

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	anthonyosalvo454@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



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Independence, Ohio 44131

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Happy St. Patrick's Day



APICS Cleveland Chapter 2, Region 3

March 2007

Newsletter

Operational Excellence



Jeff Lubash
Affiliated Services Group

Customers are regularly asking their suppliers for Better, Faster, and Cheaper (lower priced) products and services. Many companies are using Operational Excellence to successfully respond to rising customer expectations and to grow their business.

Operational Excellence is a comprehensive approach to increasing the profitability of a business. It combines four proven continuous improvement methods -- Lean Enterprise, Value Chain Management, Six Sigma, and High Performance Workplace -- into an integrated approach that helps companies grow sales, shrink costs, and reduce cash requirements.

Operational Excellence toolkits can also be incorporated into an existing improvement initiative, enabling companies to accelerate their improvement

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:	Operational Excellence	
Speaker:	Jeff Lubash, CFPIM, CIRM, CSCP	
Location:	Doubletree (aka Hilton Cleveland South) 6200 Quarry Lane; Independence, OH	
Date:	Wednesday, March 14, 2007	
Agenda:	5:30 - 6:15 pm	Arrival/Networking
	6:15 - 7:00 pm	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, March 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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NOMINATIONS FOR 2007-2008 APICS CLEVELAND CHAPTER BOARD

The APICS Cleveland Chapter has its' annual election on April 11, 2007! Any member wishing to vote must be in attendance at this meeting. Nominations for the positions for the 2007-2008 are listed below. We have included the pertinent information from the By-Laws regarding the annual elections. A committee of three was formed and the nominations are as follows:

Elected Positions

President	OPEN POSITION
President-Elect	Dan Difilippo
Secretary	Ed Simsic
Treasurer	Marlisa Young
Director of Programs	Wael Dardir, CPIM
Director of Communications	James Mallory
Director of Education	Ed Labbe
Director of Chapter Marketing.....	Ed Merker, CPIM
Director of Special Events.....	OPEN POSITION

Appointed Positions

Employment Services Coordinator	OPEN POSITION
Historian	Steve Nemeth
Liaison to Academic Affairs.....	OPEN POSITION
Systems & Technology Advisor	OPEN POSITION
Webmaster	Monica Curley

ARTICLE V - MEETINGS

Section 3 - Annual Elections:

The annual membership meeting of the corporation shall be held each April, at which time officers will be elected for the next year and corporate business transacted.

- All members shall be notified of the annual meeting and a list of nominees no less than fourteen or more than forty-five days prior to the meeting.
- Each attending Chapter member shall be entitled to one vote on all action taken.
- Any number of members attending the Annual or a Chapter meeting shall constitute a quorum.

ARTICLE VII - OFFICER ELECTIONS AND APPOINTMENTS

Section 1 - Candidate Nominations:

Each January, the President shall appoint a nominating committee of three (the President Elect, a current Director selected by the President Elect and the most immediate Past President who accepts). This committee must, at the March membership meeting, nominate one name only for each elective office.

CSCP Course Announced for Spring

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.

Contact Information

Contact Jeff Lubash at JeffLubash@ASGLink.com or 330-668-6084 for more information.

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.

Section 2 - Voting Timing:

Elections shall be held at the membership meeting in April of each year.

- Members must be notified in writing of nominees and date, time, and place of election, in accordance with Article V, Section 3.
- Nominations by any member in good standing can be made from the floor.
- All nominees must accept personally or in writing and indicate they have the approval or sanction of their employers.
- Voting shall be held in accordance with Article V, Section 3.

NATIONAL & REGIONAL NEWS

Region III Update from Michael Bratnick

On January 27, 28 & 29, Region III held the first meeting of the year. Friday night was the auction, benefiting the APICS student chapters. What a

success! We raised almost \$1600, which was an all-time record.

The theme of the Saturday session was "Collaboration Among Chapters." The presenters spoke about ways the chapters in our Region could become more efficient and productive by joining together on projects.

The keynote speaker was Joe Shedlawski, CPIM, 2007 President of APICS. He described his rise in the APICS organization and the goals he hopes to accomplish during his year in office.

On February 23, I went to Philadelphia to attend a 3 day meeting with members of Region 9 and 2. The main purpose of the trip was to facilitate the uniting of Region 3 with Region 9, plus 4 chapters in northern Virginia.

As you may know, the Board of Directors voted to reduce the number of Region Vice Presidents to 9 from the current 14 effective January 1, 2008. The consolidation of chapters to form new Regions, (now called Districts), is a result of that vote. Our District will be composed of chapters from Ohio, West Virginia, all of Pennsylvania, Delaware, northern Virginia, and parts of New Jersey.

We had positive discussions, the results of which will be communicated as they become final. It was also interesting to see how Region 9 conducted their meeting. We will incorporate the best of both Regions when our new District meets for the very first time next year.

Michael Bratnick, CPIM
Region III
Vice President

Training Locations

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



Student Auction

Regional student chapter members participated in a student auction at the recent Region III Meeting.



The President
APICS President Joe Shedlawski, CPIM at the regional meeting.



The Auctioneer
Mike Wathan was the auctioneer at the recent Region III Student Auction



A Busy Day

Regional representatives and members take a break from meetings at the Region III meeting.

Special Thanks

Thanks to Dr. Joe Muscatello, CFPIM, Kent State University and Michael Bratnick, CPIM for your generous donations to the Region III student auction.

MEMBERSHIP UPDATE

Bring A Friend

Help us recruit new members by bringing a friend or co-worker to the next Professional Development Meeting or encouraging your boss or coworkers to get involved in APICS.

If you prefer, you can simply provide us with the name of your friend or co-worker and we'll invite them on behalf of the board of directors.

Our chapter's strength comes from our membership. It's all of our responsibility to do our part to ensure that we continue to grow our membership. Please also take the opportunity to forward copies of the Optimizer to friends and co-workers.

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-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 West (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"

New Members

- | | |
|---------------------|---------------------------|
| Michael Godfrey | American Greetings |
| Diane Kingerski | Amresco, Inc. |
| Paul Thayer | Avery Dennison |
| Jay Starling | Avery Dennison |
| Mary Metheny | Bird Technologies |
| Sherman Everett | C.P.M. |
| Wei Chiao | CWRU |
| Kimberly Omdorff | CWRU |
| Allyson Malizia | Graco Children's Products |
| Laura Hart | Lincoln Electric |
| Sean Kirkpatrick | |
| Suzanne Durachinsky | |
| Thomas Moore | |
| Maureen Gamett | |
| Patrick McCulligan | |
| Jin Gao | |
| Kimberly Hanko | |
| Steven Carlton | |
| Brian Vehar | |
| David Salvo | |

Membership Anniversaries

35 Years
Anthony D. Vincelli, CPIM

25 Years
John F. Sustersic, CPIM

15 Years
Sharon J. Gullatta

5 Years
Lenore L. Duffy
David A. Camiener
Josephine A. Soukup

APICS 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: anthonyalvo454@yahoo.com
Ken Paetsch, Faculty Advisor

EDUCATION SERVICES

Spring Course Schedule To Be Announced In March

The schedule for Spring 2007 CPIM courses will be announced in March. Special thanks to Foseco and Parker Hannifin for hosting the Winter 2007 classes. If you would like to attend future CPIM classes or if your company is interested in hosting a class, please contact us at education1@apicscleveland.org. Keep in mind that education and attendance at PDM meetings count toward your continuing education requirements for certification maintenance. Below is the current CE Point Chart for your information.

Table 2. APICS CPIM/CFPIM Certification Maintenance Activity Categories and Point Allocations
Total Points Required: 75 CPIM or 100 CFPIM Every Five Years

I. Continuing Education (CE) (Must relate directly to resource management to qualify)	
Activity Points Earned (No Maximum)	
Conference, seminar, workshop, or APICS Webinar	1 point per full hour of instruction*
Certification Item-writing workshop	1 point per full hour of instruction*
Region meeting with an educational component	1 point per full hour of instruction*
Professional development program	1 point per full hour of instruction*
CPIM or CIRM review course	1 point per full hour of instruction*
Course offered by a degree-granting institution	1 point per full hour of instruction*
Training program	1 point per full hour of instruction*
Educational plant tour	1 point per full hour of instruction*
Independent-study program (home study)	3 points per course completed
CSCP Learning System	30 points for earning a certificate of completion
Independent-study program (college course)	3 credits = 48 points
APICS International Conference and Exposition	24 points for full registration and attendance
CSCP exam	20 points for passing score
CPIM or CIRM exam	10 points per exam passed
CEU (continuing education unit) course	3 points per authorized CEU point
II. Presentations, Publications, and Educational Development (PPED) (Must relate directly to resource management to qualify)	
Activity Points Earned (Maximum: CPIM 60 points or CFPIM 80 points)	
Instruction	2 points per full hour of instruction**
Presentation	2 points per full hour of presentation**
Published article or contribution	2 points per article or contribution†
Published original research	5 points per publication†
Published book	30 points per book†
III. Service to the Resource Management Profession (SRMP)	
Activity Points Earned (No Maximum)	
National/International-Officer of a governing board	5 points per year of service
National/International-Member of a governing board	4 points per year of service
National/International-Chair of a standing committee	4 points per year of service
National/International-Member of a standing committee	2 points per year of service
Chapter/Region-Officer of a governing board	3 points per year of service
Chapter/Region-Member of a governing board	2 points per year of service
Chapter/Region-Chair of a standing committee	2 points per year of service
Chapter/Region-Member of a standing committee	1 point per year of service
IV. Professional Membership (PM)	
Activity Points Earned (No Maximum)	
APICS membership	6 points per year (.5 per month)
Membership in other professional organization directly related to resource management†	1 point per year

Notes: * Half-hour increments are accepted for .5 point.
** Half-hour increments are accepted for 1 point.
† An additional 10 points are awarded if published material is cited as an APICS certification reference.

PROFESSIONAL DEVELOPMENT MEETING

Valentine's Day Blizzard of 2007: The PDM that almost didn't happen

Well, we tried. We planned to have a very special PDM dinner for members and their spouses and significant others. We planned to enjoy a fantastic speaker and a wonderful prime rib dinner with gourmet desserts. What we didn't plan for was the Valentines Day Blizzard of 2007. Some areas received over 20 inches of snow and the gusting winds created huge snow drifts and white-out conditions. We tried to cancel the meeting early in the day but it was too late (the prime rib was already half done). So the few members who could make it enjoyed one of the best PDM's we've had this program year.



A Few Brave Men (And Women)

Blizzard conditions prevented most of us from attending the February PDM but nearly a dozen brave souls made it to this special event.



One Dedicated Speaker

February PDM Speaker John Paltram somehow made it through the treacherous conditions for his presentation discussing the methodology and results of kaizen initiatives at Moen.

UPCOMING PDM SCHEDULE

March 14, 2007

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

April 10, 2007 (Tuesday)

Joint Meeting with APICS Akron Chapter
Meeting to be held in Akron
Topic & Speaker TBA

April 11, 2007

Theory of Constraints / Chapter Elections
-Michael Pitcher, Constraints Management
-Chapter Elections at the April PDM

May 9, 2007

Sales & Operations Planning
Top Management Special Meeting
Presented by Dave Garwood, R.D. Garwood

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

Speaker Profile *continued from page 1*

activities and increase organizational buy-in. This after-dinner presentation will provide an overview of Operational Excellence and how to use its toolkits to increase a company's competitiveness and profits.

Jeffrey Lubash, CFPIM, CIRM, CSCP, CPM, BS, MBA, is president of Affiliated Services Group, Ltd., a management consulting firm for manufacturers.

Jeff is a seasoned executive who has been consulting for 18 years. Before founding Affiliated Services Group, he held senior positions at IBM Corporation, the IBM Consulting Group, and GenCorp. Jeff's experience includes General Management, Supply Chain Management, Engineering and Plant Management. He effectively combines an MBA and an engineering degree with decades of practical experience.

Jeff's client list ranges from large corporations (DuPont, GE, IBM) to small manufacturers (sales under \$10 million). His consulting achievements have been recognized in FORTUNE, INDUSTRY WEEK and DIRECTIONS magazines.

TOP MANAGEMENT AT MAY PDM

Sales & Operations Planning (SOP): The Driver that Makes ERP Work!



Dave Garwood
President
R.D. Garwood, Inc.

“It's January 1st and the financial plans are in place. It looks like a profitable year ... until reality sets in. The customers buy what they want – products that aren't as profitable and are more difficult to make. And Sales doesn't seem to have a clue about how to forecast. Now what?”

Sales and Operations Planning (SOP) is a proven 5 step process to help overcome these obstacles. It is a tool almost always missing in ERP implementations and the number 1 reason for disappointing results from the ERP software investment.

This session will focus on how to use SOP to balance the two inevitable conflicting forces – customer needs and financial plans--into an integrated, realistic set of plans. The attendee will leave with a clear understanding of the proven Five-Step SOP process that integrates the sales, manufacturing and financial plans into a single set of numbers to drive the ERP process. The presentation will also offer helpful tips on getting the sales group to enthusiastically participate in the process and obsolete the term ...“forecast accuracy.” Impressive results from companies who have used the process will be presented.”

Manuvis Corporation, leading provider of real-time, manufacturing intelligence software, that helps Supply Chain and Manufacturing Professionals improve their S&OP process with proactive information, is pleased to sponsor Dave Garwood, founder and president of R.D. Garwood, Inc., in Atlanta, GA as guest speaker at the APICS Cleveland Chapter's May 9th Professional Development meeting. An effective S&OP process may be the competitive advantage Your Company needs to implement! Learn more about Sales & Operation Planning from one of the leading experts on this essential topic.

Dave is one of only three people to be honored with the prestigious Lifetime Achievement Award by APICS. Additionally, his Company helps manufacturing companies grow profitably and become more-competitive in the global marketplace. One area of emphasis is on integrating demand, supply and financial plans using a proven S&OP process. He

has written and published four books and regularly writes for trade and industry magazines. R. D. Garwood, Inc. also performs operational audits and due diligence work for investment firms.

So, if you would like to learn more about improving one of your Company's key business processes from a real expert on this subject, please plan to attend!

This event is sponsored by Manuvis, a leader in delivering innovative, real-time factory intelligence and performance management software solutions. Manuvis solutions help companies lower operating costs, improve customer service, enhance profitability, and accelerate growth by optimizing the synergy between manufacturing and enterprise business systems.

Drawings! Win Stuff!

In addition, don't forget to bring your business card to register for a chance to win 1 of 4 iPod® nanos in a drawing immediately following Dave's presentation, also sponsored by Manuvis. (Winner need not be present.)



Another bonus: Perhaps by May 9th it will no longer be snowing in Cleveland, Ohio!

Special Thanks to Manuvis for Sponsoring This Event!



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