



PT/MO EXPRESS

Princeton Trenton Monmouth Ocean Chapter (www.apics-ptmo.org)

<<<< Check out our Chapter Website: www.apics-ptmo.org >>>>

April, 2004
Volume 7 Issue 6

Professional Development Meeting, April 21, 2004 Joint Meeting with WERC

INVENTORY ACCURACY: WAREHOUSE vs. SHOP FLOOR

by Jim O'Donnell, CPIM, CIRM

Many businesses' view Inventory Management as a Materials Management issue, Inventory Accuracy as a Warehouse Management issue, and Shop Floor Control as an Operations issue. Individuals become specialists in their area of responsibility. This area of responsibility becomes a 'silo'. – an area of specialization devoted to specific tasks. We, and our co-workers, become experts, with a depth of knowledge in our area of responsibility. Business management objectives focus each of us on our 'silo' and we begin to say "it's not my job", when presented with a problem in some other area. After all, others are charged with that responsibility, and we must meet our own objectives. As this becomes the method of operation for all departments, we toss problems over the wall, and some of those problems become 'grenades', surprising and exploding on some other department, and they toss problems, and some 'grenades' our way, surprising and exploding on us.

This presentation will show how to integrate the responsibilities of Inventory Management, Inventory Accuracy, and Shop Floor Control. You will understand the differences and similarities in the operations of the warehouse and shop



floor, and the influences of Materials Management.

The attendee will learn the fundamentals of inventory accuracy through a ten step process used in warehousing. They will learn how this ten step process can be implemented on the Shop Floor.

About The Speaker

Jim O'Donnell has spent his career in materials management. He began as a warehouseman and production worker. He has taken additional responsibility as production planner, master scheduler, MRPII implementation project leader, materials manager, and warehouse manager. He has helped companies improve inventory accuracy, which has resulted in smoother operations, lower inventories, and increased profits. Additionally, Jim has planned and

executed Inventory Accuracy Improvement Programs and Cycle Count Programs.

Jim has been a member of APICS, since 1995. He is a Past President of the PTMO Chapter (Princeton Trenton Monmouth Ocean) of APICS. He continues his interest in APICS_PTMO by serving on the board of directors and is editor of the monthly newsletter. Jim is also an APICS Certified CPIM and CIRM Instructor.

At present, Jim is a Senior Production Planner for Baxter Healthcare in Cherry Hill, New Jersey. Jim has a Bachelor of Science Degree from Mount Saint Mary's College.

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A Message From The Presidential Advisory Council of the Princeton Trenton Monmouth Ocean Chapter of APICS

As Chairman of the Presidential Advisory Council of our chapter, I hereby give notice that we are now receiving nominations to fill open positions for the Board of Directors of the Princeton Trenton Monmouth Ocean Chapter of APICS. All interested parties need to register their intentions to run for office with a member of the Presidential Advisory Council. All registrations must be received no later than April 28th, 2004. The members of the Presidential Advisory Council are as follows: Chairman, Jim O'Donnell, Gerry Najarian, John Zoller, Drew Nadzan, Blair Williams, Rick Cathers and Fred Cristuado.

If interested but unsure ask a member of the present Board of Directors for information about their experience on the Board. Not to speak for others but I would expect them to explain what a great learning experience it is and speak of the many opportunities for networking they encounter.

Princeton-Trenton/Monmouth-Ocean Professional Development Meeting and Seminar Calendar, 2003-2004

April 21, 2004
Joint Meeting with WERC

Topic: Inventory Accuracy– Shopfloor vs Warehouse
Speaker: Jim O'Donnell, CPIM, CIRM
Location: Cranbury Inn Restaurant, Cranbury, NJ

June 16, 2004
Top Management Night

Keynote
Topic: The Political Economy
Speaker: George M. Tabor, President of NJBIZ

May 19, 2004

Topic: Supply Chain
Speaker: Nick Fiore, CPIM
Location: Cranbury Inn Restaurant, Cranbury, NJ

Management
Topic:
Speaker: Ken Simone, Director, Supply Chain Management, Firmenich
Location: Cranbury Inn Restaurant, Cranbury, NJ

President's Message: By Fred Cristaudo, CPIM

Spring has arrived and March Madness is upon us, PTMO has completed their schedule for the season and like old man winter we are going out with a bang. PTMO thanks ISM/NAPM for joining us at our last PDM, the networking and communicating was terrific. All that attended our March PDM walked away with a wealth of knowledge. Bill Walker, CFPIM, CIRM did a wonderful job teaching us what to look for when searching for the lowest price supplier.

April is an exciting month for APICS. Congress for Progress 29 (<http://www.cp-apics.org/>) is being held on April 14, 15, 16 at the Hershey Lodge and Convention Center in beautiful Her-

shey, Pennsylvania. Plan to attend and bring the family. Everyone will benefit. PTMO is very excited to have Board of Director member and Newsletter Editor Jim O'Donnell, CPIM, CIRM presenting **Warehouse Management** at our next PDM ON April 21, 2004, Jim is an expert in Warehouse Management and cycle counting methods.

As we wind down our spring season, on May 19, 2004, we have Board Member, Nick Fiore, CPIM presenting "Supply Chain". June's Top Management Night is going to be a gala event with NJBIZ's George Tabor being our Key-note Speaker. Please mark the date on your schedule, June 16,



2004 at the Cranbury Inn

In closing, as always PTMO wants to hear the **Voice of our Customer (you)** I can be reached by email at fdccrist@comcast.net (home) or 4319@scppool.com (work) or by phone (856) 468-7103 (home) or (856) 764-1500 (work).

From the Desk of George Lazarides, CPIM

Just today a fellow employee, at the company where I work, informed me that he's passed the fifth and final CPIM exam. He is now CPIM (Certified in Production & Inventory Management). Can't tell you how proud I was to present him with his CPIM pin. In the mail he soon will receive his CPIM certificate which he will frame and proudly hang in his office. Now whenever anyone visits

him they will know he is a supply chain professional.

You too can earn your certification. Send me an e-mail at george.lazarides@us.rhodia.com and we'll put a plan together for your certification.

George Lazarides CPIM
V.P. Education



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Company Coordinators: Blair Williams, CFPIM, Jonah

NickFiore
Bob Franzblau
Ira Hoffman
Amy Hollback
Caryl Miller
Dennis Moore
Bill Nelson
Diane Pacholec
S. Venkat Raman
Robert Russo

Roche
Roche
NationalStarch
US Rhodia
OceanSpray
Okidata
Deptcore

Internal Solutions
Osteotech

Lawrence Shemesh
RossettiWang
Melissa Wisner
JohnZoller

OPS Design
Bristol-MeyersSquibb
Firmenich
Shiseido

To become a Company Coordinator please contact Blair at: blairrw@att.net

Lean and Supply Chain by Dave Hollinger, CPIM

November's Topic:

Culture Changes

Questions or comments can be directed to Dave by phone at (732) 922-0255 or by e-mail at Dave@PrimeBusinessGroup.com



What's new about supply chains? We've always had them. We've always dealt with vendors, and always considered our customers. Customer Satisfaction has been recognized as important for quite some time. On Time Deliveries from suppliers and to customers has always been a critical issue. So why have we recently been hearing about Supply Chains? What is the difference between the OLD Supply Chain and the NEW Supply Chain?

If you can remember the old days, you might realize that the OLD Supply Chain was composed of a number of somewhat inflexible events. It was usually based on paper documents, which moved from one place to another. It involved questionable forecasts, "hard" production plans, and a lot of estimated shipping schedules.

The NEW Supply Chain is based on data, which is moved from one place to another, but it moves at the speed of light. Instead of forecasts, today's sales data is available. Factories are expected to be more flexible – they need to produce today, what was sold yesterday. Advanced Shipping Notices (ASNs) inform us of what was just shipped, even though it may still take a few days to arrive.

KEY FOUNDATIONS OF THE SUPPLY CHAIN

VISIBILITY

Each company in the supply chain must be able to respond to the information.

When the retailer's inventory is low, the distributor must initiate the re-supply. If the distributor's inventory is low, the manufacturer must produce more to replenish the distributor's inventory. When one party ships material, the receiving party can track the shipment.

With the data available to all parties, each party can simultaneously manage inventory, control the manufacturing schedule, and deliver the materials. The knowledge that is transferred, enables much faster responses with

much greater controls, permits much tighter inventory controls, while reducing costs.

ARCHITECTURE

Supply Chains must link to existing systems. Typically, a business uses their ERP system as the repository of all company information. The data flowing to & from the supply chain must link to the ERP system, which will use the data for responses, just as it always has, but now, the data is more accurate, and is flowing at a faster pace.

REFOCUS

The OLD Supply Chain was controlled by the product line, and by forecasts. With accurate data flowing from the customer in smaller, more accurate "bits" (pun intended), it now possible to respond to the customer, instead of the forecast. The supply chain must respond to every order, rather than move the product line.

TOTAL INVOLVEMENT

Every organization in the supply chain must be capable of handling the (new) communication and data flows.

Not only must the organization receive incoming data (such as an order), it must quickly be able to respond, transpose the data, and forward it to the next party without delay. Their system must be able to look at the data, break it into its components, and send out requirements to its vendors.

For example, if an order comes in, and all parts are available in sufficient quantity, but one, that information must be communicated to the vendor, immediately, so the part arrives in time to prevent a break in production. At the same time, the system must respond to the customer with an accurate shipping date

If all companies in the system have visibility, can handle the data, focus on the customer, and respond quickly, we have everything needed for the NEW Supply Chain.

Company Coordinators Meeting, March 31, 2004

Director of Company Coordinators: Blair Williams, CFPIM, Jonah

This was our second meeting – The first was on Oct 03.

Overview of the meeting (Blair)

Struggling with membership. We are keeping our 216 members, but not growing. We are not sure of what the members want and what more PTMO should be doing. We have an enthusiastic BOD and a strong education program. We will go around and each company coordinator may please address how we can get more interest down to their companies and what other activities PTMO should be having

What we do (Blair)

PDM - We hold a PDM (Professional Development Meeting) monthly (every third Wednesday 6-9PM). We provide a speaker on a current topic and a dinner (\$25 for members, \$35 for non-members) usually at the Cranberry Inn Restaurant in Cranberry.

Education - We conduct APICS education courses for companies either on their site or off-site (min 8 people). This is basically how we finance the chapter. This education is to help people obtain the CPIM certification. Currently we are training at Firmenich (Plainsboro and Newark sites) and at Shiseido (Cranberry).

Conferences - We have a Regional one (held yearly) coming up April 14-16, at Hershey, PA. This is in addition to the yearly International conference – this year at San Diego.

Board of Directors - they meet every 4th Wednesday of the month and anyone is invited to attend. Contact Blair for details.

Newsletter - published electronically every month and available from our website.

Member renewal list - Bob sends a list to the company coordinators of the members whose renewal is coming up so they can follow-up.

Company coordinators - please let Bob know if you are not getting this list.

Company of the year - Each year we present a company with an achievement award.

Top Management Night - We hold this meeting every year in which we encourage top managers to show their support and attend. We have a guest speaker, and present a company achievement award. This year Top Management Night is on June 16th and the speaker is George Tabor NJ Biz

Website <http://www.apics-ptmo.org/> Full details of all the Chapter activities are on this website

Ideas / Comments from Company Coordinators

Lawrence Shemesh - Successful programs are those that address a current problem or issue in the field and have a work application. WERC and MHS conduct tours that are very popular. Packaging of programs is important, focus on one segment that addresses a field problem

Ira Hoffman – To attract attendees address a problem. Connect with software suppliers – an IT link is important. APICS is already partnering with Oracle to incorporate "APICS language" into the software. Will they partner with any other software

manufacturer? Need topics that people can take back to their work place the very next day and start implementing new ideas.

Caryl Miller CPIM certification is recognized in the field. Understanding the APICS language is important. She is in the process of getting her Supply Chain department at Ocean Spray educated. She will be taking out a corporate membership for Ocean Spray

Nick Fiore Training is to be driven from the top down. When Roche had an interested Director CPIM education was conducted. Now that manager left, interest has been lost. He also described the problems with getting college students interested in APICS

Bob Franzblau Handed out copies of latest membership lists, sorted by company and explained the statement. Requested coordinators to speak to their company members about renewing their membership

S. Venkat Raman Has an accounting background with IT knowledge. Self studied CPIM and got certified in 3 months. CPIM is a practical and useful certification.

Rossetti Wang BMS is educating its entire supply chain staff. She did self study and completed her CPIM in a few months. Finds APICS has good knowledge and will get all her staff trained.

BMS has APICS information posted on company bulletin boards. Since BMS has a corporate membership all the members are not known to the chapter.

Rossetti - please provide the individual names of the 30 people under the corporate membership to Bob Franzblau

General

Company Coordinators – If your company needs to be persuaded to get more involved with APICS, please provide Blair with a name of the top management so he can make a presentation on the benefits of having their people APICS certified.

Please provide Blair with what you expect from APICS, what can we do to get new members, and also ideas for PDM and seminar topics.

Larry - signed up as a member! Great = Done + he signed up another member - way to go!

Minutes prepared by Diane Pacholec and Blair Williams

Executive Message

Recently, APICS members **Don Frank, CFPIM, CIRM; Bill Walker, CFPIM, CIRM** and I, along with two members of **CLM**, did a “Career Forum” at NJIT. Interesting... very interesting!

The talent in that room was apparent and their understanding of the different disciplines was beyond what we had expected. All this was coupled with raw potential and an eagerness to enter the job market and begin their respective careers.

Ready, willing and able...but with very little understanding of the ‘human’ side of business. Few seemed to grasp how the real world relies on specific successes and mastery of skills in order to advance up the corporate ladder. With their ‘major sacrifices’ of studies behind them, they appeared armed with ambition and noble goals, along with 120+ credits of textbook knowledge. They were ready... boy were the ready... or so they thought.

One spoke of starting his own consulting firm.

A young woman asked about rapid advancement into management.

Another inquired about entering her first position as a manager.

And so the two hour session unfolded... five professionals sharing experiences and insights while 30+ students quizzed them on different methods of ‘getting’... getting interviews, jobs, salaries, promotions, management positions, etc. One member of the faculty was frustrated AND embarrassed. Obviously most had ignored her previous and ongoing encouragement to broaden their perspective of their future employment against the needs of the employers. They postured as those who are somehow ‘entitled’ and were still focused on “... getting there”, rather than “...earning the right to be there”.

Observing from the panel, one could identify the students who were not caught up in the ‘feeding frenzy’. Yes, there were those who seemed to possess a more balanced view of the employment exchange. As in life itself, while in the minority, they will become the leaders of tomorrow. They responded to the prompts of the panel to identify what they were prepared “...to give”.

The more things change, the more they remain the same. Most focus on their goals and rapidly become oblivious to the other end of the equation. Simply doing your job, putting in the hours and voicing your opinions are not the attributes necessary to achieve the success most people seek... **OR ARE CAPABLE** of achieving. There is a huge difference between doing your job and building a career... and every manager observes it daily.

A CHALLENGE: Each week ask yourself what you did to improve productivity, profits and/or morale. Quantify and catalogue weekly. Each month ask your boss where you can make greater contributions to the overall enterprise... then DO IT!!

A GUARANTEE: Your career, expertise, people skills AND income will grow and expand. You and your efforts will be noticed and appreciated. Your job and life-in-general will become more fulfilling and new opportunities will surface... serendipitously.

THE CAVEAT: If not noticed and appreciated by your present employer within 12+ months, these opportunities may take place elsewhere, for the betterment of all involved.

Continued Success,
Gary W. Pezzuti

Feedback

March 17th, PDM

'A or B' - WHICH SUPPLIER WINS THE BUSINESS

By William T. Walker, CFPIM, CIRM
Supply Chain Architect

Respondents – 24

Ratings:

Subject – 9.28

Knowledge – 9.54

Effectiveness – 9.38

Facilities – 8.60

Dinner – 8.81

APICS Members – 10

Guests – 11

Learned about meeting:

Newsletter – 7

Website – 3

Comments:

- Excellent, Different, Group participation kept up energy.
- Excellent presentation. Got everyone involved. A bit noisy.
- Excellent meeting, informative speaker, great facilities.
- Excellent presentation for meeting and great meal.
- Excellent!
- Enjoyed Bill's exercise. Wish the final answer was more clear cut.

Special Notice

" Your PTMO Board of Directors passed a resolution to admit ALL unemployed members and all members of the teaching profession, FREE, to any certification class conducted by the chapter. You will need to pay for your participant books only. Please avail of our offer to add value to you, our membership. Please see the courses scheduled for Fall 2002 under Education"



Mid Atlantic Supply Chain & Resource Management Symposium

brought to you by
Congress for Progress 29
and sponsored by the
MID ATLANTIC CHAPTERS of APICS

Everything about it is new, but at the same time we believe we still offer the same old tradition, convenience, and overall value that makes it a conference not to be missed.

To register go to:

www.cp-apics.org

APRIL 14, 15, & 16, 2004

**Hershey Lodge and Convention Center Hershey,
Pennsylvania**

**APICS – The Educational Society
For Resource Management**

C/o Bob Franzblau
Membership Chairman
6 Elisa Court
Manalapan, NJ 07726

Address Correction
Requested
Time Sensitive Material

**PRINCETON TRENTON /
MONMOUTH OCEAN
CHAPTER**

APICS Professional Development Meeting. WEDNESDAY April 21, 2004

Our meeting this month will be held at the:

The Cranbury Inn Restaurant
21 South Main Street, Cranbury, New Jersey
609-655-5595

Wednesday, April 21, 2004

Registration: 6:00 p.m.

Presentation: 6:30 p.m.

Dinner: 7:45 p.m.

NOTE: Cost: \$25 APICS Members

\$30 non-members, Students \$15

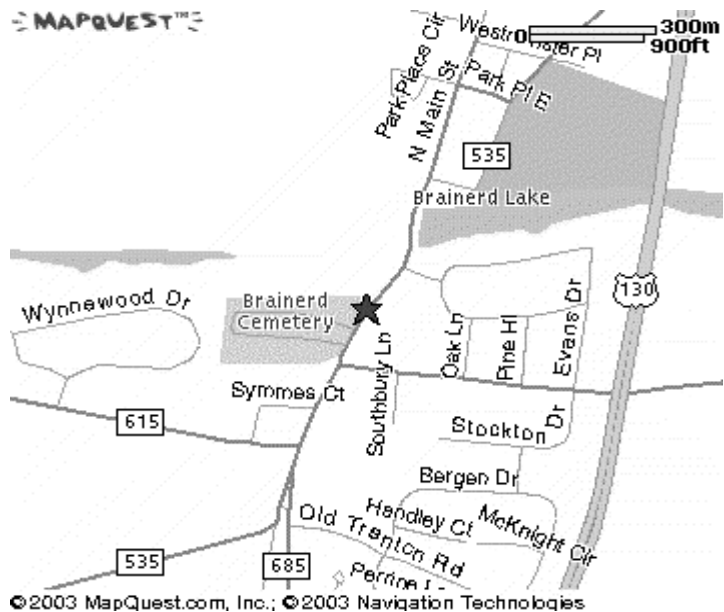
cash or check only.

Reservations: www.apics-ptmo.org

Cancellations 24 hours prior please.

Speaker: **Jim O'Donnell, CPIM, CIRM**

Topic: **INVENTORY ACCURACY, WARE-
HOUSE VS SHOP FLOOR**



From the North: NJ Turnpike to Exit 8A, take Rt 32 West to Rt 130 South. Go past Dey Rd (in right lane) 200 feet south of Dey Rd bear right onto North Main St. The Cranbury Inn will be on the left, after lake. From the South: NJ Turnpike to Exit 8, take Rt 33 East to Rt 133 North to Rt 130 North, go to circle turn left on to South Main St. The Cranbury Inn is 1 mile on right.