



# PT/MO EXPRESS

Princeton Trenton Monmouth Ocean Chapter ([www.apics-ptmo.org](http://www.apics-ptmo.org))

<<<< Check out our Chapter Website: [www.apics-ptmo.org](http://www.apics-ptmo.org) >>>>

May, 2004

Volume 7 Issue 7

## Professional Development Meeting, May 19, 2004

### Distributing Products Efficiently and Competitively: Supply Chain

Nick Fiore, CPIM

What this means to you: You now understand that the life or death of a firm often depends on its ability to take orders, process them, keep the customer informed as to the progress of the order, get the goods out to customers quickly and handle returns. Some of the most exciting firms in the stock market are those that assist in some aspect of supply chain management. They include business-to-business firms that supply web based catalogs and supply chain solutions such as SAP, Oracle and Peoplesoft to name a few. UPS and DHL both sold stock offerings to the public and were eagerly received since people were not sure which Internet companies would succeed but they knew for sure that someone had to deliver the goods and



these companies were among the best. Look around at your co-workers, all of them are wearing shoes. Now try to imagine the challenge of getting the raw materials together, making millions of pairs of shoes, then distributing them throughout the world. This is what thousands of manufacturing firms have to deal with every day.

holds the position of Senior Planner & Inventory Management Specialist with a major Diagnostics company. Over the last 20 years he has held various positions in Sales and operations management with Fortune 500 companies mainly involved with manufacturing of consumer products. While in consumer products he worked closely with Top Management in sales and operations planning and continues to do so in his present role. He has been an APICS member since 1987, holds a Certification in Materials Management and Masters Degree in Industrial Management and recently has become an Adjunct Professor with Essex County College.

#### About The Speaker

Nicholas Fiore, CPIM currently

#### Top Management Night

June 16, 2004

##### Keynote

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

##### Management

**Topic:** Inventory Challenges and Opportunities at Firmenich  
**Speaker:** Ken Simone, Director, Supply Chain Management, Firmenich

#### INSIDE THIS ISSUE:

Officers	2	Membership Corner	4
BOD Nominees	2	February PDM Feedback	5
Presidents Message	3	In Memory of	5
From the Desk of			
		George Lazarides	3
		Company Coordinators	3

# The 2003-2004 PT/MO Chapter Officers

<b>Position</b>	<b>Name</b>	<b>Telephone</b>	<b>Email</b>
President	Fred Cristuado, CPIM	(856) 764-1500	fdccrist@comcast.net
Executive V. P.	John Christoffersen, CPIM	(732) 577-0893	Jec2242@aol.com
Secretary	Joanne Ramsey	(732) 872-9542	JMRamsey@comcast.net
V. P. of Finance	Bob Witherill, CPIM	(609) 577-0477	bob.wetherill@dsionline.com
V. P. of Education	George Lazarides, CPIM	(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)	

## 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, it gives me great pleasure to present the Nominees for the 2004-2005 Board of Directors of the Princeton Trenton Monmouth Ocean Chapter of APICS. All nominations were received prior to the deadline of April 28th, 2004. The Nominees are as follows:

Chapter President	Fred Cristaudo, CPIM
Executive Vice President	Robert Witherill, CPIM
Secretary	Joanne Ramsey
V.P. of Finance	Bryan Warshofsky, CPIM
V.P. Marketing	Anil Mehrotra
Assistant Director of Marketing	Drew Nadzan, CPIM
Assistant Director of Marketing	John Christoffersen, CPIM
Director of Programs	Dave Hollinger, CPIM
Director of Arrangements	Dolly Cristaudo
V.P. of Education	Nick Fiore, CPIM
Assistant Director of Education	George Lazarides, CPIM
V.P. of Membership	Robert Franzblau, CPIM, C.P.M.
Director of Company Coordinators	Blair Williams, CFPIM, Jonah
Assistant Director of Membership	Frank Abatangelo
Newsletter Editor	Jim O'Donnell, CPIM, CIRM
Presidential Advisory Council Chairman	Jim O'Donnell, CPIM, CIRM Rick Cathers, CPIM, Jonah Gerry Najarian John Zoller, CFPIM Drew Nadzan, CPIM Fred Cristaudo, CPIM

## President's Message: By Fred Cristaudo, CPIM

April showers bring May's flowers, this year it is a very true statement with the amount of rain we have had this past month. I am in the swimming pool distribution business and it has really been quite difficult managing the demand for the products needed for our customers. I would have never been able to service our customers without my APICS education.

April was an exciting month for PTMO members. Congress for Progress 29 was held April 14, 15, and 16 in Hershey, Pennsylvania. It was a huge success. PTMO was very proud of Board of Director member and Newsletter Editor Jim O'Donnell, CPIM, CIRM who presented **Warehouse Management** to 50+ APICS and WERC members at

our April PDM.

Please mark your calendar with two very important dates for PTMO and their members, May 19, and June 16, 2004. In May, PTMO VP of College Chapters Nick Fiore, CPIM will be presenting "Supply Chain" and in June we have a year-end gala event, Top Management Night. NJBIZ's George Tabor will be our Keynote Speaker. Also, we are very fortunate to have Kenneth J. Simone, Director of Supply Chain from Firmenich will inform the audience "**How Firmenich is working to reduce inventory, while still maintaining customer service**". Don't forget these dates, they will both be exciting evenings 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](mailto:fdccrist@comcast.net) (home) or [4319@scppool.com](mailto:4319@scppool.com) (work) or by phone (856) 468-7103 (home) or (856) 764-1500 (work).

## From the Desk of George Lazarides, CPIM

We're winding down another very successful year, passing onto Supply Chain professionals the APICS Book of Knowledge. The information our students acquire helps keep the companies they work for running efficiently, with minimal inventory, high inventory turns and bottom line making money in an extremely competitive world.

chapter can send instructors to your sites (day or evenings) to teach the latest, most efficient supply chain techniques. Who knows how much money can be saved by having knowledgeable employees implement some of these techniques.

Send me an e-mail or call and we can discuss what needs to be done to get this going.

To our Supply Chain Managers. Our



### George Lazarides CPIM

V.P. Education  
APICS PT/MO  
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e-mail - [george.lazarides@us.rhodia.com](mailto:george.lazarides@us.rhodia.com)

## Company Coordinators: Blair Williams, CFPIM, Jonah

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

Roche  
Roche  
NationalStarch  
US Rhodia  
OceanSpray  
Okidata  
Deptcore  
-----  
Iternal Solutions

Robert Russo  
Lawrence Shemesh  
RossettiWang  
Melissa Wisner  
JohnZoller

Osteotech  
OPS Design  
Bristol-MeyersSquibb  
Firmenich  
Shiseido

To become a Company Coordinator please contact Blair at: [blairrw@att.net](mailto:blairrw@att.net)

**Membership Corner**  
**Director of Membership: Bob Franzblau**

Below acknowledges our newest members to the PTMO chapter that have recently either transferred in, have been reinstated or have joined APICS for the first time.

Tejaskumar Mehta	
Jian Xu	Aspen Technology Incorporated
Patrick Horan	
Andrew M Faulkner	
Josette B DeBragga-Levendosky	Roche Molecular Systems
John A Engler Jr.	Firmenich
Barbara M Adams	Firmenich
Caryl P Miller CPIM	Ocean Spray Cranberries Inc
Rich Santora	LA Dreyfus Sales
Wendy F Janowski	Osteotech
David Korty	
Derek Kalinowski	Enzon Pharmaceuticals

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.

**In keeping with our theme of *listening to the voice of our customer*, we want to emphasize that PTMO chapter in coordination with APICS National will waive the dues of any unemployed member up to six months. This is when you need APICS the most to network and to keep abreast of the up-to-date techniques and approaches to be able to add value to your business performance. **Contact me for the necessary paperwork to accomplish this upon the renewal cycle of your membership.****

The APICS National website has changed. It is now different, but *easier* to update your membership profile. I urge all members to keep their profiles both correct and up-to-date so that we may communicate with you. It is important to have your profile reflect **both your employer information as well as your home address and phone numbers**. You can update your profile at the APICS National website: <http://www.apics.org/APICS/MyAccount.aspx> After you log in, look on the left hand side under the big APICS banner below the (about APICS) .....You will have choices such as “Personal Information” and “Manage Addresses”. Go to both, review them and update them as needed .....and be sure to save your changes.

## Feedback

April 21st, PDM

'Inventory Accuracy – Shopfloor vs. Warehouse

By Jim O'Donnell, CPIM, CIRM

Respondents – 30

Ratings:

Subject – 8.67

Knowledge – 8.63

Effectiveness – 8.10

Facilities – 7.57

Dinner – 8.03

APICS Members – 16

Guests – 12

Learned about meeting:

Newsletter – 9, Company Coordinators – 4

Co-Workers – 4, E-mail – 1, Internet – 1

Customer – 1

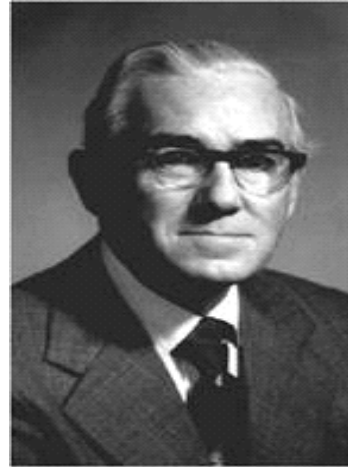
Comments:

- Good first time meeting. Very informative.
- Good dinner. Good speaker and topic.
- Good presentation. Could have used color in the slides.
- Excellent presentation. Dessert came too late.
- Would like to see more on Brainstorming and Root Cause Analysis.
- I thought the presentation was too brief.

### 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"

## A Production and Inventory Hero



George W. Plossl

George Plossl passed away on April 3, 2004 in Ft. Meyers, Florida.

Many of you know George from the books he wrote that are cornerstones in our profession. I entered this profession using George's green and white text *Production and Inventory Control, Principles and Techniques*. George autographed mine many years ago and said "It is a pleasure working with you, I hope bright young minds like yours can find some use of the information" George, I think many many minds became great reading and learning from your writings.

George was one of the great pioneers of the profession of production and inventory management. He helped guide our profession from clerical positions to the certified professional positions we enjoy today. George supported APICS in many ways, he spoke at conferences, he visited and spoke at chapters, he provided financial support, but most of all, he helped form and define APICS' prize asset, the APICS body of knowledge.

I will miss George's friendship, advice and wisdom. The production and inventory control profession will miss his guidance.

I will leave you with some advice that George gave one of his clients. George was advising one of his clients that he needed to educate their folks in the APICS body of knowledge and the manager at the client replied "I cannot afford to educate all these folks, what if they leave after I spend all that money educating them?" George calmly replied "What if you don't get them education and the stay!"

**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 May 19, 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, May 19, 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**

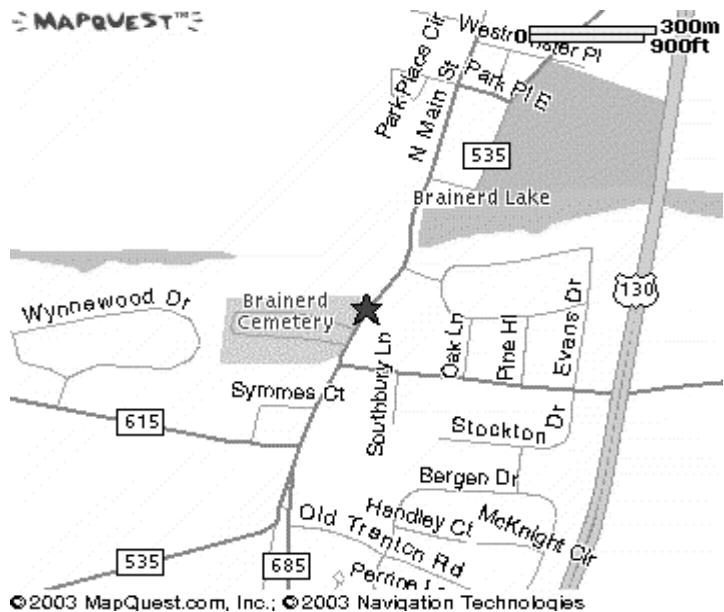
cash or check only.

Reservations: [www.apics-ptmo.org](http://www.apics-ptmo.org)

Cancellations 24 hours prior please.

Speaker: **Nick Fiore, CPIM**

Topic: **Distributing Products Efficiently and  
Competitively: Supply Chain**



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.