



PT/MO EXPRESS

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

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

September, 2003

Volume 7 Issue 1

Professional Development Meeting, September 17, 2003

Attention!!! Attention!!! New Meeting Site, please check the last page of this Newsletter

“Implementing lean at Wiremold, and what we learned”

Presented By: Steven M. Maynard

Art Byrne came to Wiremold, from a previous position at Harley Davidson. He was presented with the challenge of taking a family owned company in an old multi-story New England/Connecticut building with 1000 Unionized workers, speaking 20+ languages, and turning it around. The team he organized included Steve Maynard, and others. The story of how Art, Steve, and the teams, had to convince the Japanese consultants to help them, and how the Japanese goaded them into becoming lean, and achieving interna-



tional recognition is truly remarkable, and entertaining.

About The Speaker

Steve has established himself as one of the guru’s of Lean in the United States, working with the Wiremold Company from 1989 to present. He started as a Special Projects Manager, served as Chief

Information Officer, and is currently VP of Engineering. Steve worked with Art Byrne, former President of Wiremold, and Gary Brooks, Current President of Wiremold, to make Wiremold one of the major subjects of the book “Lean Thinking” by Womack & Jones. Wiremold’s success at Lean is legendary. Steve has also been written about in “Better Thinking, Better Results”, by Emiliani.

Steve is active in local community activities, and is pursuing a Masters in Marketing to add to his BS in Mechanical Engineering, and his Masters in Business Administration.

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The *Gold Award* recognizes organizations that have demonstrated exceptional organizational management skills. The recipients have surpassed minimum requirements in all areas of concentration, employed superior teamwork techniques, and developed integrative and innovative skills in problem solving

Our Chapter has just received our fourth Gold Award in the last four years. Congratulations to our membership.

The 2002-2003 PT/MO Chapter Officers

Position	Name	Telephone	Email
President	Fred Cristuado, CPIM	(856) 764-1500	fdccrist@comcast.net
Executive V. P.	John Christoffersen, CPIM	(732) 577-0893	Jec2242@aol.com
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V. P. of Finance	Bob Witherill, CPIM	(609) 577-0477	bob.wetherill@dsionline.com
V. P. of Education	George Lazarides	(609) 860-4624	George.lazarides@us.rhodia.com
Director of Programs	Dave Hollinger, CPIM	(732) 922-8851	Hollingd@aol.com
V. P. of Membership	Bob Franzblau, CPIM, C.P.M.	(908) 253-7470	franzrf@yahoo.com
Company Coordinators	Blair R. Williams, CFPIM, Jonah	(609) 860-5856	blairrw@att.net
College Chapters	Nick Fiore, CPIM	(973) 99207341	NDNFIORE@aol.com
V. P. of Marketing			
Princeton Trenton	Anil Mehrotra	(732) 309-0309	Anil-Mehrotra@Intiqua.com
Director of Marketing			
Monmouth Ocean	Drew Nadzan, CPIM	(732) 477-7738	Nadzandnjm@aol.com
Director of Arrangements	Dolly Cristaudo		
Newsletter Editor	Jim O'Donnell, CPIM, CIRM	(609) 426-9565	joeneck@att.net
Director of Employment	Gerry Najarian	(609) 497-6400	najarian@remgrp.com
Chairman P. A. C.	Jim O'Donnell, CPIM, CIRM	(see above)	



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

September 17, 2003

Topic: "Implementing lean at Wiremold, and what we learned"

Speaker: Steven M. Maynard

Location: Cranbury Inn Restaurant, Cranbury, NJ

October 15, 2003

Topic:

Speaker:

Location: Cranbury Inn Restaurant, Cranbury, NJ

November 19, 2003

Topic:

Speaker:

Location: Cranbury Inn Restaurant, Cranbury, NJ

January 21, 2004 Seminar

Topic:

Speaker:

Location: TBD

February 18, 2004

Topic:

Speaker:

Location: Cranbury Inn Restaurant, Cranbury, NJ

March, 17, 2004

Topic:

Speaker:

Location: Cranbury Inn Restaurant, Carnbury, NJ

April 21, 2004

Topic:

Speaker:

Location: Cranbury Inn Restaurant, Cranbury, NJ

May 19, 2004

Topic:

Speaker:

Location: Cranbury Inn Restaurant, Cranbury, NJ

**June 16, 2004
Top Management Night**

President's Message: By Fred Cristaudo, CPIM

I want to extend my thanks to the 2002-2003 Chapter President and Board of Directors for a job well done. As I stated in my acceptance speech at Top Management Night I have very large shoes to fill.

My objective for the 2003-2004 Chapter Year is to listen to the **Voice of the Customer**. That means providing our members and customers with Certification and

Fundamentals education classes, cutting edge topics for seminars, APICS top presenters at our Professional Development Meeting's, and informative newsletters and website.

In a short five years PTMO has become a leading chapter in Region 9 and in APICS Society. Our Board of Directors will continue to find ways to improve on

what our former Chapter Presidents have built. We will continue to work as a unified team to meet your needs and requirements and too fulfill your expectation of being an APICS member.

In closing, in order to listen to the **Voice of our Customer** I can be reached by email at fdccrist@comcast.net

About Our Customer Survey, Anil Mehrota, V.P. of Marketing

"In an effort to improve our customer service and provide increased value to PTMO members, the chapter has put up a survey on its website. Please invest your time and provide your feedback. The survey will only take 15 – 20 minutes of your time but will help us to serve you better. As an appreciation for your time and feedback, the PTMO

chapter will send you a memorable gift, details of which can be found on our website.

As a leader in the area of Integrated Resource Management, the PTMO chapter is determined to define and meet the evolving needs of its members. The survey provides you an opportunity to voice

your concerns and suggestions on how the chapter can increasingly address your needs and expectations. The survey can be found on our website at www.apics-ptmo.org Thank you in advance for your time"

From the Desk of George Lazarides, CPIM

We hope everyone enjoyed their summer. Now it's time to get back to work and get serious about our careers. If you'd like to advance in the supply chain field, the best way is to get certified in supply chain management. We have an open class starting at the end of the month in East Windsor. Basics of Supply Chain Management. After completing this course you'll be ready to take and pass your first

CPIM exam.

Managers, if you'd like to get your department certified (and develop a more professional staff) we can help. We can send instructors to your site to teach classes day or evening. We have several companies in the area that have taken advantage of this wonderful opportunity your APICS chapter can provide.

Check out our web site for more



information and latest details. www.apics-ptmo.org Click on the education button.

George Lazarides CPIM

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"

Blair Williams

Lean and Supply Chain by Dave Hollinger, CPIM



September's Topic:

Lean Overview

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

We're starting the New Year at APICS (September 2003 to June 2004), and I've been given the challenging task of creating monthly articles. The topics that seem most important to APICS members are Lean and Supply Chain. I plan on spending a little time with both of these.

In this first article, I'd like to define lean and discuss the impact of lean on the corporation. Then I will describe the typical phases of lean.

In future articles, I'll discuss the objectives, principles, and tools in greater detail.

Let's start with an introduction to Lean and a brief discussion of the impact on a business.

DEFINITION OF LEAN

According to the APICS dictionary:

Lean Production--A philosophy of production that emphasizes the minimization of the amount of all the resources (including time) used in the various activities of the enterprise. It involves identifying and eliminating non-value-adding activities in design, production, supply chain management, and dealing with the customers. Lean producers employ teams of multi-skilled workers at all levels of the organization and use highly flexible, increasingly automated machines to produce volumes of products in potentially enormous variety. It contains a set of principles and practices to reduce cost through the relentless removal of waste and through the simplification of all manufacturing and support processes. Syn: lean, lean manufacturing. - APICS Dictionary, 9th Ed.

A simpler definition from the MEP network is:

A systematic approach to identifying and eliminating waste (non-value-added activities) through continuous improvement by flowing the product at the pull of the customer in pursuit of perfection - The MEP Lean Network

LEAN PHILOSOPHY

Running a 'Lean' business, whether the manufacturing or office operations, is not simply a set of techniques, it is an all encompassing business philosophy. Lean involves new ways of thinking, trying to simplify operations, reducing all costs to a minimum, but at the same time providing superior quality and very quick service. An old joke about this is that you can pick any two. But, this is no longer acceptable.

The organization needs to change and absorb this 'new thinking' into its processes, policies and tools. Lean affects measurements, goals and objectives. It is a

change in the entire culture of a company.

LEAN PHASES AND TIMETABLE

Like any culture changing process, the timetable can be quite long. Small companies may be able to do it faster than large companies, but the real key for any organization is "How willing are they to change?" and "How committed are they to the change process?"

The first phase of Lean is "Building the Organizational Awareness". During this phase the organization must assess its goals and objectives, determine the commitment, build teams, layout the project, and communicate this throughout the organization.

"Create the New Organization" is the second phase. Continue team building, start training, and start using the tools to 'reshape' the organization.

"Spread the News" is the objective of the third phase. The successes in small areas can be spread to other areas. Other systems can be considered, and aligned with the work being done on lean in the initial areas. The entire company begins to be lean.

Lastly, is "Continue the Journey". Review, repeat, re-assess, and begin looking at suppliers and customers.

How long does each phase last? There is no defined length of time. It depends on the organization, the commitment, the willingness to change, and the ability of the teams to embrace and create the new culture. The phases may consist of a few months, or may last for a few years.

One thing for sure, this is not a quick fix. Steve Maynard, VP of Wiremold, who will be our speaker at the PTMO meeting on September 20th, said "We've been doing this for almost 10 years, and we are still learning." The team at Wiremold made great strides in the first year, but they realized, their objectives were modest compared with what they could accomplish over a longer period of time.

BY THE WAY

I hope this 'column' will be interactive. I'd appreciate your comments and suggestions, both positive and negative, and I will share them with the readers.

Thank you,
Dave Hollinger, CPIM
Sr. Partner, Prime Business Group
Executive Associate,
Institute for Independent Business

Our Company Coordinators

Director of Company Coordinators

Blair Williams, CFPIM, Jonah

Greetings

As all of you probably know, I have opted for being the coordinator of Company Coordinators for this year. I have spent some part of summer contacting most of you and am grateful that I got such a good response. (There are a couple of persons that I have taken the liberty to include on the basis of my knowing you personally!)

We have a great group and I look forward to working with you and having some fun doing it too.

First things first. What are we trying to do?

1. Spread the word about the programs and activities of APICS within your company and particularly about your chapter PTMO. We have a great website www.apics-ptmo.org that has all our activities. The APICS website is www.apics.org
2. Know about and publicize our educational offerings, in your company and to associates
3. Meet and discuss other approaches and activities to propagating APICS and PTMO
4. As a result of 1, 2, and 3 - grow membership and our attendance at PDM's

I propose we meet on Oct 1st a Wednesday at the Cranbury Inn in Cranbury at 6.30pm for a get acquainted dinner. I just picked a date. Please let me know if this date is OK. The default is that we will have the dinner on the 1st.

Larry Shemesh - WERC

Charlotte Kothe - TW Metals

John Zoller - Shiseido

Nick Fiore - Roche

Bill Van Fossen - Ocean Spray

Sud Hensler - Lambda

Dave Cusson - Adams Spence

Melissa Wisner - Firmenich

Amy Hollback - US Rhodia

Robert Russo - Ostertech

Ira Hoffman - National Starch

Helen Vancil - Six Flags Great Adventure

Bill Nelson - Deptcor

Tim Walker - IMN

Dennis Moore - Okidata

Gary Lande - Recording for the Blind

George Benson - IFF

Susan Antoniato - J & J

Isn't this a great group?

Thanks and will be talking to all

Kind regards

Blair Williams

609-860-5856

PTMO - APICS

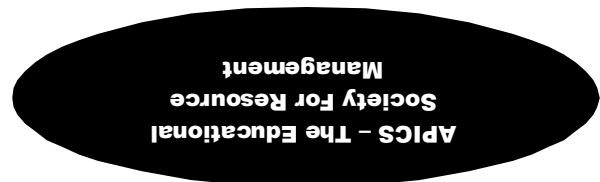


CHAPTER
MONMOUTH OCEAN
PRINCETON TRENTON /

Address Correction
Requested
Time Sensitive Material

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

FIRST CLASS MAIL



APICS Professional Development Meeting. WEDNESDAY September 17, 2003

Our meeting this month will be held at the:

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

Wednesday, September 17, 2003

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

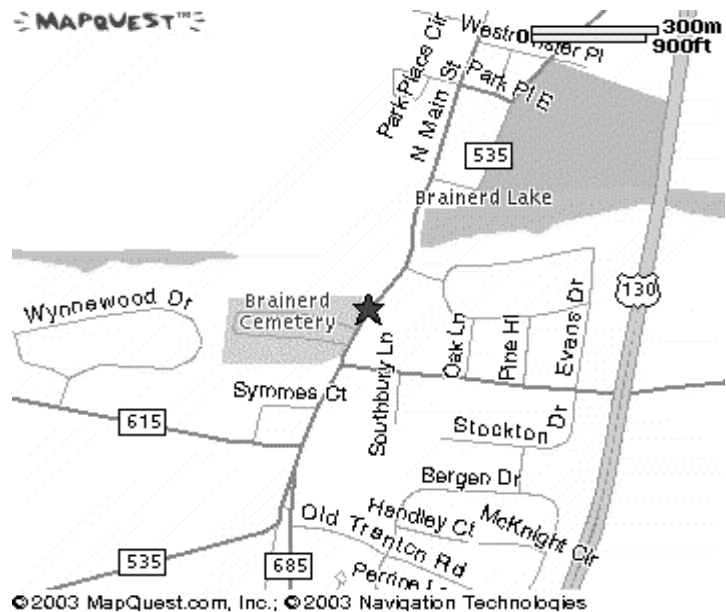
cash or check only.

Reservations: www.apics-ptmo.org

Cancellations 24 hours prior please.

Speaker: **Steven M. Maynard**

Topic: **Implementing lean at Wiremold, and what we learned**



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.