

2003-2004 CLEVELAND CHAPTER BOARD MEMBERS

NAME	TITLE	ORGANIZATION	WORK PHONE	E-MAIL
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Rebecca Morgan, CFPIM	Dir. Employment	Fulcrum ConsultingWorks, Inc.	216-486-9570	morgan@fulcrumcwi.com
Shravan Jhaveri	Adv. System & Tech	Weatherhead / CWRU	216-269-0654	sjx57@weatherhead.cwru.edu
Krista Liem, CPIM	Special Projects	Goodyear	216-849-5377	krista_liem@goodyear.com
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Nancy Fletcher, CPIM CIRM	Secretary	Dealer Tire	216-432-0088 x 2915	nancyf@dealertire.com
Ed Baldzicki, CPIM	Education-At-Large	International Steel Group	216-429-7231	ebaldzicki@intlsteel.com
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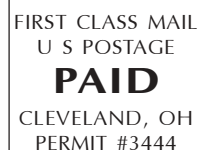
For article submissions or editorial comments please contact Scott Henry at scott.henry@cgey.com or 216-583-3432.

Check out our meeting and class schedule on the world wide web: www.apicscleveland.org



P.O. Box 31357
Independence, Ohio 44131

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APICS

The Educational Society for Resource Management

OPTIMIZER



APICS Cleveland Chapter 2, Region 3

March 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."

APICS 1st Annual Cleveland Exposition

The Cleveland Chapter March PDM will have a different flavor - we will be hosting an APICS Exposition on March 10, 2004. The goal is to make our members aware of the latest supply chain-related products and services as well as available career opportunities. We will also be promoting APICS (membership, the 2004 National Expo, and other areas).

The event will consist of two parts: the traditional networking session will be from 5:00 pm to 7:00 pm, and will consist of the Expo and Keynote speakers. There will be 20 exhibitors from various supply chain-related categories, along with a few recruiting firms and companies with employment opportunities. The PDM portion will consist of two speakers from 6:30 pm to 8:30 pm. Our goal is to attract 150-200 attendees.

See page 2 for Continuing Letter

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March Meeting

APICS Cleveland Chapter



Monthly Professional Development Meeting

Come to the APICS professional meeting!

Topics:	Re-Energizing ERP High Performance Teams
Speakers:	Dr. Joseph R. Muscatello Dan Coleman
Location:	Clarion Hotel 5300 Rockside Road Independence, OH
Date:	Wednesday March 10, 2004
Agenda:	5:00 p.m. Cleveland Expo 6:30 p.m. Heavy Hors D'Oeuvre 7:00 p.m. Presentations
Admission:	Members: \$20.00 Non-members: \$25.00 Students: \$10.00

Friday (prior to the meeting), March 5th, 5:00 P.M. deadline for PDM registration.

Preferred Method: Register for this month's PDM online at www.apicscleveland.org. Reserve your seat and make your payment instantly. You can register only or register and use Pay Pal for instant payment.

If you do not have access to our website for registration, please call 216-621-APICS (2742) or e-mail apicscleveland@nls.net.

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In order to make this successful, we need your help! There are several ways you can support our efforts. First, of course, you can attend the Expo (or even better, bring a colleague or friend). Second, sponsor a booth (or let us know who in your company we might be able to contact regarding booth sponsorship).

Third, let your best suppliers know about this event and encourage them to sponsor a booth. This is an attractive opportunity to get access to a targeted, educated audience. For further information, please contact Krista Liem at 216-849-5377. We hope to see you at the Clarion Hotel and Conference Center!

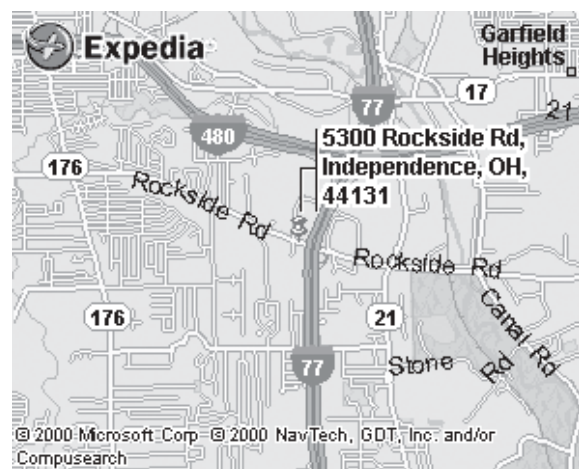
Non Members will be charged \$25.00 which includes heavy hors d'oeuvre
Members will be charged \$20.00
College Students will be charged \$10.00

Thank You!
APICS Cleveland Chapter

Cleveland APICS Members,

APICS 2004 Directories are available electronically via request to clevapicsedu@yahoo.com

*Krista Liem, CPIM
Special Programs Director*



Clarion Hotel
5300 Rockside Rd.
Independence, OH 44131
(216) 524-0700

GET A GREAT VALUE AT THE MARCH CLEVELAND EXPO!

If you haven't been to a Professional Development Meeting in a while, the March meeting is one you should definitely attend. For the first time ever, we are offering two speakers for the price of one! The first speaker is returning for the second time in 2 years due to his high rating from the attendees at his last appearance.

Dan Coleman, Excelsior Learning, will bring his contagious enthusiasm to the Clarion to speak on "Principles of a High Performance Team". Don't think you will just sit and listen to a one hour presentation because he will bring with him his "Magic Carpet". I've "ridden" on his Carpet and this inter-active exercise is both fun and educational.

We are privileged to have as our second speaker Dr. Joseph R. Muscatello, CFPIM, respected businessman and educator, speaking on "Re-energizing ERP. How to Jump-Start Performance from an Underutilized ERP System." Joe is a veteran of 11 ERP implementations and has authored several articles on change management and ERP systems implementations.

In addition to the speakers, we will have a mini-expo, where you will be able to browse among the booths of regional companies and learn about their products and services.

We hope to see you at the March PDM.

*Michael Bratnick, CPIM
Nico Cottone
Co-Presidents*

See Page 4 for Exposition Layout

PDM Reservation Deadline

Please make your reservations at www.apicscleveland.org by 5:00 p.m. Friday prior to the Wednesday meeting.

The hotel makes every effort to accommodate our group but they do need to have an accurate head count.

Thank you for your assistance!

Cleveland Chapter APICS

Call For 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 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.

Director Communications: this Board position will serve in the upcoming 2004-2005 year, and work to publish the monthly Optimizer.

Director At Large: this Board position will serve in the upcoming 2004-2005 year, and assist with various Board activities and projects.

Please send your interests to Michael Bratnick at michael.bratnick@amgreetings.com. Voting will be conducted during the May PDM.

PLAN AHEAD: APICS 2004-05 YEAR OF PDM EVENTS AT A GLANCE!!!

September 8th, 2004: Kevin Dickey, Avtron Manufacturing
"Developing a Purchasing and Inventory Plan"

October 13th, 2004: Don Whiteaker, Ben Venue Laboratories
Plant Tour Being Scheduled for October 12th
"Warehouse Management Techniques"

November 10th, 2004: Roy Symonds, Sherwood Foods Dist.
"Stress Management Techniques"

January 12th, 2005: Joe LaMantia, e-Ventus Corporation
"The Basics of Lean Manufacturing"

February 9th, 2005: Kathleen Logan, Dealer Tire
"Inventory Accuracy"

March 9th, 2005: APICS 2nd Annual Exposition and Job Fair
Topics TBD (Six Sigma)

April 13th, 2005: Speaker TBD, Joint Akron APICS Meeting
Plant Tour Being Scheduled for April 12th

May 19th, 2005: Speaker TBD, Joint PMAC Meeting

APICS EDUCATION CHALLENGE !

In line with our Mission Statement, "The mission of the Cleveland Chapter is to continue to be the premier provider of resource management education in the greater Cleveland area", we offer education classes in the fall, winter, and spring. There is a minimum number of registrants per class required to breakeven on costs and allow planned classes to be held as scheduled. The current winter classes being held include Execution and Control of Operations, Strategic Management of Resources, and Master Planning of Resources.

The on-going challenge is to offer classes that are of interest to you, the MEMBERS. The list of CPIM, CIRM, and Fundamentals education modules can be found on our website, www.apicscleveland.org. You can review each module description under Education, Module Description.

We would like to solicit feedback from our members to help determine which courses may be offered in the near future. If you have interest in a specific module, please call the (216)621-APICS (2742), Education voice mail, or e-mail us your comments to apicscleveland@nls.net. We look forward to your input as we carry out our mission to serve the membership of the Cleveland Chapter.

Thank you,
Ed Baldzicki
Education-at-Large

UPCOMING PROFESSIONAL DEVELOPMENT MEETINGS

PAUL MATHIESON, CPIM DIR. PROGRAMS

2003-2004 PDM Speakers

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"

2004 SUMMER BREAK!

Expo Keynote Speakers on March 11th!

Dan Coleman, Excelsior Learning
Principles of a High Performance Team

The purpose of this highly interactive, facilitated session is to have the group experience the primary principles and skills of a high performance team. The primary principles and skills of a high performance team include:

- Clearly identified and shared leadership roles
- Individual and mutual accountability
- Clear goals and objectives that the team commits to and delivers on
- Collective outputs/work products - everyone does their fair share of work
- Consistent, straightforward metrics on the outputs/work products
- Meetings are characterized by clear and consistent communication, and a problem-solving focus

Participants will work together in a highly engaging problem-solving learning exercise that will test the group's ability with regard to the six principles and skills outlined above. The learning exercise will be debriefed in a fun and comprehensive manner, with the primary purpose of taking the learning's from the exercise and applying them back in everyday life.

The payoff of this experience will be that participants will rediscover many of the principles of teamwork that they already know, and as an outcome of the learning exercise, will have a fresh and new perspective to apply some of the principles in their everyday life.

Dr. Joe Muscatello, CFPIM , Infiniti Systems Group
Re-Energizing ERP.

Dr. Joseph Muscatello, CFPIM, is an accomplished business and consulting professional with 18 years experience managing and consulting for fortune 500 companies. Joe is a veteran of 11 ERP implementations and has authored several articles on change management and Enterprise Resource Planning systems implementations. Joe received his Doctorate from the Cleveland State University, an MBA from Baldwin-Wallace College and a BSBA at Bowling Green State University.

In today's highly competitive manufacturing environment firms are implementing Enterprise Resource Planning (ERP) systems to address the problem of fragmentation of information or "islands of information" in business organizations. ERP systems promise to computerize an entire business with a suite of software modules covering activities in all areas of the business. Furthermore, ERP is now being promoted as a critical link for integration between all functional areas within a firm's supply chain and has shown to be a significant contributor to a corporation's success if implemented correctly.

Unfortunately, the ERP implementation efforts of many manufacturing companies have resulted in partial failure and in some cases total abandonment. Some experts report that 40% of all ERP installations only achieve partial implementation and nearly 20% are scrapped as total failures. An American Production and Inventory Control Society (APICS) Conference Board report stated that 40% of participants failed to achieve their business case after having implemented ERP for at least 12 months. Others have suggested that the failure rate may even be higher than 50%.

A lot of time has been spent analyzing the implementation of ERP systems and how to avoid the pitfalls during implementations. But what about those systems that are already implemented? How does a firm "Reenergize" its ERP system if it is not meeting expectations? The Infiniti Systems Group has come up with a four-step process; Anchor, Amplify, Advance and Audit, to increase the effectiveness of an underperforming ERP system. This proven methodology will show you how to get the returns you deserve from your current ERP system.

Professional Development Meeting... Pictures from the February 2004 PDM



APICS John Carrol University Student Chapter members at the February PDM.

Help Our Chapter Grow! Become an "APICS Corporate Liaison"

Organize one lunch time meeting at your company where APICS Board members will come and meet APICS members and non-members to discuss benefits of APICS and its Flagship certification programs.

Coordinate member renewal activities.

Communicate the APICS Chapter activities (Professional Development Meetings, CPIM and CIRM review classes, and other events) to your co-workers.

APICS Cleveland Chapter will recognize your time and effort with a gift and Certification of Recognition. If interested, please call Lalith DeSilva, CPIM at 216-374-6843 or E-Mail apicscleveland@nls.net



"Corporate Liaison of the Quarter"

Carol Sadewasser, CPIM, from Ferro Corp has been recognized as the Corporate Liaison of the Quarter and presented with an APICS Cleveland Chapter certificate.

Program Evaluation Form Results

We collected 47 survey responses from the attendees of the February Professional Development Meeting.

Out of a scale of 1-5 (1=needs improved, 5=excellent):

Topic Interest	4.67
Topic Relevance	4.45
Speaker	4.51
Location	4.53
Facilities	4.51
Meeting Format	4.38
Food	4.36
Overall Value	4.51

Thank You to Scott C. Saunders CFPIM, CIRM, CPM, Vice President, Logistics and Pamela Allen, Master Scheduler for a great presentation on Implementation of Logistics Strategy: Creating the Process Centric Organization at Moen Incorporated.

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 or (216-583-3432).

CLEVELAND APICS MARCH EXPOSITION!

Be a part of the Cleveland APICS Exposition on March 10th, 2004!

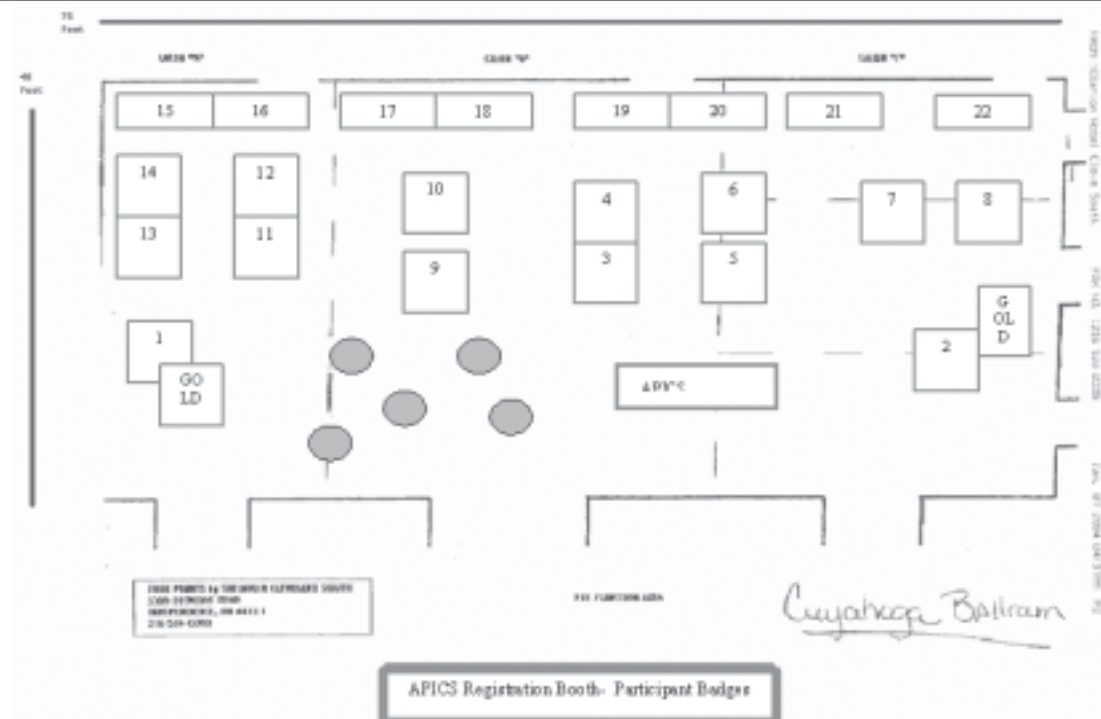
The event is on March 10th from 5:00 pm to 9:00 pm at the Clarion Hotel in Independence, OH. The event will consist of two parts. The traditional networking session will be from 5:00 pm to 7:00 pm, and will consist of the exposition. Then we will have a professional development meeting that will consist of two keynote speakers from 7:00 pm to 9:00 pm. Reserve your table space now! Please contact Krista Liem the special programs director to make your reservations and to find out more details at vkliem@cox.net or 216-849-5377.

GOLD TABLES:

1. Infinity Systems Group- Keynote Speakers Group and ERP Business Consultants
2. Quinn Associates- Advanced Planning Systems - Consulting

SILVER TABLES:

- APICS Table: Information, Books, and Shirts
3. OPEN
4. Paragon Consulting Group- RFID, Barcoding, Consulting
5. NEO WORKS - Non Profit Organization for Helping Resource Mgmt. Companies
6. OPEN
7. One-Sixty Eight - Web Services
8. Cap Gemini Ernst and Young- Consulting for all businesses
9. OPEN
10. Supply Chain Education Alliance- Theory of Constraints Workshop
11. Purchasing Management Association of Cleveland (PMAC)
12. Crowe Chizek Company- Business Risk, Operation and System Consulting
13. Smarter Solutions, Inc. - Six Sigma
14. John Carroll University- MBA program
15. Metasystems - ERP Systems
16. Metasystems --Recruiting
17. E-Ventus- Consulting- ERP, CPFR
18. IRD- Consulting, Outsourcing
19. Case Western Reserve University CWRU - MBA program
20. OPEN
21. Cleveland State University -MBA Program
22. Long Business Systems Inc (LBSI)- Software and Consulting Services



March 2004 Membership Recognition

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

Sam Tobin	PricewaterhouseCoopers LLP
Timothy J Leeth	Sherwin-Williams Company
Robert J Zupancic	Halex
Linda Schulz	Halex
Bill Sutcliffe	Halex
Mary Holland	Kinetico Engineered Systems
Danuta M Sicha-Colon	Weatherhead School of Management
Joseph I Walkos	ABB Inc

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

George R Walukas	-
Ray A Claycomb	Dealer Tire LLC

APICS Cleveland Chapter WELCOMES These New Members!!!

Mr Gerald D Steele	Sherwin Williams	Mr Dave A Dobran	-
Mr Bernie T Lepkowski	Moore Stephens Apple	Mr Ken T Roskey	Kirby Company
Mr Anil Jain	Pentair Water Treatment	Ms Connie Mysza	Avery Dennison
MR Keith E Dummitt	-		

THANK YOU FOR BEING A PART OF "OUR" CLEVELAND APICS CHAPTER CHALLENGE of a "NEW PDM (Program Development Meeting) GOAL"

Which involves getting "your" senior level management to actively be part of APICS. "YOU" ASKED FOR A SURVEY TO BE TAKEN OF KEY TOPICS TO BE PRESENTED AT THE MONTHLY PDM MEETINGS

WE HAVE BOOKED FOR "YOU" DYNAMIC AND ENERGETIC SENIOR LEVEL MANAGEMENT SPEAKERS TO PRESENT "YOUR KEY PDM SURVEY TOPICS REQUESTED" THROUGH MAY 2005.

We want "YOU" to continue to grow our membership by having "your" current senior level management and "your" new senior level management support APICS.

We want "YOU" to continue this support from our current APICS membership companys and the new APICS membership companys that "you" help to ACTIVELY PARTICIPATE IN "OUR APICS ORGANIZATION".

- We want "YOU" to continue to assist the senior level management to continue to be:
- Aware of the APICS organization and accept the APICS organization as a necessary and vital link
 - Actively be involved in APICS as PDM speakers
 - Actively be involved in plant tours
 - Actively be involved in APICS by attendance at PDM
 - Actively support APICS by having ALL their employees have an APICS membership
 - Actively support APICS by having ALL their employees attend the PDM

We would like all of "YOU" to continue to be a part of the "NEW PDM GOALS".
-We would like you to suggest plant tours with your company for October 2004, April 2005, October 2005.

Very sincerely, Paul C. Mathieson, Director of Programs