

## 2003-2004 CLEVELAND CHAPTER BOARD MEMBERS

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For article submissions or editorial comments please contact Scott Henry at scott.henry@cgey.com or 216-583-3432.  
**Check out our meeting and class schedule on the world wide web: [www.apicscleveland.org](http://www.apicscleveland.org)**



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The Educational Society for Resource Management

**O P T I M I Z E R**



APICS Cleveland Chapter 2, Region 3

February 2004

Newsletter

### APICS Cleveland Chapter:

***"The mission of the Cleveland Chapter is to continue to be the premier provider of resource management education in the greater Cleveland area."***

### Implementation of Logistics Strategy: Creating the Process Centric Organization at Moen Incorporated

Scott C. Saunders CFPIM, CIRM, CPM  
 Vice President, Logistics

Pamela Allen  
 Master Scheduler

Experiencing inconsistent service and inventory levels and new struggles with product growth, Moen needed to find a way of looking at the methods used to manage products. "Ownership" and "accountability" of materials and inventory was needed.

*See page 2 for Continuing Letter*

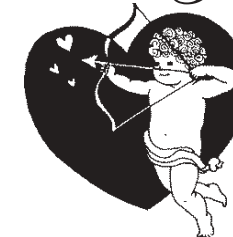
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## February Meeting

### APICS Cleveland Chapter



### Monthly Professional Development Meeting

***Come to the APICS professional meeting!***

<b>Topic:</b>	Implementation of Logistics Strategy
<b>Speaker:</b>	Scott C. Saunders CFPIM, CIRM, CPM Pamela Allen
<b>Location:</b>	<b>Clarion Hotel</b> (formerly Four Points) <b>5300 Rockside Road</b> <b>Independence, OH</b>
<b>Date:</b>	<b>Wednesday February 11, 2004</b>
<b>Agenda:</b>	5:30 p.m. Networking 6:30 p.m. Dinner 7:30 p.m. Presentation
<b>Admission:</b>	Members: \$25.00 Non-members: \$35.00 Students: \$15.00

**Wednesday, February 11th, 5:00 P.M. deadline for PDM registration.**

**Preferred Method:** Register for this month's PDM online at [www.apicscleveland.org](http://www.apicscleveland.org). Reserve your seat and make your payment instantly. You can register only or register and use Pay Pay for instant payment.

If you do not have access to our website for registration, please call (216) 621-APICS or e-mail [apicscleveland@nls.net](mailto:apicscleveland@nls.net).

Continued from Page 1...

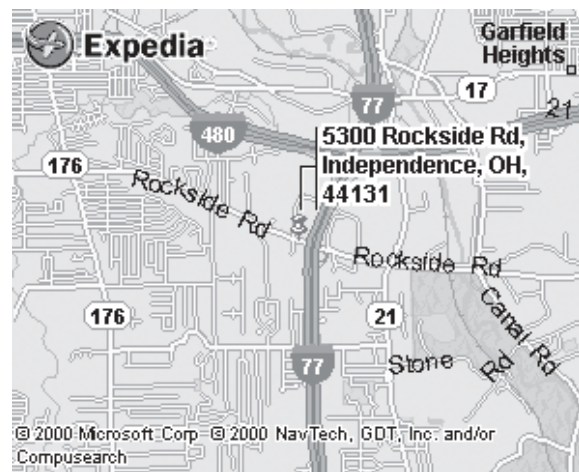
Through segmentation of materials into Core, Custom, and New Products groupings, a process was designed to manage forecasting, planning and scheduling, and inventory within these three groups.

The audience will understand: 1) how to improve and maintain service levels; 2) how to reduce inventory and significantly improve Customer Service; 3) how to develop a model that allows for future process improvements for entire supply chain; 4) how to create an environment where associates are accountable and feel like they are "winning"!

Scott is Vice President, Logistics, Moen Inc., which is responsible for Business Planning, Transportation, Customer and Consumer Services. He has held several management positions in supply chain management in consumers goods and pharmaceuticals companies. Scott has an MBA from Cleveland State University and a BS from Bowling Green State University. Scott is a frequent speaker in many areas of process improvement and was recognized by CLO magazine as one of the top 20 logistics professionals internationally in 2002.

Pamela Allen has over fifteen years experience in the educational arena. For the past eight years, she has been employed at Moen Incorporated where she has been a daily planning analyst for three of those years and master scheduler for over a year. Pam played an integral part in the transition of Moen's demand and supply process changes.

Thank You!  
APICS Cleveland Chapter



**Clarion Hotel** (formerly Four Points)  
**5300 Rockside Rd.**  
**Independence, OH**

## President's Message

It occurred to me while browsing through the APICS website that there are APICS terms and acronyms that the Board of Directors may use at a Professional Development Meeting that the average member may not be familiar with. I thought this month's message should explain a few of those terms.

**PASSPORT:** This is a set of binders outlining the activities of the chapter during the past year. It may contain items such as financial reports, newsletters, community involvement, a narrative of the year written by the president, 5 year plan, etc. Chapters are graded according to a standard, involving the content, neatness, and level of completeness of the Passport. The Cleveland chapter has received the highest award, "Platinum", for the past several years.

**REGION:** The mission of the Region Staff is to "Promote chapter management excellence & growth by providing consulting, training, a communication forum for chapter officers". Cleveland is in Region III, which encompasses the western portion of Pennsylvania, Ohio and West Virginia. We meet quarterly at a hotel located in the city one of the chapters in our Region. Usually the meeting is attended by chapter Board of Directors, who bring back to their chapters ideas that they have learned during the weekend.

**E & R FOUNDATION:** Provides the nation's premier forum for Resource Management research, educational programs, and curriculum development. The foundation periodically publishes the results of the research. The APICS E & R Foundation relies on industry's financial support to stimulate industry advancement. See you at the February 11 Professional Development Meeting.

*Michael Bratnick, CPIM*  
*Nico Cottone*  
*Co-Presidents*

### Open Board Positions:

**President Elect:** this immediate Board position will work directly with the current President to learn the position and lead the current Board of Directors

**Treasurer:** our current Treasurer will be leaving the region and we are looking for a volunteer member to serve in this capacity during the upcoming 2004-2005 year

Please send your interests to Michael Bratnick.

## February 11, 2004 Professional Development Meeting

**Happy Valentines!**  
**Invite your spouse or significant  
other as a guest**  
**(The cost is \$25.00 for your guest)**

- - -

**enjoy**

**Prime rib of beef dinner**

- - -

**From**

**APICS BOARD OF DIRECTORS**

**NOTE:** Please add your spouse or significant other as a guest with their full name when you make your reservations.. **ONLINE** you will have to register twice....since currently only 1 name is entered at a time.

### UPCOMING PROFESSIONAL DEVELOPMENT MEETINGS

**PAUL MATHIESON, CPIM DIR. PROGRAMS**

**Wednesday, March 10th, 2004:**

**APICS 1st Annual Exposition and Job Fair**

Dan Coleman, Excelsior Learning

"Principles of a High Performance Team"

Dr. Joseph R. Muscatello, Infiniti Systems Group

"Re-energizing ERP. How to jump start performance from an underutilized ERP system."

**Tuesday, April 13th, 2004: PLANT TOUR Special!**

Porter Engineered Systems, Solon, Ohio

Matt Seifert, Dir. Programs, Akron APICS Chapter

**Wednesday, April 14th, 2004:**

Joint meeting with Akron APICS

Dr. Ken Killen, C.P.M.

"Purchasing and Supply Chain Metrics"

**Wednesday, May 12th, 2004:**

Tim Anderson, Lear Romec, Crane Aerospace

"Strategic and Tactical Materials Management"

## THE CLEVELAND APICS CHAPTER CHALLENGE!

**"NEW PDM (Professional Development Meeting) GOALS"** involves getting senior level management to actively be part of APICS.

We want to grow our membership by having current senior level management and new senior level management support APICS. We want this support to come from our current APICS membership companys and future APICS membership companys.

We want senior level management to:

1. Be aware of the APICS organization
2. Accept the APICS organization as a necessary and vital link
3. Actively be involved in APICS as PDM speakers
4. Actively be involved in plant tours
5. Actively be involved in APICS by attendance at each PDM
6. Actively support employee APICS membership
7. Actively support employees PDM attendance

I would like all of our APICS membership to be a part of the "NEW PDM GOALS". I would like you to suggest dynamic and energetic senior level management as PDM speakers. I would like you to suggest plant tours with your company.

Thank you,  
Paul C. Mathieson  
Director of Programs  
APICS CLEVELAND CHAPTER

**Cleveland APICS Members,**  
We are planning something special for our March 2004 professional development meeting. We are organizing a manufacturing fair prior to our regular PDM showcasing manufacturing and logistics companies and software providers. This meeting will be convention style with booths and company representatives. Companies interested in having a booth at our March dinner meeting should contact Krista Liem at 216-849-5377 or Lalith DeSilva at 216-515-7597.

*Krista Liem, CPIM*  
*Special Programs Director*

**THE PROFESSIONAL DEVELOPMENT MEETING  
COMMITTEE IS GIVING "YOU" THE MEMBERSHIP  
what you requested...**

**PDM (Professional Development Meeting) MEMBERSHIP REQUESTED TOPIC  
survey questionnaire results.**

There were **31 TOTAL RESPONSES FROM MEMBERS** for the PDM (Professional Development Meeting) MEMBERSHIP REQUESTED TOPIC survey. The web site Professional Development Meeting TOPIC survey questionnaire was posted from **November 12, 2003 to January 8, 2004.**

**The top responses included:  
TOPIC**

TOPIC	PROGRAM DINNER MEETING		FULL DAY SEMINAR		HALF DAY SEMINAR	
	YES	NO	YES	NO	YES	NO
Bankruptcy	2	14	0	10	1	11
Creative Thinking	15	5	0	11	3	1
ERP implementation - Do's and Don'ts	16	2	4	6	3	5
Healthcare Logistics	6	12	4	9	3	8
Inventory Accuracy	18	4	2	10	6	5
Inventory Optimization techniques	15	2	5	6	8	5
Lean Manufacturing	16	0	5	7	7	5
Mergers & Acquisitions	5	10	1	9	2	7
Motivational speaker	12	6	2	9	4	8
Personal Financial Management	9	8	1	9	2	8
Resume Preparation	6	9	1	10	4	8
RF product I.D.	13	6	2	9	2	8
Six Sigma	14	2	6	6	9	4
Stress Management Techniques	12	6	1	10	3	9
Team Building	11	6	2	5	6	5
Time Management Techniques	9	7	2	7	4	6
Turn around (Harley Davidson)	12	1	2	4	1	4
Warehouse Management Techniques	10	9	2	7	5	6

**PDM (Program Development Meeting) Reservation deadline**

Please make your reservations at [www.apicscleveland.org](http://www.apicscleveland.org) by 5:00 p.m. Friday. prior to the Wednesday meeting. There will be a \$5.00 late registration fee added.

The hotel makes every effort to accommodate our group but they do need to have an accurate count. As I'm sure you can understand it is not feasible to expect the hotel to prepare food for 50 people and then a group only expect to pay for 30 or so that show up. Like wise if we guarantee 30 people and that is all we prepare and then have 50 show up the hotel is at a disadvantage to be ready for the group.

The hotel currently serves about 25 monthly groups and all are required to give a guaranteed count 3 days prior with the understanding we will allow them to increase a few people with last minute additions and/or be prepared for a few walkins. The difference of 20 people though is not a reasonable amount-The hotel can not absorb the waste of that much food preparation, labor, staffing etc..

NOTE: Last month we ran short of food because a lot of people walked in at the last minute.

*Professional Development Meeting...  
Pictures from the January 2004 PDM*



*Guest speaker Jack Wolf, from Achievement Training Corporation, talking about "Achieving your Business and Personal Goals in 2004".*



*Jack Wolf conducting an exercise for identifying your goals according to "six dimensions of life".*

**NEW AND IMPORTANT!**

**PDM REGISTRATION** is online to improve the efficiency of the registration processing time for the attendees..... since we do not have a staffed office. Please register online.

Preferred Method of PDM Registration:

1. Go to the APICS CLEVELAND WEB SITE at [www.apicscleveland.org](http://www.apicscleveland.org)
2. Go to EDUCATION (enter)
3. Go to PROFESSIONAL DEVELOPMENT MEETINGS (enter)

You can then SELECT:

1. Select the meeting (s) of your choice
2. Select to Register only
3. Select to Register and pay via PAYPAL



*Jack Wolf receiving a thank you gift from our Dir. Marketing, Jeff Paliwoda.*



*Door prize winner Michael Dunn, Things Remembered, with Dir. Marketing, Jeff Paliwoda.*

**APICS CLEVELAND CHAPTER SURVEY!**

The Cleveland Chapter Board of Directors would like to know from our members the most efficient and effective method for receiving the monthly OPTIMIZER. Traditionally, the OPTIMIZER has been printed and mailed to each members listed address.

However, we recognize some members might enjoy a different forum for receiving our monthly newsletter. We will be collecting member input until March 12th, and publish the results in the April newsletter.

**1. Does the membership want the OPTIMIZER mailed (YES or NO?)**

= OR =

**2. Does the membership prefer to have the OPTIMIZER e-mailed (YES or NO?)**

Please voice your opinion and email your responses to [scott.henry@cgey.com](mailto:scott.henry@cgey.com) or (216-583-3432).

# APICS® THE EDUCATIONAL SOCIETY FOR RESOURCE MANAGEMENT

Dear APICS Members:

Help us grow Cleveland chapter's membership! Do you have colleagues who would benefit from participation in the APICS community? Why not invite them to our next chapter event or send them an e-mail detailing how you've benefited from membership. Personal testimonials are very convincing and, as an existing member, you are the best person to share that information with others.

Just think—if each of us recruits just one new member, we can easily double our professional network and our chapter membership! Please call APICS customer service at 1-800-444-2742 and ask for stock#82034 (Individual Membership Prospectus and Application). This item is Free. Then hand these Membership Applications to your colleagues.

Plus, when you recruit just one new member into the APICS community by June 30, 2004, you instantly become a member of an Elite Club—an exclusive core of members who have participated in recruitment activities. **Cash prize for Cleveland Chapter Member who recruits most members in the 1<sup>st</sup> six months of 2004.** Please write your member number before handing out the application to your colleague and e-mail me the names by June 30, 2004 to receive proper credit.

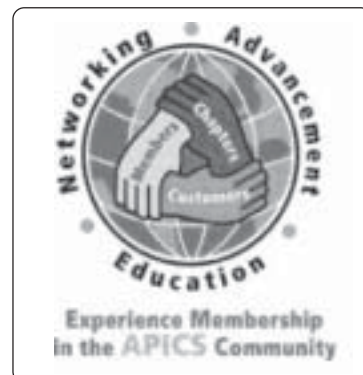
I encourage you to help our chapter grow by recruiting just one new member in 2004! A bigger, stronger APICS community benefits all of us.

For more information on how to recruit a new member, including the Top 10 Reasons to Join APICS, visit [www.apics.org](http://www.apics.org). If you have any questions, please call me at (216) 374-6843 or APICS customer service at (800) 444-APICS (2742) or (703) 354-8851.

Sincerely,

*Lalith DeSilva*

Lalith DeSilva, CPIM  
Director of Memberships 2003-2004



## February 2004 Membership Recognition

### APICS Cleveland Chapter 'First Join Date' (Feb'99) - 5-Year Anniversary Members!

Matthew Mayher	
Tim Semler	Kinetico Engineered Systems
Ed Nowak	Kinetico Engineered Systems
James Corbett	Kinetico Engineered Systems

### APICS Cleveland Chapter 'First Join Date' (Feb'94) - 10-Year Anniversary Members!

Gerald Kohanski	Cleveland Cliffs Incorporated
Nicholas Villanti	Accenture
Ronald Gavanditti CPIM	Parker Hannifin Corporation
Paul Accordino CPIM	IBM Business Consulting Services
Vincent VanBurik	

### APICS Cleveland Chapter WELCOMES These New Members!!!

James Patton	
Thomas Piazza, CIRM	Degussa Construction Chemicals Operations
Mario Suarez	

## ON-LINE CERTIFICATION REVIEW PROGRAM



- On Demand Delivery
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- One-on-one communication with your instructor
- Flexibility for personal & professional schedules
- College credit courses
- Course Fee:  
APICS members \$395  
non-members \$510

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APICS THE EDUCATIONAL SOCIETY FOR RESOURCE MANAGEMENT

[weber.edu/ce/pd/apics](http://weber.edu/ce/pd/apics)

For more information, contact:  
**HELEN HANDLEY**  
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