

2003-2004 CLEVELAND CHAPTER BOARD MEMBERS

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Ron Piscalko, CPIM		Limited Brands		
Lalith DeSilva, CPIM	Dir. Membership	Sherwin Williams	216-515-7597	pldesilva@sherwin.com
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Scott Henry	Dir. Communications	Cap Gemini Ernst & Young	216-583-3432	scott.henry@cgey.com
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Rebecca Morgan, CFPIM	Dir. Employment	Fulcrum ConsultingWorks, Inc.	216-486-9570	morgan@fulcrumcwi.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

APICS
 CLEVELAND CHAPTER

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

May 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.”

“The Aircraft Industry's Impact on Materials Management”

Tim Anderson

Director of Operations
 Lear Romec, Crane Aerospace

On 9/11/2001, over 45,000 flights of commercial and civil aviation were curtailed in a period of several hours...a feat unparalleled in aviation history. This started a chain of events that led to the largest downturn in global passenger travel ever with specific impact on North America:

See page 2 for Continuing Letter

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May Meeting

APICS Cleveland Chapter 2nd Annual Joint Meeting with PMAC/ISM



Come to the APICS professional meeting!

Topics: Materials Management

Speakers: Tim Anderson

Location: Clarion Hotel
 5300 Rockside Road
 Independence, OH

Date: Wednesday May 12, 2004

Agenda: 5:30 p.m. Networking
 6:30 p.m. Dinner
 7:30 p.m. Presentation

Admission: Members: \$25.00
 Non-members: \$35.00
 Students: \$15.00

Friday (prior to the meeting), May 7th, 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 with major credit cards: Discover, Visa, MasterCard, Amex. NOTE: Amex only accepted by Pay Pal and not accepted night of the meeting. If you do not have access to our website for registration, please call 216-621-APICS (2742) or e-mail apicscleveland@nls.net.

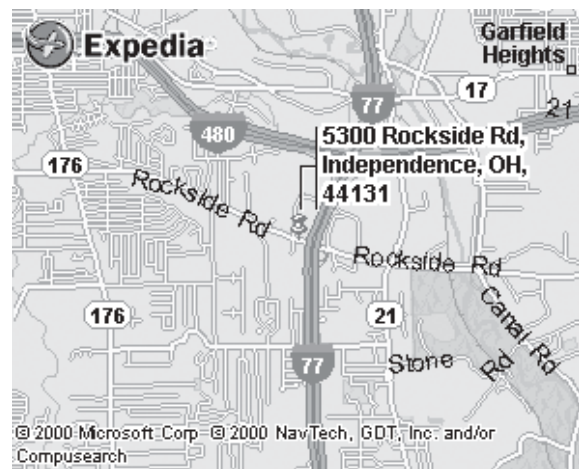
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- People stopped flying out of fear
- Tremendous economic impact on airlines
- New equipment orders were canceled or at the least were significantly reduced
- Negative financial impact on the supplier community

Concurrent with the above economic conditions, there exist very few new platforms, i.e., Boeing's 7E7, so the aerospace business model post 9/11 is significantly different than before 9/11. Up-front investment and risk sharing become common requests by customers in addition to onerous terms and conditions and product support costs. Expiring long term agreements create an environment for significant requests for cost reductions, e.g., 3.5% year over year for 10 years, at starting points that in some cases represent 50% of current pricing.

In response to these demands and existing environment, suppliers to the industry are forced to consider higher cost of investment over an extended period of years, lower internal rates of return, and lower profit margins. In addition to on-going initiatives to improve internal operations, supply chain initiatives become paramount in reducing product costs. Outsourcing becomes an alternative solution as we seek to accelerate our spend with suppliers in the Pacific Rim, Eastern Europe, and other low cost centers of manufacture.

Thank You!
APICS Cleveland Chapter



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

PRESIDENT'S CORNER

As we all look forward to spring in Cleveland, there are many exciting things happening within your APICS. Spring classes are in process, we've recently converted our website to make it easier to update, and we have more great Dinner Meeting topics planned for the rest of the year!

We want to thank everyone that helped plan and those that attended the 1st Annual March Expo - by all accounts it was a GREAT success. Special thanks to Krista Liem and her committee for all their hard work on the Expo this year. They've set the bar high for years to come.

The next month is important to your chapter. In May we will vote on the 2004-05 Board of directors. These leadership positions will help grow the chapter during the next year. For those of you interested in playing a part in our success, please contact the chapter and we can let you know how you can help.

Have a good spring!

Co-Presidents, Cleveland APICS
Michael Bratnick, CPIM,
Nico Cottone

Cleveland APICS Members,

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

Krista Liem, CPIM
Special Programs Director

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!

BOARD CANDIDATES 2004-2005

Cleveland Chapter APICS:

President	Paul C. Mathieson, CPIM Nancy Fletcher, CPIM, CIRM
President-Elect	Lalith DeSilva, CPIM
Past Presidents	Michael Bratnick, CPIM Nico Cottone
Treasurer	Heather Hayes
Dir. Membership	Open
Dir Marketing	Jeff Paliwoda
Dir Education	Ed Baldzicki, CPIM
Dir Communications	Open
Dir Programs	Pam Allen
Secretary	Open
Special Projects	Open

Historian	Kathleen Logan
Systems & Tech	Maija McClure
Dir Employment	Rebecca A Morgan, CFPIM
Education at Large	Jeff Campbell, CPIM
Education at Large	Krista Liem, CPIM
Dir at Large	Mario Suarez

Voting for the contested President's position will be conducted, via ballots, at the May, 12, 2004 PDM. For those members who can not attend the PDM and would like to vote by proxy, please print your name, APICS membership number, and your preferred candidate's name, (Mathieson or Fletcher), to: Michael Bratnick, CPIM Fulfillment Dept. One American Rd Cleveland, OH 44144. Your signed proxy must arrive by Tuesday, May 11, 2004.

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: Kevin E. Reilly, Materials Director, HMI Industries, "Inventory Accuracy"

March 9th, 2005: 2nd Annual APICS Cleveland Expo, John Weidle, Bendix Commercial Vehicle Systems, "Six Sigma"

April 13th, 2005: 4th Annual Joint APICS Akron Chapter Meeting, Speaker TBD, Plant Tour Scheduled for April 12th

May 19th, 2005: 3rd Annual Joint PMAC/ISM Meeting, Pete Evanangelista, Mirifex, "RFID Basics"

UPCOMING PROFESSIONAL DEVELOPMENT MEETINGS

PAUL MATHIESON, CPIM DIR. PROGRAMS

2004 SUMMER BREAK!

We hope you enjoyed the Professional Development Meetings during 2003-2004. We have a great line up starting this fall.

HAVE A GREAT SUMMER, AND SEE YOU ALL IN SEPTEMBER 2004.

May PDM Speaker Profile

Timothy R. Anderson

Tim Anderson is the Director of Operations for Lear Romec, a provider of lubrication and fuel pumps for engine manufacturers and airframers in the aerospace industry. Located in Elyria, Ohio, Lear Romec is proud to be celebrating its 100th year in business this year. Lear Romec is a member of the Aerospace Group of Crane Aerospace & Electronics, which is an integral part of Crane Co., our parent company.

Mr. Anderson is an Operations executive with a 25 year successful track record in the aerospace industry, most of which has been spent leading Manufacturing, Materials, Process Development Engineering, and Quality Assurance organizations in a cohesive approach to achieving operational excellence.

Mr. Anderson started his career at Honeywell (formerly Bendix Energy Controls) in South Bend, Indiana where he was part of the engineering team that designed the main fuel control for GE's F404 engine. He quickly moved through various engineering leadership roles on his way to positions of responsibility in the Quality Assurance organization at Bendix. He was later chosen to be part of a 6-person team that led a successful start-up of an aerospace operation in Rocky Mount, North Carolina in the mid 1980's. This startup was one of the more challenging assignments in Mr. Anderson's career in that the team was tasked with turning a soybean field into an aerospace facility. The site flourishes yet today.

Mr. Anderson has been at Lear Romec for 12 years and has held lead roles in Quality Assurance, Process Engineering and now Operations where he leads the Manufacturing, Materials, and Process Engineering resources in their efforts to reduce product cost by eliminating waste in internal operations and through supply chain initiatives. His strengths are overall business experience, the ability to effectively communicate a vision, as well as define and execute the steps toward achieving that vision, strong program management skills, and the ability to facilitate teams to achieve the results necessary to impact the overall profitability of a business.

Mr. Anderson earned his B.S. degree from Purdue University in Astronautical and Aeronautical Engineering. He is a certified Six Sigma Black Belt and trained in lean manufacturing techniques.



Tim Anderson

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. You can help with:

- 1) Coordinating member renewal activities and APICS goals and objectives at your company.
- 2) Communicating 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

3rd Annual Joint Meeting with Akron... Pictures from the April 2004 PDM



Speaker Dr. Ken Killen, C.P.M. on "Purchasing and Supply Chain Metrics".

A common cry today is "If you can't measure it -- you can't manage it." Dr. Ken Killen, C.P.M. talked about Purchasing and Supply Chain Metrics: What to Measure and How to Measure It. The workshop: (1) explained the value of metrics; (2) introduced critical supply metrics; and, (3) helped participants plan their own metrics purchasing and supply program. Participants walked away with a profit enhancing metrics program that they started to put to work the very next day!



PDM speaker gift from Paul Mathieson, CPIM.



PDM door prize winner.

Program Evaluation Form Results

We collected 29 survey responses from the attendees of the April 2004 Professional Development Meeting.

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

Topic Interest	3.96
Topic Relevance	4.06
Speaker	4.06
Location	4.03
Facilities	4.06
Meeting Format	3.85
Food	3.96
Overall Value	4.32

Thank You to Dr. Ken Killen, C.P.M. Dr. Killen is co-author of: "Managing Purchasing: Making the Supply Team Work" and "Purchasing Manager's Guide to Model Letters, Memos and Forms". He is co-editor-in-chief of the "Purchasing Handbook" (5th edition) and his management text was published in English and Russian.

APICS AKRON AND APICS CLEVELAND JOINT PLANT TOUR

at Porter Engineered Systems in Solon, Ohio on Tuesday, April 13, 2004!

Mr. Matt Seifert, Director of Programs
APICS AKRON CHAPTER
Akron, Ohio

THANK YOU for your organization of a very fantastic and very memorable APICS AKRON AND APICS CLEVELAND JOINT PLANT TOUR at Porter Engineered Systems in Solon, Ohio on Tuesday, April 13, 2004 with Mr. Mark Fechtel, CPIM, Plant Manager as the master of ceremonies and Master Tour guide.

The Porter Group, LLC showed us how they will become a supplier of interior structural and positioning solutions from components through modules for the transportation industry. We were able to see the core competencies, the tactics, the key OEM customers, the key tier one customers, the manufacturing operating system, the lean manufacturing principles, and the materials management key concepts.

Everyone truly enjoyed and got actively involved in Mr. Mark Fechtel, CPIM presentation. He is a very dynamic and energetic speaker. The membership asked a lot of questions that were thought provoking both at the presentation and during the plant tour

The presentation was accepted very well by our Cleveland membership because you made the plant tour and presentation very "THOUGHT PROVOKING". The presentation of finding ways of looking differently at manufacturing situations was greatly appreciated.

A lot of members stayed after the meeting to discuss what had been presented. They were not in a hurry to get home. That is a compliment to you and your plant tour.

Your hard work and preparation is greatly appreciated.

Thank you,

Paul C. Mathieson, CPIM
Director of Programs
APICS Cleveland Chapter

May2004 Membership Recognition

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

David Boutton, CPIM Dir of Operations Institutional Business Solutions Inc

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

Ruth Stock, CPIM Business Process Specialist CSU
Kevin Wallenhorst Application Consultant Matrikon

APICS - Change Your Profile!

Go to www.apics.org and update your membership profile. You will need to click Members Only from the home page and enter your membership number to access your profile. Choose the Member Info tab, then scroll down to the Member Profile option. Please provide your preferred email address for APICS communication.

