



PT/MO *Express*

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

June, 2006

Volume 9, Issue 9

Top Management Night June 21, 2006 How Oki Data Has Remained Competitive By Stewart Krentzman

Operations Management: Past, Present, and Future By Joseph F. Shedlawski, CPIM

How Oki Data Has Remained Competitive

How Oki Data has reinvented itself and competes against larger companies using today's technology and VOC, the "Voice of the Customer" to gain market share.

About the Speaker

Stewart Krentzman is the President and Chief Executive Officer at Oki Data Americas, Inc., headquartered in Mount Laurel, New Jersey. Oki Data Americas, a subsidiary of Oki Data Corporation of Japan, is a leading provider of innovative products, services, and solutions marketed under the OKI® Printing Solutions brand including color and monochrome digital printers, serial impact dot matrix printers, fax machines and multifunction products. In his position as President and CEO at Oki Data Americas, Mr. Krentzman is responsible for the vision, strategy, and leadership for the company; results to Oki Data Corporation; and assisting in

worldwide decision-making. He is profitably leading the growth of the company as Oki Data Americas maintains its leadership position in the impact printer category, holds its share in monochrome printers and fax and multifunction devices, and grows its share of the color printer category.

Mr. Krentzman joined Oki Data Americas in 1997.

During his tenure at Oki Data Americas, he also has been Vice President and General Manager of the inkjet printer line of business, Senior Vice President of Marketing, and Senior Vice President of Sales and Marketing. He most recently held the position of Executive Vice President and Chief Operating Officer, in which he was responsible for overseeing sales, marketing, consumables, engineering, Latin America, and new business development.

Mr. Krentzman is a Director to the Board of Oki Data Corpora-



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The 2005-2006 PT/MO Chapter Officers

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President	Bob Wetherill CPIM	(609) 577-0477	urwethe@optonline.net
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V. P. of Membership	Bob Franzblau, CPIM, C.P.M.	(908) 253-7470	franzrf@yahoo.com
Company Coordinators	Frank Abatangelo	(732) 493-3910	Eja96@aol.com
Director of Marketing	John Christoffersen, CPIM	(732) 577-0893	john.christoffersen@animascorp.
Director of Arrangements	Dolly Cristaudo	(856) 468-7103	fdccrist@comcst.net
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Chairman P. A. C.	Jim O'Donnell, CPIM, CIRM	(609) 426-9565	joeneck@optonline.net
V.P. of Sales & Marketing	Blair Williams, CFPIM, Jonah	(609) 860-5856	blairrw@att.net

The Elected Officers For The 2006/2007 Board of Directors of The Princeton South Jersey Chapter of APICS (PRSJ)

The Elected Officers will be sworn into office at the Chapter Top Management Night, June 21, 2006 Professional Development Meeting.

President	Robert Wetherill, CPIM
Executive V.P.	Frank Abatangelo
Secretary	Lucille Lucas
V.P. Finance	Jim O'Donnell, CPIM, CIRM
V.P. Education	Josie Levendosky, CPIM
Director of Programs	Bryan Warshofsky, CPIM
V.P. Membership	George Lazarides, CPIM
Company Coordinators	Frank Abatangelo
Director of Arrangements	Diane Pacholec, CPIM
Newsletter Editor	Jeffrey Dougherty
P.A.C. Chairman	Blair Williams, CFPIM, Jonah
Sales & Marketing	Open
Employment	Dave Hollinger, CPIM, CSCP

President's Message: By Bob Wetherill, CPIM

Welcome to APICS

Well, the decision is final – **AGAIN!** After putting together a naming contest and coming up with a name for our new chapter, everybody realized I was serious about our merger and I got more feedback AFTER the decision was made! Questions came up about the decision, and I decided that more thought and discussion was needed before settling on the final name. Therefore, after several rounds of discussions with APICS members at all levels within the organization, a final decision has been made on the name of our new chapter entity. The official name of our new chapter is now “**Princeton South Jersey**”. Steps are being taken to merge all the member information into the new Chapter. Let me assure you that no membership information will be lost!

Our May PDM was held at the Cranbury Inn in Cranbury, NJ and once again it was a great time, hearing Nick Fiore speak on implementing Supply Chain.

Get ready for our Blockbuster Top Management Night on Wednes-

day, June 21 at Olde York Country Club! OYCC is located in Columbus, NJ, just off exit 7 of the New Jersey Turnpike. This is an ideal centralized location, so come on out and enjoy the fun!! Check out the OYCC web site, <http://www.oldeyork.com>. Read on about the details planned for the night and about our top executives who will be speaking!

The education schedule is getting stronger than ever, and is now including south jersey locations. Check out the details and register for CPIM courses!

Congratulations on two of our members for earning CSCP Certification!

David G. Hollinger, CPIM, CSCP (PSJ Board Member)
Richard A. Muller, Jr., CSCP

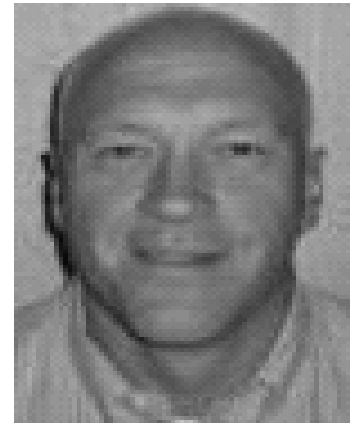
The remaining certification Exams scheduled for this year are:

- June 17, 2006
- December 2, 2006

I can be reached by phone or e-mail for any of your questions or concerns. My e-mail address is urwethe@optonline.net. My phone number is 609 689-3776.

Make sure you register early at www.apics-ptmo.org for Top Management Night Wednesday June 21!!

Bob Wetherill, MBA, CPIM
President



Stewart Krentzman (cont.)

tion, Tokyo Japan, of which Oki Data Americas is a subsidiary. Mr. Krentzman is also a Director of Oki Americas Inc., Sunnyvale California. Prior to joining Oki Data Americas, Mr. Krentzman held various sales and marketing positions at Unilever N.V., including Director of Marketing/Beverages and Director of Marketing for Condiments and Snacks.

Computer Reseller News named Mr. Krentzman to their Top 25 Executives for Peripherals in 2004. Mr. Krentzman has been elected to the Worldwide Who's Who of Business Professionals for the Years 2003, 2004, and 2005. He also has been elected to the National Register's Who's Who for the Year 2005 and the International Who's Who Historical Society for the Year 2005. He is a member of the Computer and Communications Industry

Association in Washington, D.C.

Mr. Krentzman is on the President's Advisory Council of Fairleigh Dickenson University. He is the past president of the Northern Counties Soccer Association of New Jersey and served as a Director of the New Jersey Youth Soccer Association from 1997 – 2000.

Mr. Krentzman graduated from Fairleigh Dickinson University, Teaneck, NJ with a BA in Psychology and earned his MA in Human Resources from the New School for Social Research in New York City. Mr. Krentzman is married with two children.

In his spare time Mr. Krentzman teaches graduate marketing students at New York University.

Education Update

Greetings PT/MO/South Jersey Chapter members!

Hot Fun in the Summertime is our theme! Kicking off the sizzling summer season with a splash, we are offering three classes during June/July ~ look for our advertisement in the US 1 newspaper! We'll be offering **Basics in Supply Chain Management** in both Mt. Laurel and East Windsor, NJ. This is an excellent foundation course to advance your career by learning, and most importantly, implementing the best industry strategies to achieve a competitive advantage which is applicable to numerous environments; it explores the basic concepts in managing the flow of materials in a supply chain. You get a complete overview of material flow, from internal and external suppliers to and from your organization. Topics include Elements of the Supply Chain, Just-In-Time (JIT), Total Quality Management (TQM), Manufacturing Resources Planning (MRP II), Demand Planning and Capacity Management. Classes begin June 13 in Mt. Laurel and June 14 in East Windsor, and are held once per week in the evening. Sign up today! Visit our website "www.apics-ptmo.org" for additional details of our education portfolio.

We're also presenting the **Detailed Scheduling and Planning** module in East Windsor, NJ, the module that focuses on various techniques for material and capacity scheduling, detailed descriptions of Material Requirements Planning (MRP), Capacity Requirements Planning (CRP), inventory management practices, and procurement and supplier planning. Topics include Recognizing Techniques and Practices of Inventory Management, Mechanics of the Detailed Material Planning Process, Planning Operations to Support the Priority Plan and Planning Procurement and External Sources of Supply. Classes begin June 15 and are held once per week in the evening. Refer to our website "www.apics-ptmo.org" for additional details of our education portfolio.

Plans are also in progress to offer you the Certified Supply Chain Professional (**CSCP**) program this FALL! CSCP is a new industry educational standard and certification program created to meet the rapidly changing needs of the supply chain management field. The CSCP program takes a broad view of the field, extending beyond internal operations to span all the steps throughout the supply chain—from the supplier, through the company, to the end consumer—and provides you with the knowledge to effectively manage the integration of these activities to maximize a company's value chain. Four members of our PTMO Board of Directors have taken an active part in pursuit of certification and training.

Save these dates for more great APICS activities that add to maintenance of your professional certification. Bring a colleague from work, and your boss!

Upcoming Chapter PDM's:

June 21, 2006: Top Management Night

International Conference and Exposition:

October 29-31, 2006: Orlando, Florida

Our invitation to attend and participate in the quality learning opportunities offered by APICS & PTMO/South Jersey are extended to guests and members. Anyone interested in becoming a PTMO/South Jersey member may contact Bob Franzblau, V.P. of **PTMO Membership** at "www.franzrf@yahoo.com". Also check out his "Membership Corner" and benefits in this newsletter and our website.

Feel free to contact me to discuss how our Chapter or I can help you further your education or to answer any questions you may have.

Josie Levendosky, CPIM, MBA, BS(MT-ASCP), ASQ
VP, Education
NJ-TCC Chapter
908-890-5919

Josette_B.DeBragga-Levendosky@Roche.com

Operations Management: Past, Present, and Future

By Joseph F. Shedlawski, CPIM

The field of Operations Management has had quite a remarkable evolution since the introduction of mass production by Henry Ford at the turn of the 20th century. In those days, and for many years, the name of the game was simply to produce as much as possible, as best as one could, with relatively few and unsophisticated tools to plan and control the process. By the 1970s, it was all about MRP and then MRP II. By the 1980s, Americans were learning to adopt the efficiencies of the Japanese, such as TQM, Just-in-Time, Kanban, and Kaizen. Today's mantra is supply chain and beyond, to integration, global sourcing, vendor-managed inventory, fourth party logistics, and even to customer demand-based systems. Operations Management has become a hot topic in the board rooms of enterprises who are aggressively seeking to improve their bottom lines while they exceed their customers' expectations.

What's next in the fast-changing world of Operations Management? How is APICS, the Society for Operations Management, preparing for that future? How should you and your company prepare?

About the Speaker

Joseph F. Shedlawski, CPIM, is Principal, Commercial Operations Analysis, for Wyeth Consumer Healthcare, located in Madison, New Jersey. He is responsible for policies, practices, and metrics to improve and to sustain the cost effectiveness and customer service level of supply management activities. Joe has over 21 years of leadership experience in many aspects of Operations Management, in both plant and headquarters environments, in the pharmaceuticals, vaccines, and consumer products businesses. Joe has a Bachelor of Science degree in Biology from Bucknell University, Lewisburg, PA, and an MBA in Finance



with Honors from Iona College, New Rochelle, NY.

Joe has been an APICS-Northern New Jersey Chapter member for over 21 years, and served as their President in 1991. He is an APICS certified CPIM Instructor as well as Train-the-Trainer Instructor, and has conducted many seminars and presentations for APICS at the Chapter, Regional, and International Conference levels. He has served on the APICS Board of Directors in various capacities for seven years and is currently the President-Elect of APICS.

Membership Corner

Director of Membership: Bob Franzblau

Below acknowledges our newest members to the APICS PTMO chapter that have recently either transferred in, have been reinstated or have joined APICS for the first time this past year. **Those in bold and italics are the latest members to join.**

Jayaraj James

Howard Beyrouthy

Susan Mann

Boris Cabrera

Edward P Lynch

Claude Blanc

LLC

Debra S Blount

Maria A Egoavil

Venkatapathy Shankar

Michael Kissane

Stan T Howell

Catherine L Barbic

Neal R Sino

Craig R Rhodes

TW Metals

CHB Associates,

Princeton Tec

Merck

Church & Dwight

Sandeep Nalgundwar

Sandra L Grosso

Taenya L Ali

David A Komjati

Karen V Fossetta

Stephen J Balter

Amy E Wright

Deana L Condon

Brian W Huhn

Darlene Rodriguez

Roger Yackel

Michael Pierro

Bridge-X Technologies

Bristol Myers Squibb

Bristol-Myers Squibb

Liz Claiborne Cosmetics

Virginia Dare

Liz Claiborne

Lambda EMI

May National Associates

Rhodia Inc

Hutchinson Industries

I also want to thank all those members of the PTMO chapter who have **recently renewed** their APICS membership to continue with their APICS education and other chapter benefits.

MEMBERSHIP:

The APICS membership community of 270 local APICS chapters and 33 International Associates supports nearly 60,000 members in 20,000 manufacturing and service industry companies worldwide. By joining APICS, professionals keep up-to-date on industry best practices, new technologies and techniques, and they gain access to exclusive members-only resources, networking, and cost savings on educational materials. Employers who endorse APICS membership for their employees create a more capable, knowledgeable, and productive workforce.

Membership in the APICS community provides

- Unmatched education and training to improve job performance, achieve career success, and contribute to bottom-line profitability
- World-renowned APICS certifications that validate knowledge and enhance earning potential
- Award-winning publications and resources to gain a competitive advantage through industry knowledge
- An international APICS community to draw on the expertise of professionals in the field of operations management

Local chapter networks that provide opportunities to develop leadership skills through APICS chapter participation.

Join APICS to empower yourself and your organization with knowledge. A membership is valid one year from the date the application was received at APICS headquarters.

Membership in APICS is open to anyone with an interest in the field of Operations or Resource Management. Although the roots of APICS are in manufacturing production and inventory management, the scope of our society has broadened over the years to address operations and resource management issues in a wide variety of organizations, including banks, utilities, and health care.

Education

Educational programs, such as Certified in Production and Inventory Management (CPIM) and Certified in Integrated Resource Management (CIRM), provide information regarding the interdependencies of all business disciplines. APICS certifications are internationally recognized, are often specified in “help wanted” ads, and can provide you with a foot in the door at the next employer.

Member Application

If you are taking or plan to begin taking courses toward **APICS Certification via classes held by APICS PTMO**, it makes good sense to become an APICS member and get the discount of **15%** off each class. Your annual membership cost will be covered by the time you take your second class!! To become a member, join online or download an application and start shaping your future today. APICS Membership is just \$145 (\$110 for National Membership and \$35 for Chapter dues).

Be sure to request to be placed in the Princeton-Trenton or Monmouth/Ocean, NJ chapter.

You can obtain an application by going on the web to the following link:

<http://www.apics.org/Membership/Join/professional.htm>

then **download a prospectus** (PDF pages 9-12), or call APICS Customer Support at (800) 444-APICS (2742) or (703) 354-8851 to join by phone.

Olde York Country Club

609-298-3322

228 Old York Road, Columbus, NJ 08022

FROM SOUTH

Take 295 North; get off at Exit 56 Fort Dix (to 206 South). Bear right at end of ramp. Take road down to the end, turn left at the dead end. At the traffic light, turn right onto 206 South. Immediately get into the left hand lane. Approximately 800 yards after the turnpike overpass, you will see a green sign in the middle of the lane that says "Golf Course." Turn left onto Rte. 660E (just before the Mobil Gas Station.) You will see the Olde York entrance sign about a ¼ mile on the right.

Take 206 North. Four miles north of Columbus Farmer's Market and 50 yards past Route 68 (you will see NADE Auto Auction just before Route 68), turn right after the Mobil State on the right onto Route 660E. You will see the Olde York entrance sign about a ¼ mile on the right.

FROM NORTH

From 130 South, take 206 past the weigh station in Bordentown. Continue on 206 South past the turnpike and 295 entrance. Get into the left lane and proceed under the turnpike overpass. Approximately 800 yards after the turnpike overpass, you will see a green sign in the middle of the lane that says "Golf Course." Turn left onto Rte. 660E (just before the Mobil Gas Station.) You will see the Olde York entrance sign about a ¼ mile on the right.

Take 295 South to the Exit 57, 130 South – Burlington. Proceed through the first light and take the jug handle to cross over Route 130 onto Dunns Mill Road. Take Dunns Mill Road to the end then turn right onto Route 206 South. Get into the left lane and proceed under the second overpass. Approximately 800 yards after the turnpike overpass, you will see a green sign in the middle of the lane that says "Golf Course." Turn left onto Rte. 660E (just before the Mobil Gas Station.) You will see the Olde York entrance sign about a ¼ mile on the right.

FROM THE NEW JERSEY TURNPIKE

Take Exit 7 to Route 206 South. Get into the left lane and proceed under the turnpike overpass. Approximately 800 yards after the turnpike overpass, you will see a green sign in the middle of the lane that says "Golf Course." Turn left onto Rte. 660E (just before the Mobil Gas Station.) You will see the Olde York entrance sign about a ¼ mile on the right.

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

Address Correction
Requested
Time Sensitive Material

**PRINCETON TRENTON /
MONMOUTH OCEAN
CHAPTER**

APICS-PTMO Profession Development Meeting Wednesday, June 21, 2006

Our meeting this month will be held at the:

The Olde York Country Club
228 Old York Road, Columbus, NJ 08022
609-298-3322

Wednesday, June 21, 2006

Registration: 5:30 p.m.

Presentations: 6:30 p.m.

Dinner: 7:45 p.m.

NOTE: Cost: \$45 APICS Members

\$50 non-members, Students \$30

cash or check only.

Reservations: www.apics-ptmo.org

Cancellations 24 hours prior please.

Keynote

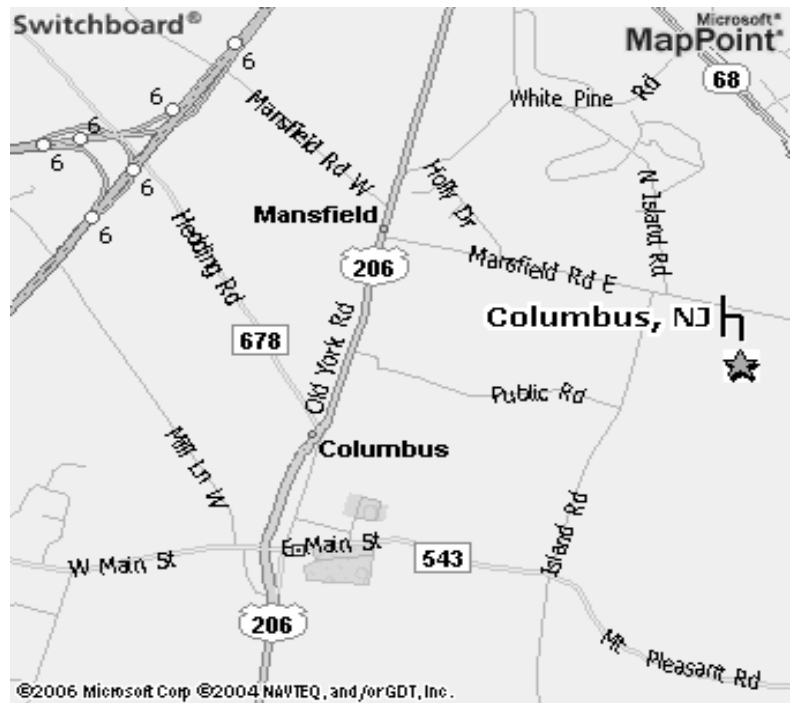
Speaker: **Stear Krentzman**

Topic: **How Oki Data Has Remained Competitive**

Technical

Speaker: **Joseph F. Shedlawski, CPIM**

Topic: **Operations Management: Past, Present, and Future**



Please see page #7 for Written Directions