

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 25, No. 1

Sept, 2006

APICS Professional Development Meeting Thursday September 21, 2006

Executive Panel Discussion

Panel participants:

Ken Blankenhorn – Bayer Healthcare Director Product Supply

Seawillow (Sea) Hanson – Campbell Soup Company Director Demand Planning

John Meyerhoff, CPIM – Novartis Consumer Healthcare Director Planning & Logistics

Joe Shedlawski, CPIM – Wyeth Consumer Healthcare Principal Commercial Operations

Moderated By Jane Bidle

5:30 – 6:15	Networking	
6:15 – 6:30	Welcome	Pete DeCarolis & Art Shaffer
6:30 – 6:40	Don Frank Presentation	Howard Forman
6:40 – 7:40	Executive Panel	Moderated by Jane Bidle
7:40 – 9:00	Dinner	

How Effective is Your Sales & Operations Planning Process?

Competitive pressures, shrinking profit margins, and product proliferation are driving executives to reevaluate their S&OP (sales and operations planning) strategies and tactics. Better performing companies are implementing S&OP processes that are proactive and collaborative, enabling 'right timed' planning decisions based on what's best for customers, manufacturing, and stakeholders.

This panel of executives holds key positions with F50 market leading consumer oriented manufacturers. During this session, they will share best practices relative to forecasting, demand planning, balancing supply and demand across the supply chain, and ultimately developing sales and distribution strategies.

This APICS co-chapter event provides a unique opportunity to learn from industry leaders representing the world's most successful organizations.

This panel of executives holds key positions with F500 market leading consumer oriented manufacturers. During this session, they will share best practices relative to forecasting, demand planning, balancing supply and demand across the supply chain, and ultimately developing sales and distribution strategies. This event and panel provides a unique opportunity to learn from industry leaders representing successful global organizations. Register on-line at <http://www.apics-westjersey.org/Events.htm>

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.

**PRESIDENT'S
MESSAGE**

**Jane Biddle, CPIM
President**



It is with great reluctance that I am resigning my position as President APICS West Jersey. While the three and a half years that I have served on the Board have all been satisfying, I particularly enjoyed this past year. Thank you for providing this opportunity to serve as the leader of the West Jersey Chapter.

My career has continued to evolve and I recently accepted a position with U.K. based Eqos Ltd. which provides sourcing and supplier management technology solutions as Chief Marketing Officer. While we will not be relocating, this new role will require extensive travel, therefore I will no longer be able to devote the time and effort that the position of Chapter President deserves.

Pete DeCarolis (who has been President Elect for the past year) will easily step into the role as President and I am confident that he will provide the leadership required to continue to provide excellent service to the chapter. Pete will serve in this position with the help of an outstanding West Jersey Board that is committed to supporting your objectives. As my schedule permits, I will support the chapter and the board in the months to come. I look forward to seeing you at the Sales & Operations Planning Executive Panel on September 21st and other events throughout the season. If you would like to reach me, my email remains jane@biddleassociates.com.

CONGRATULATIONS

Congratulations to three chapter members who successfully passed the CPIM Strategic Management of Resources examination during the summer. With the passing of this fifth exam the three individuals completed all requirements of the Certified Production and Inventory Management program. We are pleased to announce our latest chapter CPIMs:

Ronald Ferraris, CPIM
Diane Leman, CPIM
Philipp Rathgeb, CPIM

Training is everything. The peach was once a bitter almond; cauliflower is nothing but cabbage with a college education.
Mark Twain (1835 - 1910), Pudd'nhead Wilson (1894)

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

**Pete DeCarolis
President**



The recent events have come as a bit of a shock to me with Jane's resignation as President. She is a magnificent leader and a delightful person. The chapter will miss her talents and drive as will I. She'll be in the background to keep an eye on us all I'm sure. I know she will knock Eqos socks off. While we will miss Jane's steady hand on the board, we wish you all the best.

This summer the board met to discuss the coming year and develop some interesting programs. You'll be hearing more about them as the year progresses.

Our first PDM of the year on September 21st is a very special PDM for a couple of reasons. First and foremost it opens the beginning of a new year for us at West Jersey Chapter. A year which promises to be exciting, enriching and educational. And hopefully fun. We will be co-sponsoring this PDM with our brothers and sisters from the Central Jersey Chapter. Don Frank who has among other things written a monthly column for the DISPATCH has been elected to be an Honorary Lifetime Member of APICS. Heartfelt congratulations to Don.

Charlie Tappan has worked to develop a program schedule that will be satisfying to all. There is something for everyone. Seminars, plant tours, and some outstanding PDMs planned beginning with our September Executive Panel meeting which was described in the brochure we mailed you earlier this month. We can all thank Jane for putting this together and she will moderate the panel as usual. Thanks again Jane. Here are some upcoming events to watch for.

September 21 – Executive Panel with CJER as co-sponsor.

October 19 – Bill Walker on “Synchronizing Supply & Demand”

October 25 – Bill Walker seminar “Supply Networks for Buyers & Planners”

November 16 – Alan Milliken on “Harnessing the Power of SC Metrics”

December 7 – Holiday Party with Central Jersey (We're still working out the details on this event)

Check our web at site www.apics-westjersey.org for more information and additional events.

I look forward to greeting you at our September meeting.
Pete

Don Frank has been elected as an Honorary Lifetime Member to APICS in recognition for all he has contributed to our organization. The official presentation will be made at the October Conference in Orlando. The formal acceptance of the award will be done by Jane Biddle on Don's behalf.

We at West Jersey Chapter would like to honor Don in our own way at our PDM on September 21.

Please join us in paying tribute to a true practitioner and long time friend of APICS. You might like to stop by Don's table for a brief hello and offer some well wishes. Thank you Don, for your generous contributions and selfless considerations over the years.

EDUCATION UPDATE

Ralph Fariello, VP Education

SCHOOL BELLS ARE RINGING

Pick up any newspaper; watch any TV show or listen on the radio and you will find retailers' ads heralding the fast approaching start of the new school year. The new school year is not limited to youth. As a professional you are well aware that your education is a never ending process. The start of the new school year offers a great opportunity for you to assess your educational needs.

Are you Certified in Production and Inventory Management? Have you thought about becoming certified? Perhaps you took a certification review class some time back and want to get restarted? Can becoming certified help you in your professional career? Have you become stale on your job and need to learn what's new?

Answers to all these questions may be found in the certification review classes offered by the West Jersey Chapter. Why not make yourself a commitment to get back-to-school to start, continue or finish the requirements for your CPIM? Each year we schedule each CPIM review module at least twice and in some cases as many as four times. We schedule them in sequence so that students have the ability to achieve CPIM in 18 months (some have done it in twelve). And according to student evaluations, we have the best instructors around.

Perhaps you don't want to go for certification, but you would like to learn more about the supply chain process. In that case why not consider taking the first module – Basics of Supply Chain Management. This course gives an excellent overview of the supply chain process and whether you go on for certification or not, it can provide you with invaluable information.

The Basics course can also be adapted to non-manufacturing people in your organization to help them better appreciate the supply chain workings. This might be just the thing for people in your finance or marketing or sales or product management groups. If this sounds like something your company could use, contact Ralph Fariello at education@apics-westjersey.org.

The following CPIM *certification review courses* will be offered in September. For on-line registration, see <http://www.apics-westjersey.org/Course.htm>.

Basics of Supply Chain Management – Tuesday evenings 9/12 to 11/7

Detailed Scheduling and Planning – Tuesday evenings 9/12 to 11/7

Execution and Control of Operations – Wednesday evenings 9/13 to 11/8

Go confidently in the direction of your dreams! Live the life you've imagined. As you simplify your life, the laws of the universe will be simpler.

Henry David Thoreau

APICS Webinars

The convenience and flexibility of APICS Webinars enable organizations to educate a large number of employees at once, reduce travel expenses, and maintain consistent levels of productivity by eliminating time out of the office. Each 60-minute APICS Webinar features an educational discussion, case studies, and a Q&A session. All you need to participate is an Internet connection and a telephone. As an added benefit, registrants of each APICS Webinar receive a CD-ROM of the presentation after the event.

Upcoming Webinars

For a more in-depth understanding of operations topics, APICS Webinar Series are offered in six consecutive 60-minute sessions.

Title: Sales and Operations Planning (S&OP)

2006 Dates: 9/21, 9/28, 10/5, 10/12, 10/19, 10/26

Time: 1:00 p.m. ET

Presenter: John R. Dougherty, CFPIM

Register Today

APICS Webinars On-Demand

Each APICS Webinar is recorded and available for unlimited on-demand viewing. A 30-day subscription costs only \$99 for APICS members and \$139 for nonmembers. Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar.

Free APICS Webinars On-Demand

APICS members can access a selection of recorded APICS Webinars at no charge. Take advantage of one of your key member benefits by visiting the Free APICS Webinars On-Demand section today.

Member Spotlight

Jeff Galuten, CPIM

I have been a member of the West Jersey Chapter for over 20 years and have been active in the Chapter and had roles of President, Executive Vice President and headed up programs. During my tenure as President, new By-Laws were written and approved by the membership.

I am now retired from Novartis and doing some part time consulting, working with a search firm, Logistics Horizons and playing golf.

I have worked for such well know companies as Nabisco, Colgate and Novartis. I have held positions in every aspect of supply chain, worked with R&D in production of new products, materials management, production planning, warehousing, transportation and customer service.

I am planning to move out of the area within the next year. Along with my wife, Pat, we will be moving to the "Research Triangle" in NC. I've already met with the President of the local chapter, a fellow transplant and former President of the West Jersey Chapter, George A. George.

I plan to remain active with the chapter until my move south. I'm also a member of CSCMP (Council of Supply Management Professionals). I was instrumental in having the joint meeting over the last few years.

Attend the Orlando conference.

See page 6 for why.

RFID 2007 Revenue Forecasts Down 15%

Updated: August 11th, 2006 11:47 AM PDT
Via Business Wire

Oyster Bay, NY: ABI Research announced Aug. 10 that it has reduced its 2007 market forecast for RFID software and services revenue to \$3.1 billion, which represents a downward adjustment of approximately 15 percent from the firm's previous estimates.

According to RFID practice director Michael Liard, the lowered revenue expectations result from the current direction of RFID's evolution, not from any decline in the industry.

"Four interrelated factors, particularly within asset-management and supply-chain-management RFID markets, have led us to revise our forecasts," he says. "They are: market consolidation; collaborative solutions; the growing availability of off-the-shelf commercial RFID software packages; and the improving level of skills in RFID project planning."

ABI Research expects to see considerable consolidation across companies as well as within companies as RFID solutions evolve. Consolidation among industry vendors and service providers will eliminate significant overlap and will lead to better-managed, more efficient solutions. These issues range from reader-level enhanced efficiency through cross-industry software and applications.

"The goal is seamless integration," notes Liard. "Companies wishing to integrate RFID into the enterprise will naturally turn to their established software and service providers. If those vendors don't have a solution, they will frequently either build or buy one."

RFID technology is becoming increasingly standardized, which is fostering "ecosystems of partners," each contributing elements to a common solution. These collaborative efforts mitigate software costs because users do not need to seek multiple sources, ABI suggests.

Custom software by definition costs more than commercial software, and today, many larger developers are offering off-the-shelf packages that fit lower RFID integration budgets. Over time, ABI Research expects many parts of RFID logic, event, and business process-oriented challenges to be met with software that requires limited change.

As companies gain experience in how to fit the data collected using RFID into their wider corporate strategies, their project planning skills improve. "Install in haste, repent at leisure" used to be a common pattern in growing RFID deployments," says Liard, "but with today's better planning, there's less waste, and less software needing premature replacement. End users are taking a more managed approach to budgeting and integrating RFID solutions internally."

Reprinted from FOOD LOGISTICS DISPATCH newsletter 8/15/06

Getting fired is nature's way of telling you that you had the wrong job in the first place.

Hal Lancaster, in The Wall Street Journal

Join our Board of Directors

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: July 23, 2006

Company: Harold Beck & Sons, Inc.

Location: Nashville, TN

Position: Materials Manager

Posted: July 23, 2006

Company: Retail Company

Location: Northern N.J.

Position: Transportation Manager and Operations Manager

Posted: July 23, 2006

Company: Unknown

Location: Atlanta, GA.

Position; Global Logistics Manager

Posted: July 23, 2006

Company: Unknown

Location: Southern CA

Position: VP of Inventory

Posted: July 23, 2006

Company: transportation

Location: Louisville, KY area

Position: Manager, Client Services

Posted: July 23, 2006

Company: Distribution

Location: Atlanta

Position: VP of Distribution

Posted: July 23, 2006

Company: Waste Management Company

Location: Raleigh, NC

Position: General Manager

Posted May 22, 2006

Company: Harold Beck & Sons, Inc.

Location: Newtown, Bucks County, Pennsylvania,

Position; Buyer

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:

E0435 Demand Planner Morris County
E0470 Production Planner Middlesex Cty

cont'd next page...

Careers cont'd...

E0471 Supervisor, Material Planning & Control N.Jersey
E0472 Senior Forecast Analyst North Jersey
E0473 Project Managers (2) North Jersey
E0474 Demand & Supply Analyst Bergen Cty
E0475 Inventory Analyst North Jersey
E0476 Strategic Sourcing Specialist
E0477 Sr. Contracting Agent
E0478 Supply Chain Manager
E0479 Production Planner
E0480 Director of Procurement
E0481 Demand Planner Morris Cty
E0482 Demand Analyst Bergen Cty
E0483 Demand Planner Morris Cty
E0484 Materials Planner Morris Cty
E0485 Production Planner Middlesex Cty
E0486 Cust/Serv – Planner Middlesex Cty
E0487 Project Managers (2) North Jersey
E0488 Demand & Supply Analyst Bergen Cty
E0489 Inventory Analyst North Jersey
E0490 Industrial Engineer Milwaukee area
E0491 Director of Supply Chain Management & Procurement
E0492 Production Planner Central Jersey

Northern New Jersey Chapter

Contact Donna Gioffre, Employment Chairperson for more info. Or check the web at www.apicsnonj.org.

Current positions:

Material Planner Little Ferry, NJ
Demand Planner

Location: Northern NJ
jfocht@mrireading.com

DEMAND FORECAST ANALYST DEMAND FORECAST MANAGER SENIOR DEMAND FORECAST ANALYST

Barbara McGregor at 201-392-4928 or
Tina Makris at 201-392-4498
Panasonic
One Panasonic Way
Secaucus, NJ 07094

Senior Level Inventory Planning and Purchasing Professional Carlstadt, NJ.

Tricia at tmattia@argoturbo.com.

Demand Planning professional

Michael Klass, CPC
Search Consultant
Joan Leslie Search Group/div. Joan Leslie Personnel, Inc.
michael@jlstaffing.com
732-494-6650 fax 732-549-8508

Check out the Career Tools section of the APICS National web site at www.apics.org 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.

Begin your journey to certification this year.
The APICS West Jersey Chapter
and the APICS Northern New Jersey
Chapter join to sponsor

Supply Networks for Buyers and Planners

Presented by **William T. Walker, CFPIM, CIRM, CSCP**

Full Day Seminar

Wednesday, October 25, 2006
J.H. Cohn Training Facility
Roseland, NJ
8:30 AM – 4:30 PM

For more information and on-line registration visit:
www.apics-westjersey.org
www.apicsnonj.org



Demand Management Research Solutions Group to Debut

By Editorial Staff of Supply Chain Executive

MIT Center for Transportation & Logistics establishing forum to help companies address challenges in matching supply with demand

Cambridge, MA — August 14, 2006 — The MIT Center for Transportation & Logistics (CTL) this month is launching a research project intended to help companies overcome one of the most difficult challenges they face today: how to match supply and demand in increasingly volatile markets.

The inability to accurately project market demand and deliver the right products when customers want to make a purchase is a major problem for companies in most industries. The trend towards offshore manufacturing, more fickle consumers and shorter product lifecycles are some of the factors that have made the task more difficult.

CTL suggests that there are countless examples of the high cost companies are paying for supply/demand mismatches,

but the center offers one that is currently in the news: Ford's declining share of the U.S. auto market. The car manufacturer failed to anticipate the drop off in demand for some of its heavy vehicles and is supporting too much production capacity. The new demand management project, to be launched at an executive roundtable this month in Chicago,

Cont'd next page

MIT cont'd...

will be headed by supply chain expert Dr. Larry Lapide, a research director at the MIT-CTL. He will inaugurate a research group of industry solutions providers at this month's roundtable by presenting the results of a market survey of demand management problems and solutions.

The event, "Demand Management: Managing Supply and Demand in Real-Time," will take place August 17-19 and will bring together a group of solution provider and end user executives to engage in a dialogue about these issues. The event also will provide a platform for the new demand management research group.

"Our plan is to organize a continuing research group to study the demand management practices and challenges of different kinds of industries in order to understand the underlying principles that influence them and to create advanced strategies by which they can optimally manage supply and demand over time," Lapide explained. The payback for companies could include increased profitability, more market share and improved customer service, according to Lapide. Jennifer O'Grady, the organizer for the roundtable, said that this event will be the first step in launching the multi-year year demand management research initiative. "We anticipate that most of the executives participating at the roundtable will become charter members of the exclusive MIT Demand Management research and solutions community," O'Grady said. "This is a very influential group, and collectively they have the ability to dramatically impact the way companies manage demand.

"The opportunity to interact with the best minds from the companies that serve as the vanguard of the supply chain management field, early access to bleeding-edge research and the ability to help steer the ongoing direction and focus of important research are all very exciting benefits. We expect this to be a very powerful session," O'Grady said.

Interested parties can contact O'Grady at jogrady@larstan.net.

West Jersey Boasts 2 Presenters at the Orlando Conference

Bill Walker, CFPIM, CIRM, CSCP will present on Monday October 30 from 2:15 to 3:15 pm "Benefits of Supplier Collaboration in Distribution Operations"

Jane Biddle will be presenting on Tuesday October 31 from 10:45 to 11:45 AM "Manufacturing Transparency: Turning Visibility into Value"



APICS/SoftSelect Online Enterprise Software Database

If you've ever tried to find reliable, unbiased information on software packages available in today's marketplace, you know how confusing the process can be. APICS magazine has worked with the research team at SoftSelect LLC in developing a searchable database to meet this need for APICS members. This online tool is very useful for doing high-level software evaluations.

APICS Scholars

APICS student chapter members who are enrolled in full time undergraduate and graduate programs are eligible to become scholars. Scholars will attend the APICS International Conference and Exposition, with housing expenses paid by APICS. Scholars will attend educational sessions, personal and professional development sessions, meet with general session and featured speakers (if applicable), network with conference attendees, and visit the APICS exposition. Student work schedules will be developed to maximize time spent in educational sessions.

You can support the Scholars Program by having your company donate to sponsor a scholar. Any amount is welcome and appreciated. Consider mentoring a student. The commitment in time is up to your discretion and can be very rewarding.

For more information visit:

www.apics.org/Education/Conference3/Scholars/scholars.htm

APICS Learning Communities

APICS Learning Communities are online forums where members can come together regularly to share and develop ideas, practices, and solutions in the field of operations management. APICS Learning Communities provide a communications tool to enhance knowledge sharing among APICS members to strengthen individuals in their work and the association as a whole.

Members:

To join your colleagues online, simply login to <http://www.apics.org/resources/learningcommunities/>

Customers:

If you're not an APICS member, you can visit the APICS public community to stay up-to-date on APICS offerings. To visit members-only learning communities, join APICS.

Explore APICS Learning Communities using these online tools:

- Discussions – Participate in a current topic or start a new discussion
- Resources – Search for resources or submit materials for posting
- Links – Find and share links to relevant materials
- Events – List community events and discussions
- Poll – Gather community opinions about a subject
- Chat – Communicate in real time with your peers

For details, read the User Guide

Featured APICS Learning Communities (members only):

Lean

The Lean Learning Community connects professionals who are dedicated to the sharing and application of lean enterprise

tools, techniques, and standard practices. Their focus is to increase the value of an organization's products and services for its customers to meet or exceed customer expectations and to achieve sustainable competitive advantages.

Project-Oriented Operations

The Project-Oriented Operations Learning Community connects professionals from project-driven *Cont'd pg 7 Communities cont'd...*

enterprises and those in government agencies who provide project oversight and may also manage resources across the operation. Day-to-day responsibilities might include production of highly engineered products with low volume, deep bills of material, and long lead times. The operations are usually proposed, contracted for, designed, and costed individually. The typical business environments are defense contracting, contract manufacturers, hi-tech electronics, specialty machine tools, medical appliances and electronics, shipbuilding, airplane and avionics manufacture, and space exploration.

Theory of Constraints

The Theory of Constraints (TOC) Learning Community is made up of people who are interested in TOC or constraints management in one or more areas that include but are not limited to

TOC Thinking Processes (Trees and Clouds)
TOC Scheduling (Drum-Buffer-Rope)
TOC Project Management (Critical Chain)
TOC for Education.

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www.glasbergen.com



**"Our corporate hierarchy is layered like a lasagna.
That's why they call me the Big Cheese."**

MEMBERSHIP NEWS

As of August we have a member body of 229 members. We're looking at ways to increase this registration and are open to suggestions. Please contact either Pete DeCarolis at president@apics-westjersey.org or Debbie Genader at membership@apics-westjersey.org to open a discussion on how we might grow this number.

WELCOME NEW MEMBERS

Chris Baulier
Donald Vierling
Charles Arogbo

Robert Martens
Gary Pfeil

A positive attitude may not solve all your problems, but it will annoy enough people to make it worth the effort.

Herm Albright (1876 - 1944)

Certified Supply Chain Professional (CSCP)

Congratulations are in order for three chapter members who successfully completed the CSCP examination during the second sitting conducted in June. This brings to eight the number of West Jersey members who have achieved this new prestigious certification recognition. Congratulations to our three newest West Jersey CSCP:

Cathy Kleiven
Baiju Krishnan
John Vojta

Congress for Progress 32

sponsored by the
MID ATLANTIC CHAPTERS of APICS
Sheraton Society Hill, Philadelphia
April 11-13, 2007

Includes dinner on the Spirit of Philadelphia
www.cp-apics.org

You're Invited To An Exclusive Webcast

ENABLING EFFICIENT EARNED INCOME MANAGEMENT

••• **FREE WEBCAST** •••

October 12, 2006
1:00pm EST

The complicated challenges you're facing in the earned income process are costing your company time and money.

The fiercely competitive food and beverage distribution market forces you to continually offer aggressive pricing to your customers. Cost recovery from suppliers requires a complex, labor-intensive earned income process. Managing this process in an efficient, cost-effective manner can be a challenge. This informative session will highlight how emerging technologies can help you streamline this process to control costs and improve operational efficiencies.

A panel of leading industry practitioners will discuss how you can:

- Implement automated processing of claims and rebates
- Speed the recovery of funds from manufacturers
- Improve cash flow by reducing days chargeback outstanding
- Reduce the cost of goods sold
- Leverage real time financial reporting to enable full compliance with regulatory mandates

Increase transparency around core business processes

Featured Webcast Speakers:

Stephen Brant, Hitachi Consulting and
Sanjay Shah, President Vistex, Inc.

To register go to foodlogistics.com and click on the SAP Webcast link



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The Association for Operations Management



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PLATINUM AWARD in APICS Passport program.

Next PDM September 21, 2006

How Effective is Your Sales & Operations Planning Process?

Executive Panel Discussion
Bayer Healthcare, Campbell Soup, Novartis, Wyeth