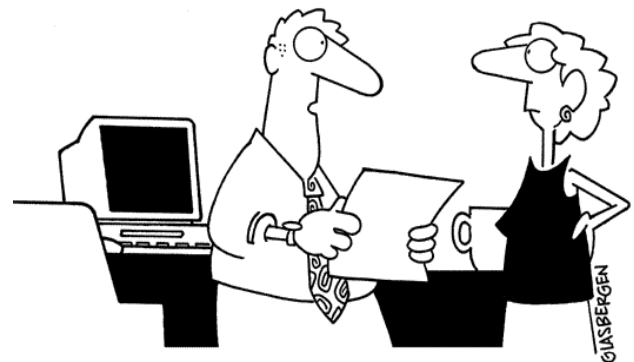
Contact Donna Giofre, Employment Chairperson for more info.

Or check the web at www.apicsnonj.org.

Sr. VMI Category Analyst	Panasonic
Parts Manager	Panasonic
Sr. Demand Planner	Panasonic
Production Planner	Whippany
Planner, Production/Material	Wayne
Sr. Supply Chain Planner	Westchester Cty

Check out the Career Tools section of the APICS National web site for some useful tips and ideas. Go to www.apics.org enter your user name & password then click on Resources – Career Center – Career Development Tools.Good hunting.

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"It may be a difficult position to fill. We need to hire a brilliant person who isn't smart enough to know we're underpaying him."

Mark your calendar now for Thursday April 20, 2006



APRIL PROFESSIONAL DEVELOPMENT MEETING and Plant Tour

Co-Sponsored By Central Jersey, Northern Jersey, West Jersey Chapters

**EXECUTIVE PANEL PRESENTATION ON
DOING BUSINESS IN CHINA**

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Thomas Tsui

Sr. Manager Bus. Dev. OOCL Logistics

Moderated by Art Shaffer,

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Plant Tour – Weiss-Aug Co, Inc. www.Weiss-Aug.com

A custom insert molding, precision stamping, and assembly manufacturing company

Location: Hanover Manor, 16 Eagle Rock Avenue, E. Hanover, NJ 07936

Cost: \$40 Pre-register, \$45 at the door – PayPal, Credit Card, Check

To register: apics-cjer.org



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Next PDM April 20, 2006

EXECUTIVE PANEL PRESENTATION ON
DOING BUSINESS IN CHINA

(A joint meeting with the Central Jersey, Northern Jersey and West Jersey Chapters)