

## CLEVELAND CHAPTER BOARD MEMBERS

NAME	TITLE	ORGANIZATION	E-MAIL
Wael Dardir, CPIM	President	Lincoln Electric	president1@apicscleveland.org
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Anthony Salvo	Student President	Cleveland State University	anthonyosalvo454@yahoo.com
Michael Bratnick, CPIM	Region III Vice President		president1@apicscleveland.org

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](http://www.apicscleveland.org)



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Thank You For Another  
Successful Program Year



APICS Cleveland Chapter 2, Region 3

May 2007

Newsletter

## 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 five-step process to help overcome these obstacles. It is a tool almost always missing in ERP implementations and the main 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

*Speaker Profile Continued on Page 3*

"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!

<b>Topic:</b>	<b>Sales &amp; Operations Planning (SOP): The Driver That Makes ERP Work!</b>	
<b>Speaker:</b>	<b>Dave Garwood, President R.D. Garwood, Inc.</b>	
<b>Location:</b>	<b>Doubletree (aka Hilton Cleveland South) 6200 Quarry Lane; Independence, OH</b>	
<b>Date:</b>	<b>Wednesday, May 9, 2007</b>	
<b>Agenda:</b>	<b>5:30 - 6:30 pm</b>	<b>Arrival/Networking</b>
	<b>6:30 - 7:00 pm</b>	<b>Dinner/Recognition</b>
	<b>7:30 - 8:30 pm</b>	<b>Program/Speaker</b>
<b>Admission:</b>	<b>\$25.00</b>	<b>APICS members</b>
	<b>\$35.00</b>	<b>Non APICS members</b>
	<b>\$15.00</b>	<b>Student Non-members</b>
	<b>\$10.00</b>	<b>Student members</b>

**NOTE: Receive one certification maintenance point for PDM attendance.**

**RSVP Program Deadline for reservation is Monday, May 7, 2007.**

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

## Inside This Issue

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- 2 New Members / Anniversaries / Training Locations/ Region III Update
- 3 Education Services / CompUSA Training Location Closed
- 4 APICS Cleveland Chapter Board Members

## Region III Update: New SOPs & Region VP Changes

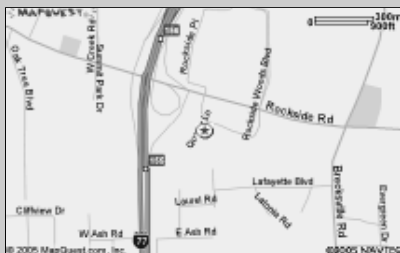
The second meeting of the 2007 APICS corporate Board of Directors occurred April 20 and 21 in Alexandria, Virginia. It was a historic meeting, in that we approved the recommendations of the Governance Implementation Task Force and passed the motion adopting the new SOP's. For the average member, the changes

### New Board of Directors

Congratulations to the 2007-2008 APICS Cleveland Board of Directors. Elections were held last month. Results are available on page four of this newsletter. May will be our final PDM of the year and this is our final Optimizer until the Fall. We look forward to seeing you all at the May meeting.

-APICS Cleveland Chapter Board of Directors

### 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"

to the By-laws and SOP's will be transparent...as least in the short term. However, one of the significant changes was reducing the amount of Region Vice Presidents from 14 to 9, thus reducing the size of the Corporate Board of Directors. This change will allow the Board to become more agile and able to respond more quickly to changes in the marketplace. Members will benefit by having new products and services available to them on a more timely basis.

Michael Bratnick, CPIM  
Vice President, Region III

### New Members

Paul Showalter  
Kathryn Kollar  
Anthony Boysaw  
Richard Nering  
Edward Segula  
Roger Lange  
Chen Lin

Eaton Corp  
Hitachi Medical Systems  
Invacare Corporation  
Parker Hannifin Corp  
Sterling Die, Inc.  
Thermo Fisher Scientific  
Transtar Industries

Jui-Ling Hung  
Michael Rauer  
Jeffrey Louis  
Dawn Lake

Eric Petersen  
Justin Price  
Michael Crawford  
Hanz Hermann

### Membership Anniversaries

**30 Years**  
David Miller

**20 Years**  
Edward Simsic  
Phil Clark, CPIM

**15 Years**  
Anne Lane  
Kenneth Gurchensky, CPIM

**10Years**  
Michael Wagner, CPIM

**5Years**  
Robert Petti

### Training Locations

**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**

## EDUCATION SERVICES

### CompUSA Closes North Olmsted Testing Center in April

The Company providing the APICS Certification Exam testing is Promissor. The testing locations at "CompUSA" center at 26425 Great Northern Shopping Center in North Olmsted and "CompUSA" center at 24295 Chagrin Blvd.in Beachwood were closed on April 15, 2007. "CompUSA" center at 3737 West Market St. Unit T in Fairlawn is the only testing site

currently available. A representative from APICS National has contacted Promissor to identify alternative test sites to serve the Cleveland area. We will provide updated information as soon as it becomes available. To reserve a test date, the phone number is still the same, 1-800-274-8399.

### Spring Class Registration Closed, No Classes Until Fall

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 spring schedule of classes started in mid April with 26 participants

from 18 different companies participating in either the Basics of Supply Chain Management or the Master Planning of Resources.

After taking the summer off, the fall schedule will start in September. Watch for updates in early August on our website, [www.apicscleveland.org](http://www.apicscleveland.org).

If you have any questions regarding the education programs, email [education1@apicscleveland.org](mailto:education1@apicscleveland.org).

### Speaker Profile *continued from page 1*

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.)

**Special Thanks to Manuvis  
for Sponsoring Our May PDM**



**Win A Free iPod  
at the May PDM!**

