

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 – Dan Moore

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May 2009

APICS Professional Development Meeting May 21, 2009

Turnaround X-ray Vision

Presented by Walter Simson, Vantor LLC

In today's current economic environment, it is imperative that one stays ahead of the competition. As 2009 will continue to be a challenge for us all, positioning your company as a leader in the field and focusing on its core competencies will be the only way to survive.

Please join us on Thursday, May 21st at the East Hanover Manor as Walter Simson presents Turnaround X-Ray Vision, an in-depth look at strategies for predicting company failure. Walter will have several case studies to share with our group.

5:30 – 6:15 pm	Networking
6:15 – 6:30 pm	President's Welcome
6:30 – 7:30 pm	Keynote Presentation by Walter Simson
7:30 – 9:00 pm	Dinner

Program Cost: \$35 pre-register, \$40 at the door

Non-member \$40 pre-register \$45 at the door

To Register: <http://www.apics-westjersey.org/Events.htm>

Location: Hanover Manor, 16 Eagle Rock Ave, East Hanover, NJ 07936

About the speaker:

Walter Simson – Founder – Vantor, LLC

Vantor LLC was founded by Walter Simson, who started his career in capital markets, and who was introduced to the rigors and pressures of a turnaround situation when he took time off to help his family's web printing operation. Finding that the company's trusted controller was stealing only began the challenge of turning around the company, which had a troubled bank relationship, lack of systems and most importantly, a misunderstanding of the relative profitability—or lack of profitability-- of its products.

**Coming on June 18th
Member Appreciation Night!**

PRESIDENT'S MESSAGE

*Dan Moore
President*



I'd like to start off this month's column with a big announcement! Our June Meeting has been declared a Member Appreciation Night! In appreciation of all of our members we will be hosting the June meeting for a flat rate of \$15! Our chapter has nearly 300 members and I hope that most of you will take advantage of this night to come out and learn. Grab a co-worker and come join us. We will be having Jeff Bragar speaking on communicating metrics. We all know the old saying that you can't improve a process unless you can measure it, so this should be a beneficial evening for all of us.

I would also like to mention that on May 14th the Northern New Jersey Chapter will be celebrating their 50th Anniversary with a meeting at the Sheraton Hotel in Mahwah, NJ. We will all enjoy listening to the CEO of APICS, Abe Eshkenazi, talk about the current state of our organization. He is a very interesting presenter and I'm sure he will be happy to answer questions that you might have. Check out www.apicsnonj.org for more info.

Have you seen the latest enhancement to your APICS membership? APICS has just inked a deal with the Supply Chain Council (SCC). The SCC is the leading authority on supply chain methodology, diagnostics and benchmarking. This deal will give us member rates on SCC training classes and SCOR Professional Certification. It will also give us access to the SCORmark benchmarking program and member pricing at SCC events. You can find out more at: www.apics.org/scc

I hope to see you all out at our PDM this month on May 21st and don't forget that next month we will be having the Member Appreciation Night!

Best regards,
Dan Moore
President

EDUCATION NEWS

CSCP Pins Awarded



(fr. l to r) Nikhil Dhemre, Randy Millican, Ralph Fariello, Mike Whiting and Nate Dills.

At the April PDM, the West Jersey Chapter was very proud to present pins to our newest certified CSCPs. Ralph Fariello, VP of Education, presented the pins to Nikhil Dhemre of Colgate-Palmolive, Randy Millican of Lapp USA, Mike Whiting of Johnson & Johnson and Nate Dills of Novartis. Also receiving a pin but not present is Gary Maxwell of Honeywell. Congratulations to all of you!

April PDM



Jack Lowry and Lauren Hoffman of GE Aviation.

APICS members Jack Lowry and Lauren Hoffman presented their experiences in getting GE Aviation to migrate from a traditional ERP/MRP setup. Thanks guys for a terrific job!

Welcome New Members!

Melissa Apgar	Ingrid Knies
Michelle Brieske	Bill Lenihan
Shawn Clancy	Brad Moose
Darrell Crocker	Tina Perry
Daniel Dawson	Dan Sempiti
Tracy DeMiglio	Steve Sosnowski
Kelli DiPoalo	Mario Stavrou
Karen English	Andrew Tarrant
Chrisie Fong	Maria Tetens
Charles Gallagher	Alan Thomas
Kimberly Garcia	Ariel Vazquez
Bruce Horn	Gema Verdin
Jim Hwang	Jane Yao
Mary Johnson	

Frank Talk

By Don Frank, CFPIM, CIRM

When APICS was first formed, it was the American Production Inventory Control Society, and the acronym was A.P.I.C.S., and CPIM was Certified and Production Inventory Management. Notice that it was not "production and inventory management."

At the beginning of our society, a group of men got together, concerned with differentiating common inventory from that inventory which was involved in the production of products. This evolved into the concept of a bill of material, which in effect, lifted all of the inventory items which went into the product, and from this evolved MRP and ERP and today's supply chain management. Frankly speaking, it is well to remember that our roots were in managing that inventory that went into making products.

Tales Out of School

By Dan Wohl, CPIM

Rob Peterson, Customer Logistics Manager at Mars Snackfood US in Hackettstown, is on track to be CPIM by 6/27/09. The Franklin Lakes native and Lycoming College graduate has over 20 years experience with companies as diverse as Lipton, Bristol Myers Squibb, BASF, and BOC. Recently Rob sat down with *The Dispatch* to share his certification story.

Q: When did you first hear about APICS?

A: About 5 yrs ago, through Gary Pezzuti in the West Jersey Chapter. What I was doing was looking for different job opportunities, and he mentioned checking out APICS to get a better understanding of logistics and supply chain.

Q: How did you meet Gary?

A: I was looking for recruiters in the neighborhood of where I lived, that's how I came across his name. I spoke with me, he mentioned where the meetings took place.

My career was going well, I was at the point where I did multiple things and I saw it as an opportunity to see what else was out there, and from there make a decision as to what I wanted to do in the future outside of primarily what I did which was different operational roles. I did customer service, a lot of selling, merchandising, so I wanted to see the world of logistics and supply chain especially once I was introduced to a meeting. There was an immediate spark where I said "I like to find out more about what this entails, what this involves." So here we are.

Q: What happened at your first meeting?

A: I met some people, and I was interested in hearing the presentation.

Q: What was your co-workers knowledge of APICS?

A: I was working at Bristol-Myers-Squibb and they had a huge program involving APICS. I took what is typically an eight or nine week course and we did it in two-and-a-half days.

Q: So Bristol-Myers was looking to get people certified?

A: Yes. Worst case if not certified, offer the course to gain more knowledge of the supply chain and as a venue to explore potential career options. They saw it as a true strength, a true development area for the people that worked at Bristol.

Q: Who taught these courses?

A: They had someone at the chapter, sometimes they would change who the instructor was. I think they had a group of two or three that rotated.

Q: How long did you do this with Bristol?

A: With Bristol I just took the one course and then my career went in a different direction. I went to Mars, and when I went there I knew I had an interest with APICS. I talked to my boss when I first got there, but I wanted to get familiar with the culture of Mars, so I waited a year. It was the winter of 2008 when I began the journey to get CPIM.

Q: What about the culture encouraged you?

A: I was sold on it by going to the PDM's and the people I met there. It was a matter of fitting it into everything else I was doing. I wasn't pressured by anyone, I made it part of my own development plan for Mars, it was self-initiated.

Q: What about Mars' culture?

A: They are involved with it as well, there's a bunch of people in Supply and Logistics that are certified already. In the fall of 2008 Ron Dolan started teaching a course, Intro to Supply Chain, and there's 15-20 Mars associates that are part of that, and it will be formalized into a *continuous* program done on a regular basis on the Mars campus versus going to an outside source or campus.

Q: Does Mars look at it as going to improve their company?

A: Absolutely. There's a bunch of supply leaders that have their certification already. They highly recommend it, they understand the benefit of it and they encourage employees to get enrolled and get certified. They expect something back, not only to take the test and pass it but to also apply the knowledge learned to improve things at Mars and to collaborate on improving things with the customers.

Q: How many exams have you passed so far?

A: I've passed three exams: Intro to Supply Chain, Detailed Scheduling and Planning, and Master Planning of Resources. All three with Mars. When I took the course at BM, I did not pass the first time. It was a 2-1/2 day cram session for material that takes 8-9 weeks to cover. In my case, I've seen the benefit of taking the instructor-led course. I like the concept of having someone I can bounce ideas off of, and that's something you don't get of you study on your own.

Q: What day-to-day situations at Mars do you think about APICS concepts and how to apply them?

A: At Mars, I took it upon myself to get connected with someone from our plant. Where I work, it's not only an office building, it's also a factory. I partnered up with someone from our plant and they basically walked me through, they were familiar with APICS concepts, they'd bring in a plate of concepts and show me where they applied it in the factory.

Q: Who taught your classes?

A: Joe Aiello, Ralph Fariello, and Mike Wohlfahrt. Currently I'm with Ron Dolan.

Q: Tell me about the style of teaching.

A: What I liked most about the course is people bringing in outside experience and applying it to the concepts. That's how I learn best, by applying a concept to what I can visualize, that's my best learning method.

Q: That's how many people in our field learn best. So being in a class with other people from other companies, it was good to hear about their real-life experiences, not just the instructors.

A: Absolutely. That's a good point. What would happen, because of people communicating, if someone had an example someone else might be able to relate to the concept. So it wasn't just the instructor, it was anyone who was part of the class. By having different

companies there, there'd be a crossbreed of industry experience to apply to what you tried to learn.

Q: How many people at Mars have CPIM, and are they all in the supply chain department.

A: At least 10, maybe 12. Pretty much supply chain, logistics, planning. Plus there's 15 to 20 taking the courses.

Q: How about the rest of Mars? How do they view APICS? Do they know much about? Do the people who are certified help the other department, say quality, engineering or sales, understand the concepts?

A: APICS is something that's well respected at Mars. Do people take every concept and apply it? No, but you can hear the lingo all the time. There was an original meeting that Bill Nickle initiated. Ralph Fariello came in to an audience of about 75 people. This was back before the first course was taught at Mars in summer 2008. The purpose of the meeting was to say "This is APICS, this is what we do, this is what it's all about." Because of that, more people understand what it means. The people in the course now, for the most part, are self-initiated. I don't think the boss told them they had to go, but in my case, it's part of my objectives. I told my boss how important I thought it was to get my certification.

Q: Would you say that the more CPIMs you have in the department, the more that type of thinking permeates the department?

A: I would expect that to be the case, it only make sense. Just like anything else, you have a group of colleagues that go to a course or a seminar, you're going to come back and, depending on what happens, potentially it could infiltrate the rest of the department. And it may not, it depends on what you do with the information. One of the things I've heard about Strategic Management of Resources, the last module I'll be taking, is that you can really apply it to your job. My intent is to do just that. In fact, the other day I was talking to my boss about my objectives for this year, and I said to him my goal is to bring that back to the business. So after I get certified I'll be asking, "I've learned this concept, where can I apply it at Mars?" Or, "Let me check out your plant, I might have some ideas as to what might not be working." So I expect to apply the knowledge I have.

Q: After you earn your CPIM, what other certifications do you think you'll be looking to get?

A: I'm interested in the CSCP, and from there, we actually have a Supply Chain College which is internal to Mars where they develop supply chains. We're a global company. It's an intranet site where you can learn more about supply chain. I'll probably be looking to see what's available through that as well. I'll definitely start with the CSCP and go from there.

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NUMEROUS TEMPORARY POSITIONS AVAILABLE:

Buyers; Planners; Project Managers; Supply Chain Analysts; Operations Management. In Bergen, Essex, Morris, Middlesex and Somerset counties.

For any of the above positions, please contact:
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973-875-3300 **garyp@nac.net**

EMPLOYMENT NEWS

Positions Available

Planning/Scheduling Manager

For a manufacturing firm located in southeastern PA. They are looking for a Planning and Scheduling Manager..person must have a 4 year degree and be APICS certified...and 5 years managing planning and scheduling in a fast paced, high mix/low volume environment...should be a subject matter expert in MRPII processes including master production schedules, item masters, bills of material etc...

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 the indicated contacts or to Vice President Employment at dwohl@apics-westjersey.org.

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



CELEBRATE 50 YEARS WITH NORTHERN NEWJERSEY

May 14, 2009

Sheraton Crossroads Hotel, Mahwah, NJ

<http://www.apicsnonj.org/dinner.htm>

The Northern New Jersey Chapter of APICS is celebrating their 50th Anniversary this month. Come and help them celebrate! Abe Eshkenazi the CEO of APICS will be speaking. Abe is a delightful presenter and will share his knowledge about the latest and greatest that is going on with APICS. Be sure not to miss this!

The 13th Annual Joint Meeting

Hosted by Central Jersey APICS & ISM-NJ

Wednesday, May 13th, 2009

Guest Speaker: *Linda Trignano*



“Communicating with Impact... ... to Get What You Both Want”

Radisson Hotel

Centennial Ave – Piscataway, NJ
732-980-0400

Registration begins @ 5:30 PM

\$40 for APICS members, \$45 for non-members
Register at <http://www.apics-cjer.org>

“Communicating with Impact to Get What You Both Want”



Managing your relationships with others is critical to success in business today. Your suppliers, your manager, your peers, and anyone else you communicate with throughout your day impacts your work. Factor in the fast pace of change and the ever present need to keep current in your field and you understand why communication is often so challenging. Your work reflects how well you communicate in the many roles you perform.

This workshop will provide insight into how your communication style influences your role as purchasing agent. We'll look at the link between stress and communication for a better understanding in how to manage the fast pace we all work at today. You will be able to use the understanding you gain in every communication you have both professionally and personally. Understanding how our personal priorities influence our behavior and learning how to flex between the different styles will help you

reach others more effectively – a valuable skill on the job, selling an idea and every conversation in between!

Linda Trignano, owner of HR Performance Solutions, LLC works within four practice areas that include utilizing the DiSC insight assessment tools to develop leaders and teams; developing teams, leadership and interpersonal skills; coaching for workplace productivity as well as grief coaching within the workplace. Focus is on helping individuals, teams and managers in organizations effectively manage an employee's period of grief and loss.

Linda draws on 23 years of corporate Human Resource experience (AT&T) helping individuals and organizations drive change. She holds a Master's Degree in Mgmt & Supervision, a BA in Communications, Coaching Degree from Coach U, HR Certification from Rutgers University and Project Management, Masters' Certification from Steven's Institute of Technology.

Forum / Pre-Dinner Meeting

5:00-5:45 PM Interactive Discussion

Business Etiquette

“Do’s & Don’ts in the Workplace Today”

Gary Pezzuti – Placement Professional
North, Central & West Jersey Chapters



Business and cultural norms are forever changing. As always, how we express ourselves and interact in business today is important to us and our careers. How we are perceived is even more critical – ‘message sent’ vs. ‘message received’.

We are all in this together... and while we all seek to improve our effectiveness, certain norms are expected... some outdated. Both old traditions and new perspectives will be discussed and challenged.

This structured discussion will ask participants to step back and see the impact of how we interact with each other in the work place.

Topics to be discussed:

- Basics Your Mom Taught
- Human Interaction
- Phone
- E-Mail
- Meetings

What you will learn:

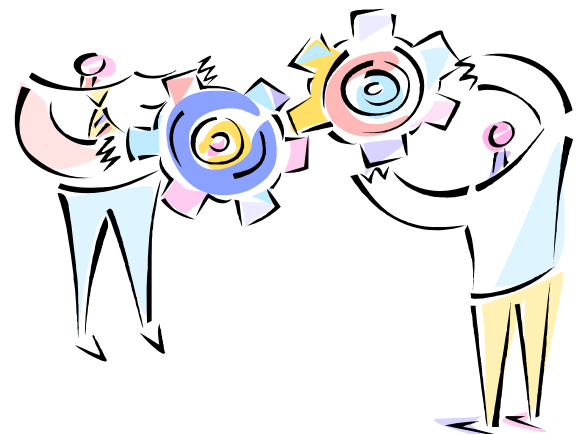
- The standards by which you are judged... like it or not.
- How to become more effective
- Develop better relationships

Who should attend:

- All those who draw a paycheck
- Anyone who interacts with people or technology

What you will take away:

- An insight into generational perspectives
- An honest evaluation of your present perspective
- An appreciation of the ‘larger picture’





PLATINUM AWARD in APICS CBAR
Program

