

CLEVELAND CHAPTER BOARD MEMBERS

NAME	TITLE	ORGANIZATION	E-MAIL
(OPEN)	President		president1@apicscleveland.org
(OPEN)	President-Elect		president2@apicscleveland.org
Michael Bratnick, CPIM	Past President		president1@apicscleveland.org
Ed Simsic	Secretary		secretary1@apicscleveland.org
Marlisa Young	Treasurer	Nordson	treasurer1@apicscleveland.org
Wael Dardir, CPIM	Director Programs	Lincoln Electric	programs1@apicscleveland.org
James Mallory	Director Communications	e2b teknologies, inc.	communications1@apicscleveland.org
Nilesh Kulkarni	Director Education	Lincoln Electric	education1@apicscleveland.org
Ed Merker, CPIM	Director Chapter Marketing	BASF Construction Chemicals Inc	marketing1@apicscleveland.org
(OPEN)	Director Special Events		events1@apicscleveland.org
(OPEN)	Liaison Academic Affairs		academics1@apicscleveland.org
Monica Curley	Advisor Sys. & Tech.	Staples Corporation	webmaster1@apicscleveland.org
Ed Simsic	Employment Services Coordinator		careerservices1@apicscleveland.org
Steve Nemeth, CPIM	Historian	Lincoln Electric	historian1@apicscleveland.org
Ed Baldzicki, CPIM	Committee Education	Mittal Steel USA	education1@apicscleveland.org
Avanish Kumar	Student President	Case Weatherhead School of Management	avanish.kumar@cwru.edu
Anthony Salvo	Student President	Cleveland State University	anthonyshalvo454@yahoo.com

For article submissions or editorial comments please contact James Mallory at communications1@apicscleveland.org.
 Check out our meeting and class schedule at www.apicscleveland.org



P.O. Box 31357
 Independence, Ohio 44131

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APICS Cleveland Chapter 2, Region 3

February 2007

Newsletter

The Use of Kaizen Initiatives at Moen



John Paltram Moen

The topic for the February '07 meeting will involve understanding how Moen has successfully used the Kaizen tool as a vehicle in supporting the lean transformation of a wide array of Moen business units.

The speaker shall provide an overview of exactly what is Kaizen, how is it used, past and present results of

Kaizen and a look into the Moen future use of Kaizen as a vehicle within continuous improvement.

We shall also look at how Moen went about introducing Kaizen and how has the Kaizen lean tool been embraced by the workforce.

Speaker Profile Continued on Page 4

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



Come to the APICS Cleveland Chapter Professional Meeting!

- Topic:** *The Use of Kaizen Initiatives at Moen*
- Speaker:** **John Paltram, Moen**
- Location:** **Doubletree (aka Hilton Cleveland South) 6200 Quarry Lane; Independence, OH**
- Date:** **Tuesday, February 13, 2007**
- Agenda:** **5:30 - 6:15 pm Arrival/Networking**
6:15 - 7:00 pm Prime Rib Dinner
7:00 - 8:00 pm Recognition/Program
8:00 - 8:15 pm Closing Remarks
- Admission:** **\$25.00 APICS members**
\$35.00 Non APICS members
\$15.00 Student Non-members
\$10.00 Student members

NOTE: Receive one certification maintenance point for PDM attendance.

RSVP Program Deadline for reservation is Friday, February 9, 2007.

Preferred Method: You can register and pay online at www.apicscleveland.org using Discover, MasterCard, Visa, or American Express. You may also register by sending an e-mail to programs1@apicscleveland.org. Cash or credit card payment is accepted at the door for e-mail registrations.

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CHAPTER NOTES

The Cleveland chapter board of directors held a special brainstorming meeting on Saturday January 6, 2007 at the Doubletree hotel in Independence, OH. There were four primary goals to this meeting - to discuss plans for our upcoming 50th anniversary celebration; to discuss ways to retain existing members while adding new members; to increase attendance at our Professional Development Meetings; and to discuss ways to retain and recruit new board members.

The 50th Anniversary Gala will be held August 2-4, 2007. There will be several events planned for our celebration which will be held in concert with the Region 3 Summer Meeting. Region 13 (Illinois

and Indiana) will also be joining us as part of this historic event. Both regions will provide additional funding (in addition to chapter funding) to sponsor the event. The board of directors discussed several ideas to commemorate the event. These included: possible booklets with historical photos and chapter or national history; special invites to local politicians inviting them to join in the celebration; media promotion to local and national media; and other topics. Dan DiFilippo is spearheading our efforts for this historic event. Please contact Dan at events1@apicscleveland.org for comments regarding our 50th Anniversary events or to volunteer to help Dan with event planning and staffing requirements.

Our chapter is one of the largest in the country but membership has stagnated at about 600 members. We lose about as many members as we add annually. The board of directors discussed several ideas to help curb this trend and bring on new members. Discussion first focused on identifying reasons why people join APICS. Some of the main reasons identified were: professional growth; knowledge exchange; networking; employment opportunities; and management expectations.

The board held preliminary discussions to identify potential programs and events to retrain and recruit new members. Some of these ideas included: promoting the new CSCP certification; offering group or individual health care and other benefits; sending the Optimizer newsletter to local manufacturers with a letter of introduction; marketing courses and events to local businesses; and more.

Attendance at monthly PDM meetings is slowly increasing from last year but it is nowhere near our historic highs just a few years ago. With 600 members, we are only averaging 6.6% (about 40 people)

per meeting. This is low compared to many other smaller chapters. The board discussed several ways that we might be able to increase member participation at PDM meetings. Some of these ideas included making the meetings more interesting and relevant;

having nicer door prizes; surveying members to see if Wednesday nights conflict with after-hours classes or personal activities; possibly holding a PDM meeting during lunch at a downtown location; moving the meetings to a downtown location or to east or west locations periodically; having meetings at Dave & Busters or the House of Blues to encourage members to stay for networking and fun; using a PDM meeting to discuss career growth with

a Human Resource speaker followed by a mini job fair; adding a family night to the PDM schedule with a magician or entertainment for spouses and children who attend; reaching out to local university professors and students; and adding a roundtable or forum discussion at the end of each PDM presentation.

Some ideas to spice up the PDM meetings related to topics. We seemed to have more (and different) attendees when we recently held the Price for Profit PDM. Some members may grow tired of Six Sigma, Lean, and other similar topics. Some other ideas for future PDM topics included:

- Having a Human Resource Manager speak about interviewing and resume tips
- Allowing Human Resource employees to speak prior to or after each PDM regarding open positions at their companies
- Cost reduction topics for managers
- Time and budget management
- People management and motivation topics

Another problem discussed related to the several open positions on the board of directors. For the past few years it has been difficult to recruit new volunteers for the board. It has been equally as difficult to retain those few members who step up and volunteer.

One reason why we may be experiencing problems getting members involved is the time commitment required for many board positions. The board is now considering adding a part-time, paid administrator to assist with board activities PDM setup, member registration, and speaker scheduling. See the ad in this issue of the Optimizer for more information about our search for a part-time administrator. See the help wanted add on page 7 for more information.

Please contact any of our board of directors if you are interested in an open board position or if you have other ideas on how we can grow our chapter, increase attendance at PDM meetings, and add more volunteers to our board of directors.

PROFESSIONAL DEVELOPMENT MEETING



Innovation, Continuous Improvement, and Finishing Strong
Rebecca Morgan, CFPIM presents innovation ideas and concepts to a large audience of chapter members at the January PDM.



Well-Attended January PDM
The first PDM meeting for 2007 was well-attended by more than 40 members of the local chapter.

CSCP: Certified Supply Chain Professional Course Announced for Spring 2007

The APICS Cleveland chapter, in conjunction with our sister chapter in Akron, is pleased to announce a new Certified Supply Chain Professional (CSCP) training course for our members. The CSCP certification test preparation course will be held this spring (5 day sessions) with facilitated study groups (evenings, days or weekends). In-house training options are also available. By signing up with one of these groups, students can obtain the APICS CSCP study material at a discount to the price charged by APICS National to individual members.

Contact Information

Please contact Jeff Lubash at JeffLubash@ASGLink.com or 330-668-6084 for more information. An overview brochure is also available at: http://www.apicscleveland.org/CSCP_FactSheet.pdf.

CSCP Certification

Introduced in 2005, the CSCP certification is designed to help individuals learn world-class supply chain management principles and develop their supply chain leadership skills.

Bring Your Significant Other to Our Valentines PDM



Our February PDM will be held on Tuesday, February 13 instead of the normal Wednesday to avoid conflicts with Valentines Day.

We invite all members to bring their spouse or significant other to the PDM meeting which features a **PRIME RIB DINNER** with a **SPECIALTY DESSERT**. The cost for guests at this PDM will be \$25, the same as member costs.

Register today at:

www.apicscleveland.org

APICS Webinars On-Demand

APICS members can now view a selection of popular APICS Webinars On-Demand at their convenience, for no charge, on the APICS Web site. In each APICS Webinar, the latest operations management concepts and solutions are presented to a live audience.

Access a complimentary APICS Webinar On-Demand today.

www.apics.org/education/webinars

NATIONAL & REGIONAL NEWS

Help APICS Celebrate Our 50th Anniversary

Happy New Year from APICS! We have just entered our 50th year and would like to take a moment to thank you for your active participation and continued service. Your dedication to APICS and commitment to your career positions us for landmark successes in the next 50 years.

Help us celebrate APICS' 50th anniversary. We are calling on our members, regions, chapters,

and international associates for assistance as we compile a list of major APICS milestones from the last 50 years. Celebrate APICS 50th anniversary by sharing your APICS experience. E-mail us at mktadmin@apics.org.

If you have an artifact, publication, story, etc. that illustrates APICS' growth, achievements, and outstanding programs, we encourage you to share them with us to be featured in marketing campaigns. Following is a list of the types of items that may be used in marketing campaigns:

- Published articles and media placements
- Photos
- Printed materials
- Case studies about an individual or organization who benefited from APICS education
- Anecdotes about member accomplishments or contributions
- Other artifacts that show APICS' influence in the workplace, profession, and the economy

While we cannot guarantee everything we receive will be used in our outreach efforts, we would love to hear from you and add your information to the APICS archives.

Warmest regards,

Hae Jin Nam
Director, Marketing and Brand Development

New Academic Membership Category

The APICS Board of Directors recently approved the creation of new membership category in support of Academic professionals. Qualified academic professionals will be able to request this membership offering beginning April, 1, 2007. Academic member dues are the same as student member dues, currently \$25, plus applicable chapter dues. To qualify for this status academic professionals must be employed full-time by one or more accredited academic institutions in one of the following capacities (titles): professor, assistant professor, associate professor, researcher, dean, lecturer, or equivalent international title. To qualify, individuals may not serve solely as an adjunct professor or consulting instructor. Further, individuals must attest to employment status with their initial application and upon annual renewal.

Email MemberServices@apics.org for details.

My First Board of Directors Meeting



Michael Bratnick, CPIM
Vice President, Region III

During the weekend of January 12, I had the honor of attending my first meeting as an official member of the APICS Board of Directors. What an experience!

After landing at Reagan Airport, a short 7 minute Metro ride took me to the hotel. There, the Board members

loaded on a bus for a half hour drive to Corporate Headquarters, nestled in a park-like setting in Alexandria, Virginia.

I'll give you a brief outline of our activities: Immediately after being sworn in, we discussed the core values of being a member of the APICS Corporate Board of Directors. An APICS lawyer briefed us on our fiduciary responsibilities and well as legal liability. Reports of various offices and committees followed, such as the report of the President and Executive committees. We reviewed a gap analysis of a recent membership survey. Next, we debated and voted on some important governance issues.

It was not all work. We had a team building exercise at an upscale Washington DC bowling alley on Friday. All in all, it was time well spent, helping our association continue to be the premier leader in operation management education.

MEMBERSHIP UPDATE

IMPORTANT! CHANGES TO UPCOMING PDM SCHEDULE

February 13, 2007 (Tuesday)

The Use of Kaizen Initiatives at Moen
Presented by John Paltram, Moen

March 14, 2007

Operational Excellence / 50th Anniversary Recognition
Presented by Jeff Lubash / Past Presidents

April 10, 2007 (Tuesday)

Joint Meeting with APICS Akron Chapter (in Akron)
Topic & Speaker TBA

April 11, 2007

Theory of Constraints / Chapter Elections
-Michael Pitcher, Constraints Management
-Chapter Elections to be held at the April Meeting

May 9, 2007

Sales & Operations Planning
Presented by Dave Garwood, R.D. Garwood, Inc.

For more information about the PDM's go to www.apicscleveland.org/PDMInfo.html

Open Board Positions

We have open board positions. If you are interested, either contact a Board Member or send an email to president@apicscleveland.org.

- President
- President-Elect
- Systems & Technology Advisor

HELP WANTED!

The APICS Cleveland Chapter is currently seeking a motivated candidate for a new part-time **Administrative Assistant** position supporting our board of directors.

Candidates must possess excellent writing, communication, and organizational skills; be open to working flexible hours as needed

(estimated at 30-40 hours per month). Duties include PDM meeting setup, member registration, and more. Candidates will be required to attend monthly chapter and monthly Board of Director meetings in the evenings. This is a work-from-home opportunity. Compensation will be \$10 to \$12 per hour depending on experience. Benefits are not available. Candidates must have their own computer with internet access. Please send questions or resume and cover letter to bod1@apicscleveland.org.

New Members

Shivam Saxena	Eaton Corp
Stephen L. Prout	Fluke Biomedical
Terry Koch	Parker Hannifin
Antonio Martinez de Aragon	Nestle USA
Gerald J. Novak, Jr.	Nook Industries
Joe Paponetti	

Membership Anniversaries

1992

John J. Skrobola, CPIM - Henkel
Patricia S. Brush, CPIM - PB Consulting

1997

Marvin L. Benjamin - Glastics Corp.
Jean M. Bolling - Lamson & Sessions
Mary E. Miller - PPG
Marko Korlatowych - PPG
J. Michael Dunn, CPIM - Things Remembered

2002

Paul Hoppe, CPIM - Barnbes Distribution
Barbara J. Owens - Hunter MFG
Benjamin D. Karam - Timken
Adriana M. Teklitz - Zircoa
Daniel Zubricky, CPIM - Visual Marketing Systems
Lenore L. Duffy - Hunter MFG
David A. Camiener - Amresco, Inc.
Josephine A. Soukup
Steven D. Malerick

CPIM New Certifications

Fletcher T. Spies, CPIM
Chailuck Kirathitisutisathorn, CPIM

EDUCATION SERVICES

Inline 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 break even on costs and allow planned classes to be held as scheduled.

The current winter classes started in mid January and include Basics of Supply Chain Management and Execution & Control of Operations. Ten different local companies have registrants that are involved with the classes. I would like to thank everyone for your support. Unfortunately, the Master Planning of Resources class was cancelled due to low registra-

tions. We'll try to offer this class again in the spring.

The spring schedule will be formalized in March with classes starting in early April. Watch for updates on our website. If you have any questions regarding the education programs, contact us at education1@apicscleveland.org.

Your Cleveland APICS Chapter offers the latest study materials and resources available from APICS National. Get the training you need from the same organization that creates the tests for certification exams.

Sincerely,

Ed Baldzicki CPIM
Committee Person for Education

PDM MEETING LOCATION



**DoubleTree Hotel Cleveland South
(AKA Hilton Cleveland South)
6200 Quarry Lane; Independence, OH 44131
Phone: (216) 447-1300**

- I-77 South:**
* Take I-77 South to Rockside Rd
* Turn left (East) onto Rockside Rd, to the second traffic light
* Turn right (South) onto Quarry Lane (Between Bob Evans and Sunoco).
* We are on top of the hill.
- I-77 North:**
* Take I-77 North to Exit 155 (Rockside Road - Independence)
* Turn right (East) onto Rockside Road, to the first traffic light
* Turn right (South) onto Quarry Lane (Between Bob Evans and Sunoco).
* We are on top of the hill.
- I-480 East or West:**
* Take I-480 East or West to Exit 20 (I-77 South - Akron)
* Take I-77 South to Exit 155 (Rockside Road - Independence)
* Turn left (East) onto Rockside Road, to the second traffic light
* Turn right (South) onto Quarry Lane (Between Bob Evans and Sunoco).
* We are on top of the hill.
- I-271 South:**
* Take I-271 North to the I-271 North Interchange
* Take I-271 North to I-77 North (Cleveland) Interchange
*** See "From I-77 North"
- I-71, if South of I-271 Junction:**
* Take I-71 North to the I-271 North Interchange
* Take I-271 North to I-77 North (Cleveland) Interchange
*** See "From I-77 North"
- I-71, if North of I-271 Junction:**
* Take I-71 North to the I-480 East (Youngstown) Interchange
*** See "From I-480 East / West"
- I-271 South:**
* Take I-271 South to the I-480 East (Toledo) Interchange
*** See "From I-480 East / West"
- Ohio Turnpike:**
Traveling East:
* Take Exit 151 (I-480 East)
*** See "From I-480 East / West"
Traveling West:
* Take Exit 173 (Interstate 77 North)
*** See "From I-77 North"

Speaker Profile *continued from page 1*

John Patram is the Corporate Senior Industrial Engineer heading up the lean initiative at Moen Incorporated (North Olmsted, OH). He was the key contributor in launching the lean movement at Moen with the successful implementation of the Kaizen Initiative in 1998. John has personally facilitated over 150 Kaizen events in North America (US, Canada and Mexico), Western Europe (Ireland, France and the UK) and China. To date, John has lead three enterprise lean transformations.

John has been with Moen Incorporated since 1997. Prior to that, he worked at Honeywell Inc. (formerly Allied Signal Corp.) in Torrance, CA as a member of the Advanced Manufacturing Technology group.

John has been in manufacturing during his twenty year plus career. His manufacturing exposure has been across the industrial power supply, water flow and aerospace sectors. He has earned two B.S. degrees from Midland University in Fremont, NE and an M.B.A. degree in Finance from the University of New Haven, CT. John is currently working on his DBA in International Business from the University of Phoenix. John is a senior member of the Institute of Industrial Engineers, Society of Manufacturing Engineers and the Association for Manufacturing Excellence. He resides in Solon, OH with his wife and two sons.

EMPLOYMENT SERVICES

We update our website periodically with new career opportunities. Since our last PDM, we have added another fantastic job posting. Below is just one example of what you'll find on our Career Services website:

Company seeking a **Materials Project Manager** for their Tulsa, OK location. This job was posted 1/16/07. Lead various project assignments as they arise, one of which will be to work with global team to implement the APO module of SAP. This will be a full time project for approximately the first 6 months of this job. Support roll out of expanded Distribution Center network from a Materials Management perspective including coordinating new location set-up, move of history, setting of system parameters and stocking levels, etc. Work with Local Process Expert, Director of Materials, Senior Manager Inven-

tory Planning and Supply, and Materials Managers to optimize processes. Monitor and maintain system data settings necessary for smooth operation of business. Analyze data and make recommendations on needed improvements.

Candidates should have 5-15 years of experience. Salary is \$90,000 with full benefits and paid interview and relocation expenses. Bachelors Degree required. MBA desirable. 5-8 years Logistics experience required; Manugistics or APO experience required; SAP experience in Purchasing, Inventory and Data Management Modules required. Strong knowledge of PC and software applications required. MS Excel and MS Access are required Project management skills required. Good analytical and organization skills required Excellent interpersonal and communication skills required.

Attend a PDM Meeting for a Chance to Win a Crisp \$100 Bill!

How? Attend an APICS Cleveland chapter Professional Development Meeting and being the lucky person chosen! Here's how the contest works: Each person (member or non-member) who pays admission to a dinner meeting during the year will be given a ticket at the registration table. The attendee fills out the information on the back of the ticket and drops it in the hopper. At the May Professional Development Meeting, a lucky ticket will be drawn from all the tickets accumulated throughout this year. It's that easy! You do not have to be present at the May

meeting to win. Since tickets will be distributed at each meeting, **THE MORE MEETINGS YOU ATTEND, THE BETTER YOUR CHANCES OF WINNING \$100.00!!!**

Another great reason to take a chapter education class!

The 1999 and 2002 APICS Salary Surveys (2002 - # 01637) revealed that regardless of work experience, education, location, industry, or other factors, individuals with a CPIM certification make an average of 17 to 19 percent more in annual salary and other compensation than similar individuals without a CPIM certification. So don't wait, why not start working toward your certification today. Testing locations are:

North Olmsted "CompUSA"

26425 Great Northern Shopping Center
(Wednesday or Saturday)

Beachwood "CompUSA"

24295 Chagrin Blvd.

(Tuesday, Wednesday, or Saturday)

Fairlawn "CompUSA"

3737 West Market Street (Thursday)

Call today to reserve a test date!

1-800-274-8399

APICS Student Chapters

APICS student chapters are the future lifeblood of the APICS senior chapter organization. Our professional chapter supports the following local student chapters:

Case Western Reserve University

Avanish Kumar, President
E-mail: avanish.kumar@cwru.edu
Stan Cort, Faculty Advisor

Cleveland State University

Anthony Salvo, President
E-Mail: anthonyosalvo454@yahoo.com
Ken Paetsch, Faculty Advisor