

# 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

Volume 27, No. 7

September 2008

*COME JOIN YOUR FELLOW PROFESSIONALS*

### **APICS Professional Development Meeting September 18, 2008**

#### **Effect of Rising Transportation Cost**

**George Harry, Johnson & Johnson Sales and Logistics Company, LLC**

Transportation leaders everywhere are facing significant challenges in supporting today's Global Supply Chains. In this discussion, Johnson & Johnson's Sales & Logistics Company will share several of the top priorities and strategies receiving focus by this Healthcare provider.

<b>5:30 – 6:00 pm</b>	<b>Networking</b>
<b>6:00 – 6:30 pm</b>	<b>President's Welcome</b>
<b>6:30 – 7:30 pm</b>	<b>Keynote Presentation by George Harry</b>
<b>7:30 – 9:00 pm</b>	<b>Dinner</b>

**Program Cost: \$35 preregister, \$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**

**George Harry, Director, Global Transportation Organization; Johnson & Johnson Sales and Logistics Company, LLC**  
George Harry has been the Director of the Global Transportation Organization (GTO), since its formation in 2000. The GTO is now responsible for over \$380MM in annual spend for all modes of domestic and international transportation in support of over 25 Johnson & Johnson Operating Companies across the Consumer, Medical Devices & Diagnostics, and Pharmaceutical businesses. He leads a 48-member team that provides Transportation Sourcing and Supplier Performance, Load Planning, Transportation Support Services, Transportation Operations, and Customs, Regulatory, and HazMat Compliance.

Along with his responsibilities as Director, between January 2003- June 2004, George served as Interim Vice President of Operations for the Johnson & Johnson Sales & Logistics Company. George has over 24 years of experience in the logistics field with Johnson & Johnson, Procter & Gamble, Rhone-Poulenc Rorer and Novartis Consumer Health.

## ***PRESIDENT'S MESSAGE***

*Dan Moore  
President*



Where did it go....It seems like only yesterday we were celebrating the July 4<sup>th</sup> holiday and now the kids are back at school. Well, the cooler weather means we should all get back to our educational needs. This month we will be starting up our Professional Development Meetings again and offering several classes to help our members get their certifications! The chapter will be offering review classes for both the CPIM and CSCP exams.

I would also like to take this opportunity to give a BIG thank you to Pete DeCarolis for all his hard work as President over the last couple of years. Pete volunteered his time and energy to help make this chapter a great place to learn and to meet people in our profession. I can only hope that I can feel his big shoes! Although no longer president, Pete will continue to sit on the board as VP of Marketing.

As most of you know, at the June meeting the membership voted on the four elected positions for the Board of Directors. In addition, there are also several members that volunteer their time to sit on the Board of Directors. These individuals are indispensable for making everything that the West Jersey Chapter does possible. In charge of education is Ralph Fariello who does an absolutely incredible job of managing and teaching the classes offered by the Chapter. We have Nate Dills and Johnna Sucha who are working diligently on putting together our PDM and Plant Tour program for this year. Helping them run the PDMs is Hilary Anderson.

In addition to graciously hosting our board meetings, Dawn Fletcher manages our company coordinator program. Rounding out the line up, we have Dan Wohl managing our career listings and Steriling Biddle doing a wonderful job with maintaining our website.

New to the board this year is Bob Spitz who will be taking over the reins as VP of Membership. We thank him for volunteering and warmly welcome him aboard. With all this great talent we still have room for someone to help out with our monthly newsletter. If there is anyone out there that likes to be creative, please feel free to contact me!

Hope to see you all at our PDM on September 18<sup>th</sup>!

Regards,

Dan Moore  
President

## **EDUCATION NEWS**

### **SCHOOL BELLS ARE RINGING**

Throughout the land summer frolic is ending and the sound of school bells has returned. The end of summer also signifies a time where you should be evaluating your need for continuing education. Developments in operations management are continuous. Can you afford to not stay up-to-date?

The West Jersey chapter is offering three certification review classes starting in September. Why not sign-up for one today and encourage your fellow professionals to do the same.

Our fall 2008 offerings are:

- **Certified Supply Chain Professional.** To date 26 West Jersey members (10%) have recognized the benefits of this newest APICS certification program. CSCP review classes will start on Tuesday, September 9<sup>th</sup> and will be complete in time for the December 13<sup>th</sup> examination. See <http://www.apics-westjersey.org/Course-CSCP.htm> for further information. For pricing and registration contact the VP Education at [apics@comcast.net](mailto:apics@comcast.net).
- **Basics of Supply Chain Management.** Basics is the first of five modules in the Certified in Production and Inventory Management program. If you have ever thought of becoming CPIM, you should start with this first step. If you do not plan on certification, still consider Basics. The course provides a great understanding of supply chain topics. Basics will be offered on Mondays starting September 15<sup>th</sup>. More details and registration at <http://www.apics-westjersey.org/Course.htm>.
- **Detailed Scheduling and Planning.** DSP is the third module in the CPIM program. Course content emphasizes the use of material requirements planning in a manufacturing firm and the planning, management and control of inventory. DSP will be offered on Wednesdays starting on September 17<sup>th</sup>. More details and registration at <http://www.apics-westjersey.org/Course.htm>.

## SUMMERTIME RESULTS IN NEW CERTIFICATIONS

While many of us spent the summer months relaxing, several of the West Jersey chapter members took on the challenge demonstrating their operations management knowledge and sat for certification exams.

### **CSCP**

We are proud to announce our newest CSCP members who passed the June exam.

Erica Breiterman, CSCP  
 Timothy Burlage, CSCP  
 Miguel Cortina-Molina, CPIM, CSCP  
 Andrew Janiszewski, CSCP  
 Joe Lehr, CSCP  
 Bill Nickle, CIRM, CSCP  
 Thomas Stack, CSCP

Erica, Timothy, Miguel, Andrew, Joe and Thomas were students in the CSCP certification review class we offered in the spring and taught by Joe Aiello, CFPIM, CIRM, CSCP. In addition, non-member Eva Dengelegi, CSCP took the class and passed the exam.

### **CPIM**

Two West Jersey members completed their fifth CPIM examinations in July. They are:  
 Denise Demkowicz, CPIM  
 Howard Peschel, CPIM

Denise was an alumnus of West Jersey certification review classes.

Congratulations to all the new certified members.

## **EMAIL ADDRESSES**

One way we stay in touch with West Jersey members is through emails. We send emails out whenever we have news regarding our professional development activities (educational offerings, seminars and dinner meetings).

For the majority of West Jersey members we have an email address. However, for some of you we do not.

If your name is in the following list please send a note to [apics@comcast.net](mailto:apics@comcast.net) so that we can update your record. Thanks!

Anna Arce	Richard Macri
Floyd Askew	Kevin McGinley
Brian Bajor	Eric McShea
Lana Barquin	Craig Morse
John Becker	William Munden
Tracey Crawford	Pat Nestor
Frank DiCarlo	Kris Nicholson
Tom Elliott	Matt O'Malley
Marty Huff	Jennifer Porter
Matthew Ivanicki	Mary Scheibner
Chris Jiamboi	Cheryl Silva
Maritza Kibler	Ginny Snodgrass
Dickson Lane	Catherine Von Ameln

**Become a Certified Professional in  
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[www.cpdftraining.org](http://www.cpdftraining.org)

**Hans Levenbach, PhD  
Program Director, CPDF  
152 Speedwell Avenue  
Morristown, NJ 07960  
Toll free (USA) (800) 335-7487  
Voice: (973) 267-9269**

## West Jersey Chapter Awards

### Company of the Year



*(fr. l to r) Ken Blankenhorn, Director Product Supply for Bayer Healthcare and Tony DeVincenzo, Exec VP West Jersey*

In 2007 the board of directors had lost its meeting place and Bayer Healthcare was kind enough to step forward and offer their facilities for our use. For this effort in helping the chapter, West Jersey APICS proudly presented the Company of the Year award to Bayer Healthcare. Ken Blankenhorn, the Director of Product Supply for Bayer, was on hand to accept this award.

Thank you Bayer!



**Bloomfield College**

Attention SUPPLY CHAIN PROFESSIONALS:

The Bloomfield College Materials/ Supply Chain Program is back and better than ever! Whether pursuing a certificate, degree or individual courses, you can make a positive impact on your company's bottom line. Contact Jeff Bragar now at 908-268-6460 for more information. [www.bloomfield.edu](http://www.bloomfield.edu)

## APICS Members Donate



Captain Witt, recipient of a recent APICS West Jersey donation containing medicine from Novartis Consumer Health, is seen here with General Petraeus of the 101st Airborne Division. If you'd like to involve your company in our donation program, please contact Nate Dills at [nate.dills@yahoo.com](mailto:nate.dills@yahoo.com)

## Welcome New Members!

Lisa Andrisano	Lauren Hoffman
Anna Arce	Robert Nalwasky
Stephanie Buntine	Karen Ortstein
Tracey Crawford	Pallavi Parikh
Nancy Fernandez	Irene Pasculli
Manuel Gonzalez	Jose Roldan
Annette Grant	Sam Rubin
Michael Hayes	Carmen Smester
Tara Hickey	Herman Veal

## EMPLOYMENT NEWS

Permanent Placement • Interim Professionals  
Executive Recruiting • Contract Employees

### **Summit Group Consultants, Inc.**

**Gary W. Pezzuti**  
Senior Partner

16 Voight Lane  
Lafayette, NJ 07848

(973) 875-3300  
Fax (973) 875-3248

E-Mail: [garyp@nac.net](mailto:garyp@nac.net)

## Positions Wanted

**Director, Plant Manager, VP/GM Available – Sr.** Mgmt Exec with 20-year Technical and Mfg Mgmt background seeking new opportunity in the NJ / Eastern PA region. GM/P&L exp, Mfg, Ops, Engr, Proj Mgmt, EHS in various sectors, incl. Plastics, Pkg, CPG, Regulated (FDA/USDA). Seeking full-time or consulting assignment. BSME, MBA. 267-246-8714 or [wendala@msn.com](mailto:wendala@msn.com)

## Positions Available

### PRODUCTION PLANNING /MANUFACTURING MANAGER

Responsible for production planning and manufacturing operations of a small light electrical and electronic products company of about 50 non-union factory people located in lower Westchester county.

Must have hands on experience in implementing/working with all aspects of MRP system in a small company environment. Good computer skills.

Ideal for a person ready to roll up his sleeve and get it done.

Email detailed resume including salary history in confidence to [sshankar@tork.com](mailto:sshankar@tork.com).

### **Supply Planner & Sr. Supply Planner**

- Supply Planner reporting to the Manager of Supply Planning.
- Own the inventory planning and master scheduling for 2 of 9 plants located throughout the US.
- Ensure month-to-month capacity is available to deliver on demand.
- Work with line schedulers at respective facilities to ensure plants achieve their given schedules.
- Manage deployment of finished goods to 13 DC's throughout the US.
- Measure and drive continuous improvement efforts related to schedule adherence, inventory and manufacturing cycle times.
- Identify and resolve imbalances between Supply and Demand.
- Actively participate in the monthly S&OP meetings.

### **Background Required:**

- 2-5 years of MRP, production planning, capacity planning, or supply planning experience.
- Prefer working knowledge of Lean or 6-Sigma process improvement.
- Experience in high volume Consumer Goods preferred.
- Experience with tier-1 applications like Manugistics and SAP.
- Bachelor's Degree a MUST.
- Proven track record of success in similar role.

### **Compensation Plan:**

- \$60-85K base salary + bonus.
- Full benefit package including medical, dental, disability and 401 (k).

For consideration, please submit your current resume to:

### **Jason Breault**

Managing Director  
TopGrading Solutions  
519 American Legion Hwy, Bldg 6, Suite 12  
Westport, MA 02790  
[jason@topgradingsolutions.com](mailto:jason@topgradingsolutions.com)

### **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:

**Gary Pezzuti**  
**973-875-3300**

**Summit Group**  
**[garyp@nac.net](mailto:garyp@nac.net)**

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](mailto:dwohl@apics-westjersey.org).

To advertise a job opening, please send position overview to Vice President Employment at [dwohl@apics-westjersey.org](mailto:dwohl@apics-westjersey.org).

### **APICS Crossword Puzzle**

**Sharpen your pencils! As a special treat in this addition of the Dispatch we have included an APICS Crossword. We will publish the answers in next month's Dispatch.**

## **2008 New England Supply Chain Conference & Educational Exhibition**

**A One-Day LOCAL Conference**

**Monday, October 6, 2008**

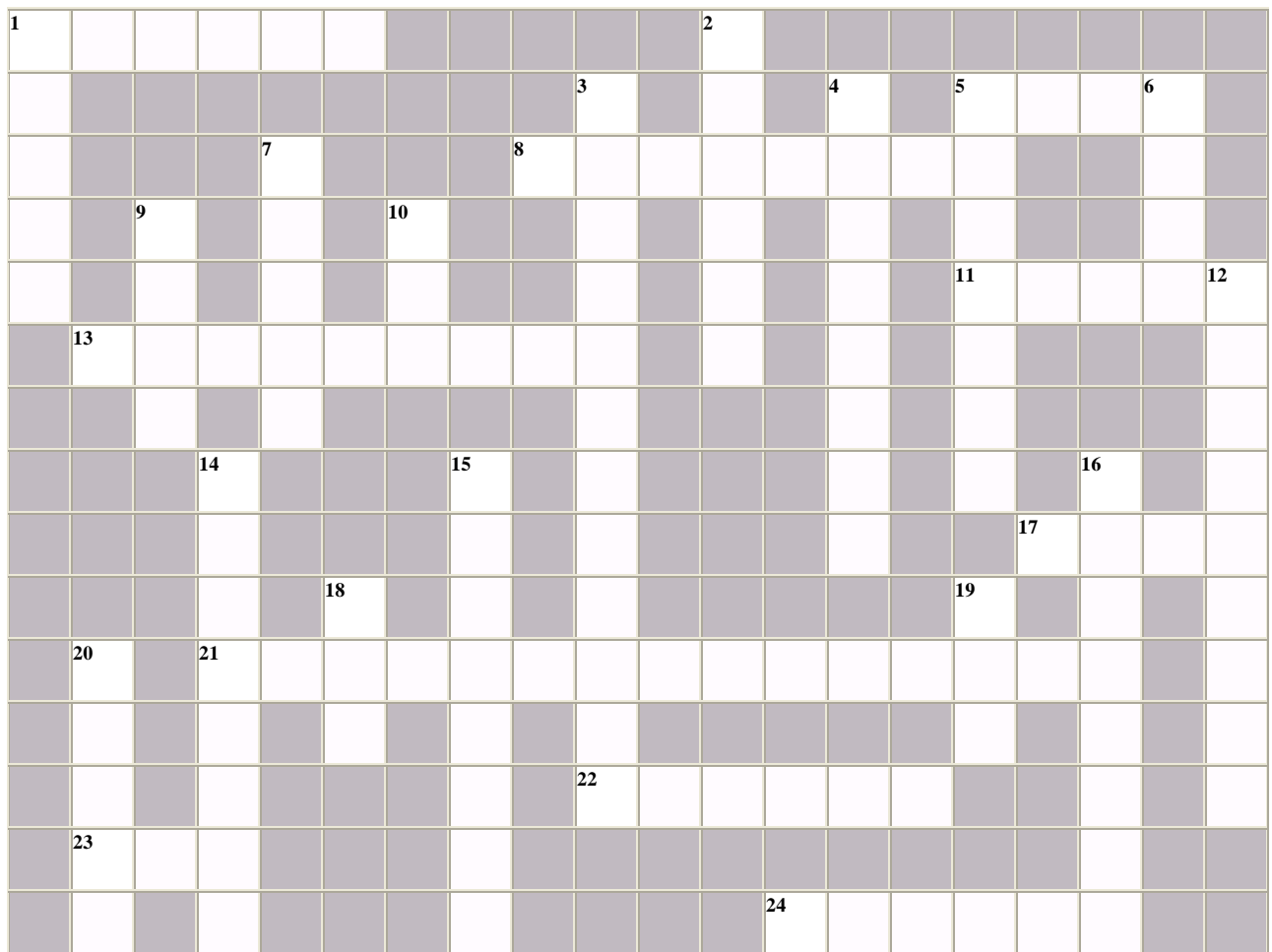
**Best Western Royal Plaza Hotel & Trade Center**

**Marlborough Massachusetts, in the Heart of New England**



*Presented by*

**The New England Supply Chain Collaborative**  
**[www.newenglandsupplychainconference.org](http://www.newenglandsupplychainconference.org)**



**Down**

1. ITEMS IN INVENTORY
2. GROSS OR OPERATING
3. ATTRIBUTES USED IN A FIELD, SECTOR OR FUNCTION
4. REMOVE AN ASSET FROM THE BOOKS (2 words)
5. PERFORMANCE MEASUREMENT SYSTEM
6. POINT CONNECTED BY ARROWS IN NETWORK
7. WAITING LINE
9. SET GOALS AND CHOOSE WAYS TO USE RESOURCES
10. PREREQUISITE TREE
12. ADJUST OBSERVED DATA TO STANDARD
14. METHODOLOGY FRO THE IMPROVEMENT OF BUSINESS PROCESS
15. PACKAGING, MARKING, WEIGHING, LOADING
16. INVENTORY TURNOVER SYN.
18. TIME BASED COMPETITION, ABR.
19. WORK IN PROCESS
20. DETAIL THE METHOD OF MANUFACTURE

**Across**

1. GOODS AVAILABLE FOR USE
5. GROUP VALUE AVERAGE
8. ANYTHING THAT ADDS VALUE
11. NET CHANGE MRP
13. DETERMINE INVENTORY WORTH
17. 7 CATEGORIES OF WASTE
21. SOLUTION FROM A NARROW POINT OF VIEW
22. UNIFIED GROUP TOWARD ACIEVEMENT OF A GOAL
23. JAPANESE STYLE APPROACH TO QUALITY MGMT.
24. ANY SELLER IN A MARKETPLACE

## 2008 Professional Development Meetings

September 18<sup>th</sup>

“Effect of Rising Transportation Cost” *presented by George Harry*

October 16<sup>th</sup>

“Contract Manufacturing” *a panel discussion*

November 20<sup>th</sup>

“Releasing Value From Indirect Material Stores Operations” presented  
by Ken Wellington and George Krauter

December

Holiday Party

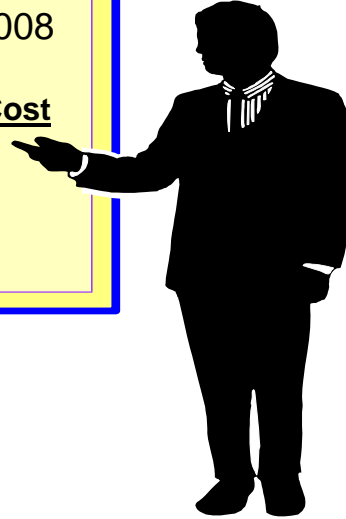


**Our Professional Development Meetings are held at the Hanover Manor in East Hanover. Check our web site for more information at [www.apics-westjersey.org](http://www.apics-westjersey.org)**

Next PDM September 18, 2008

Effect of Rising Transportation Cost

*COME JOIN US!  
NETWORK & LEARN*



The Association for Operations Management



PLATINUM AWARD in APICS CBAR  
Program