



PT/MO *Express*

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

September, 2005

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PDM September 21, 2005

Joint Meeting PTMO & WERC

Warehousing Productivity & Cost Reduction

Presentation

For a supply chain to compete effectively with other supply chains all the links in the chain must work well together, so that external customer expectations are met. One of those vital links is the warehouse where we store the raw materials to support the manufacturing process and the warehouse (Distribution Center) where we store the finished product to be shipped to the customer.

This presentation will cover ways that companies can improve productivity and at the same time reduce operating costs. We will discuss how the lean manufacturing techniques can be applied to the warehouse where product is stored, handled and shipped.

Topics to be covered include, inventory reduction, space utilization, Value stream mapping, the 5Ss approach,

kaizen blitzes and the do's and don'ts of warehouse management. Real world examples of what companies have done and are doing to improve efficiency in the warehouse will be discussed.

Joe Aiello, CFPIM, CIRM

For the past 18 years Joe has been a consultant & educator for Aiello-Woodstock Associates, a firm that specializes in providing consulting, project management and education services to manufacturing and distribution companies. Prior to that, he held positions as Director of Materials, Plant Manager and Vice President of Operations. He is an active member of the Northern New Jersey chapter of APICS and received the "Lifetime Achievement Award" in 1994. He has spoken at numerous professional organization conferences and meetings across the United States and currently resides in Mahwah, New Jersey.



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Editor's Note

Dear Readers,

Welcome Back

Celebrate the beginning of another education season by joining fellow APICS members and network with WERC members. This season we are back at Cranbury Inn in historical Cranbury, NJ. We are delighted to have Joe Aiello, CFPIM, CIRM as our speaker to kick off the season. It has been quite a few years since Joe has presented for PTMO. Don't miss this very informative presentation with one of the country's leaders in this field.

Enjoy this issue of PTMO Express!

Fred J. Cristaudo, CPIM
Editor

President's Message: By Bob Wetherill, CPIM

Welcome to APICS

Presidents Message
September 2005

As your new president, I would like to welcome all visitors, members and non members to the APICS PT/MO (Princeton-Trenton Monmouth-Ocean) Chapter. As we enter the month of September, many preparations are being made for a new and exciting year.

We finished out the year with another eventful Top Management Night in June. Our speakers Paul Bacon-VP Purchasing Rhodia, and Terry Fiore-General Manager - Firmenich Port Newark were both exceptional.

To tell you a little about myself, I became CPIM certified back in 1986 while a member of the Bucks-Mont chapter. After receiving a BA degree from Kutztown University in 1978, I received an MBA from Temple University in 1996. In order to achieve maintenance points for my CPIM, I got involved with the PTMO board in 2002, and have remained active in the board ever since, enjoying the fellowship from a robust group of individuals. I remain very busy, chasing around my 120+ lb four legged friends and trying to improve my golf game.

I look forward to implementing new and innovative ideas for the 2005 - 2006 season. New benefits with APICS involvement continue to evolve, with additional

educational opportunities coming up. Our board of directors is stronger than ever, with many years of education and implementation experience behind them.

Stay tuned as our meeting and education schedules continue to evolve!

I can always be reached by telephone or e-mail if you have any questions or concerns.

My phone number is (609) 689-3776 and my e-mail address is urwethe@optonline.net

Robert L. Wetherill, CPIM
President



See you at the Cranbury Inn September 21, 2005, an experience Joe Aiello as he enlightens you on warehousing



Congress for Progress 31 - A Value Proposition

Is it time to make the future happen at your company? Are you serious about making needed improvements? We're looking for organizations that recognize they can no longer accept the status quo - that are ready to bust through the inertia and embrace the strategic rewards of dramatic change!

CP31 is structured to show your own employees how to lead change from within, while minimizing your dependence on outside sources. Integrate your solution for operations success in April 2006! CP31 will enable your future to happen in a fraction of the time, at a fraction of the cost!

Choice of one of four 10-hour workshops:	2-night stay at the Hyatt, along with breakfast & lunch both days
1 – Developing & Enhancing Global Supply Networks	Wednesday evening "Meet & Greet" Cocktail Hour
2 – Six Sigma / Concepts for Creative, Contributing Team Candidates	Thursday evening reception and tour held on the USS Constellation in the Baltimore Inner Harbor
3 – Challenges and Solutions in Inventory Management	Thursday evening Keynote presentation by Joel Zeff - "Creativity in Communication: Yes, They Go Together"
4 – Lean Operations Workshop	
Choice of two from eight technical sessions that compliment the workshops	CD copy of conference / workshop proceedings

**Please plan to attend
This is an exclusive and limited educational experience
Only 200 attendees will be accepted.
Register early! Don't be number 201!**



Receive "POINTS"
when you attend CP 31!

APICS Re certification Points

ISM - Qualified C. P.M. Hours

<http://www.cp-apics.org/>

Education Update

From the Desk ofJosie Levendosky

With the close of summer and fall soon approaching, the APICS PTMO Chapter is offering the Basics in Supply Chain Management course beginning in late September. Classes are being held weekly on Thursday evenings between 6:30 to 9:30pm in the Shiseido Facility, located on Route 571 in East Windsor, NJ beginning Sept. 29, 2005. The Basics in Supply Chain Management course is an excellent foundation 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.

Earning APICS certification not only increases your breadth and depth of knowledge, but also your potential for career advancement, as it is recognized worldwide as a standard of professional excellence. Sign up today on the APICS-PTMO homepage "www.apics-ptmo.org", locate "Registration" and click on "Course", which will direct you to the screen to enter and submit your registration information. Feel free to contact me to answer any questions you may have, or if I can be of further assistance to you.

Welcoming you to the fall and your continued education,

Josie Levendosky

VP, Education

PTMO Chapter

Josette_B.DeBragga-Levendosky@roche.com

Professional Development Meetings Calendar 2005

Date	Place	Topics	Speaker
September 21, 2005	Cranbury Inn	Warehousing Productivity & Cost Reduction	Joe Aiello, CFPIM, CIRM, Principal Woodstock Assoc
October 19, 2005	Cranbury Inn	Benchmarking Lean Companies	Jane Biddle CFPIM, Vice President Manu Aberdeen International
November 16, 2005	Cranbury Inn	Efficiency in Operations	Tom Halligan, Director Manufacturing Shiseido NA

Membership Corner

Director of Membership: Bob Franzblau

Thank you to 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

APICS membership is made up of professionals who are ambitious about their career enhancement and want to gain a competitive advantage to improve their on-the-job performance. APICS member benefits are designed to build stronger and more timely techniques to help members maintain their edge.

Who are the Members of APICS PTMO chapter? Association for Operations Management

The question to be considered is “Who are the Members of APICS PTMO chapter?” You would think that the answer to this question would have a clear cut answer. Well, after examining the roster for our chapter, I found that the answer to this question is not so clear cut after all.

Yes, we do have members who are in positions that you would expect to benefit from being a member of APICS. These positions include planners, schedulers, buyer/planners, inventory control managers, production control managers, material managers, consultants, academics, and directors of manufacturing. Upon closer examination of the roster of the PTMO Chapter, there are members who are in other related professions, such as purchasing, supply chain management, and logistics / distribution, and other Operations Management functions. In the purchasing field, the roster includes purchasing agents, purchasing supervisors, and purchasing directors.

When considering the field of supply chain management, you will find members of our chapter occupying positions stretching from the managerial level to the senior director level.

Our chapter’s roster also includes professionals in the logistics field. Examples of these members include a Manager of Corporate Logistics, Director of Business Systems and Logistics and a Director of Global Logistics. After all, the planning and coordination of the physical movement of raw materials, parts and finished goods are important in order to minimize total cost for the level of service desired.

As you can see, the membership of APICS PTMO Chapter spans a wide range of occupations. The roster includes positions that relate to the manufacturing of the product, to the procurement (purchasing) of the raw materials, parts, and services needed to manufacture that product, and to the physical movement (logistics) of raw material, parts, and finished goods needed to achieve a certain level of service at a profit. All of these functions are part of Operations Management.

If your company offers a product or service where manufacturing, purchasing, or the movement / distribution (logistics) of raw material, parts and finished goods are a vital part of the business, then the information and educational opportunities provided by being a member of APICS (Advancing Productivity, Innovation, and Competitive Success) can help improve your company’s bottom line results.

If you are **not yet a member** and are considering joining APICS, 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. download a prospectus (PDF). Request to be placed in the Princeton/Trenton or Monmouth/Ocean, NJ chapter.

Dave's Digest

Supply Chain Basics

by Dave Hollinger, CPIM, Six Sigma Greenbelt

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



A client recently told me “My job is to deal with problems on a day-to-day basis. That is the reason I am valuable to this company. I know who to contact, and I have the energy to resolve lots of issues.”

Does that sound familiar? Is that the way you or your company manage problems? Is performance based on resolving day-to-day issues?

Suppose the problem is late customer shipments. The day-to-day manager resolves that problem by expediting the “critical” orders. Shipment out on time = happy customer. But what is the effect of that solution? In the process of getting that order out on time, at least one other order is delayed. Perhaps several orders are delayed, as many other people become involved today’s problem of “get the ABC order out the door”. The real impact is that other orders and other customers now require expediting. The number of problems becomes larger, and continues to grow.

So, effective managers look for permanent solutions. If we consider the supply chain, solutions must affect the entire system, not just a “silo”, and the best solutions will prevent fires not just put them out after they occur. That is easy to say. How do you go about doing that? Most problems can be solved by understanding what the objective is, and what the elements of the process are.

What is the objective? If you are involved in the supply chain, it might be easily stated as – Optimize Supply Chain Performance. The purpose of the supply chain is:

- The right parts,
- In the right place,
- ◆ At the right time

The supply chain is optimized by:

- Increasing the speed
- Improving the quality, and
- Reducing costs

So what are the elements?

- Customer connectivity
- Defined Requirements
- Effective Teams
- Information Integrity and Availability
- Balanced Scorecards
- Inventory Management
- Supplier Management
- ◆ Kaizen – Continuous Improvement

In a short article such as this, I can’t go into detail on each one. Consider Vince Lombardi of the Green Bay Packers who led his teams to success by focusing on the basics, and performing every fundamental action well. You, your team, your company can achieve success by focusing on the fundamentals and executing each of the elements well. Then follow up by improving each one so they are done faster, better, and more economically.

Critique yourself. Rate yourself, your team, or your company’s, performance in each of the 8 elements. Compare your evaluation with evaluations of others (competitors or benchmark companies). Now you have the focus. Improve the basics. Achieve supply chain success.



C/o Bob Franzblau
Membership Chairman
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Manalapan, NJ 07726

Address Correction
Requested
Time Sensitive Material

**PRINCETON TRENTON /
MONMOUTH OCEAN
CHAPTER**

APICS-PTMO—WERC Joint Meeting Wednesday, September 21, 2005

Our meeting this month will be held at the:

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

Wednesday, September 21, 2005

Registration: 5:30 p.m.

Presentation: 6:30 p.m.

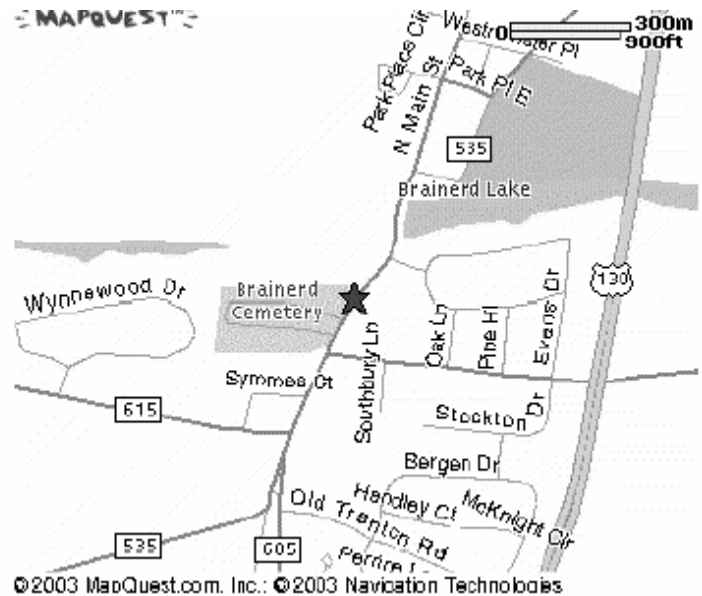
Dinner: 7:15 p.m.

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:

Joe Aiello, CFPIM, CIRM
Warehousing Productivity & Cost Reduction



From the North: NJ Turnpike to Exit 7A merge onto I-195 West toward Trenton, merge Rt 130 South via exit 5A toward Bordentown. Turn slight right on to NJ-156 S. The restaurant is on the right.

From the South: NJ Turnpike to Exit 7A, merge onto I-195 West toward Trenton, merge Rt 130 South via exit 5A toward Bordentown. Turn slight right on to NJ-156 S. The restaurant is on the right.