



February 10, 2010 PDM

"The Economy is Changing: Are you?"

Rebecca A. Morgan, CFPIM our guest speaker for the February PDM will focus on how changes in global competition combined with sea changes in manufacturing and service industries impact the knowledge and skills success requires. Join this interactive discussion of the changing supply chain function of NE Ohio companies and learn about changes local companies are making to stay competitive.

Manufacturing is not dead, but it certainly is changing, and many of us find ourselves moving to service industries. Even if we're still in manufacturing, the service component is critical to success. The balance of power for some of us has shifted from the manufacturer to the distributor or retailer. For many the safe harbor of the Big 3 was hit by a tidal wave. Some have joint ventures in China, European ownership, operations in Mexico, and markets around the world. It's "not your father's materials job" anymore.

Supply Chain and Operations employees are expected to know about a lot more than just the way their company has always done it. We must understand options for reducing lead times, improving quality, planning and scheduling, for managing inventory, for working with suppliers, for finance, accounting and bank relationships. We must think strategically and act responsibly. We must understand and accept the demands of the new international, environmentally aware and speed-oriented economy. We must take responsibility to think, learn and lead.

Bring your challenges, experiences and successes to share with fellow attendees.

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

February PDM DETAILS

Topic The Economy is Changing: Are You?

Speaker Rebecca A. Morgan, CFPIM

Location for this event:

Airport Marriott
4277 W 150th Street
Cleveland, Ohio 44135
Phone: 216-706-8719

Date Wednesday February 10, 2010

Agenda

5:30—6:10 PM	Arrival / Registration
6:10—7:00PM	Buffet Dinner
7:00—8:15 PM	Manufacturing Tour
8:15—8:30 PM	Closing Remarks

Admission

APICS Member	\$25.00
Non-Member	\$35.00
Student Member	\$10.00
Student Non-Member	\$15.00

RSVP Program deadline for registration is Tuesday, February 9, 2010

Registration & Payment Register and pay online by visiting us at <http://www.apicscleveland.org/?q=pdms>. You may register online and pay at the door or optionally register and pay online using Visa, MasterCard, Discover, or American Express. Note—These are new procedures using Cvent secured services.

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February PDM Speaker Profile:

Speaker Profile



Rebecca A. Morgan, CFPIM

Rebecca A. Morgan is the President of Fulcrum ConsultingWorks, Inc., a manufacturing operations consulting business which she founded in 1990. The firm delivers targeted outcomes with both small privately-held firms and large corporations. Her clients include recognizable names like Avery-Dennison and Moen, and numerous lesser-known companies like HDT, Zircoa, and Kinetico.

Audiences appreciate and enjoy the thought-provoking content, as well as the humor and experienced comfort that Rebecca Morgan brings. She is a sought after speaker in topics ranging from Operations, Supply Chain Management, Accounting Systems, and Information Systems, to Strategic Planning. She is a consultant skilled at clarifying complex ideas and finding creative solutions to problems. She works with manufacturers to position their operations for strategic advantage, enabling predictable, repeatable, reliable and profitable delivery of brand promise to their markets.

Her ability to work as effectively with off-shift workers as with owners and C-level executives and her 30+ years professional experience combine to support both strategic vision and daily execution.

She not only helps others do it; she's done it herself. She has been directly responsible for cost and revenue centers in single and multi-plant situations. As a member of the management team Morgan led and coordinated operations support to Stouffer Foods' introduction of the wildly successful Lean Cuisine brand (demand exceeded forecast by an order of magnitude) while contributing to product and distribution rationalization associated with construction of a second plant.

Following that Morgan helped prepare TRW's then \$300MM Casting Division for sale, subsequently playing a key role for Precision Castparts Corporation (PCC) in the turnaround of that acquisition.

Before that, as bank economist for Cleveland Trust (since acquired by Key Bank), she stood with a very small group who forecast the 20% prime interest rate that few thought could happen, but soon did.

Fresh out of graduate school Morgan was recruited by Perdue Farms to lead development and implementation of decision support processes and accounting systems. During that same time she was an adjunct assistant professor of Economics at Salisbury State University.

Morgan, is certified as a Fellow by The Association for Operations Management (APICS). She actively contributes to the body of knowledge and has served on the Cleveland chapter board of directors as Director of Employment.

APICS Cleveland Chapter CPIM Class Schedule for Winter Quarter:

<u>Class</u>	<u>Start Date</u>	<u>Times</u>	<u>Length</u>	<u>Pricing</u>	<u>Registration Deadline</u>	<u>Location</u>
Basics of Supply Chain Management	Thu, 1/21/10	6:00 - 8:30 PM	10 weeks	\$430 Members (\$490 Non-members)	Wednesday, 1/13/10	Parker Hannifin; 6035 Parkland Blvd.; Mayfield Heights, OH 44124
Master Planning of Resources	Mon, 1/18/10	6:00 - 8:30 PM	8 weeks	\$350 Members (\$410 Non-members)	Friday, 1/8/10	Kichler Lighting; 7711 E Pleasant Valley Rd; Cleveland, OH 44131

Company Coordinator Program

The Cleveland chapter is looking for members to volunteer to serve as Company Coordinator within their organization. This role is similar to line leaders or team leads. We need some one to ‘rally the troops’ at the company level.

Question: What is the role of a Company Coordinator?

Answer: The Company Coordinator serves as the primary liaison or contact for individuals at their organization and basically promotes participation at APICS events such as PDM meetings, plant tours, seminars, education classes, etc. and assists people interested in APICS certification programs and membership.

Question: Does serving as Company Coordinator require a large time commitment?

Answer: The time investment required to serve as a Company Coordinator is very minimal. The primary activities involved are forwarding information and details regarding APICS events to interested individuals within their company and encouraging participation. A Company Coordinator should be active in APICS and regularly attend meetings, plant tours, seminars and workshops.

Company Coordinator volunteers will be listed in the monthly Optimizer and are also invited to attend Board of Directors meetings which are held the third Wednesday of each month at the Cleveland Airport Marriott Hotel at 6:30 p.m. (dinner is served at 6:00).

If you are interested in volunteering to be a Company Coordinator or have any questions regarding the Company Coordinator role, please contact Danyl Wertz at dwertz@dealertire.com or (216) 432-7412.

Savings on CPIM Classes at your Company

For companies with a large number of interested employees, APICS Cleveland provides on-site education at times appropriate to your needs. CPIM training at your company can improve efficiency across the supply chain and help increase profitability. Rebounding from the current economic downturn can be accelerated by having a workforce armed with the kind of professional supply chain knowledge that a complete APICS education offers.

Starting with the newly updated Basics of Supply Chain Management course, your employees can round out their supply chain training with offerings in:

- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution and Control of Operations
- Strategic Management of Resources.

Our instructor-led courses are taught by experienced professionals and follow the rigid standards of the APICS Operations Management Body of Knowledge.

In addition, APICS Cleveland announces a price reduction to help your company afford this much needed education in trying times. Holding all five of the CPIM courses will save your company \$1,500 compared to the prior rates.

To get started on your company’s in-house CPIM program, please contact us at education1@apicscleveland.org

Student Chapter Update: David Salvo

David Salvo is a senior at the Cleveland State University. He has been involved with APICS since 2007 and has continued to be active in organizing the students in CSU to participate in APICS Cleveland chapter events. With majors in Operations Management & Business Statistics and Information Systems, his eyes are set at graduation in the summer of this year and pursuit of a career in Lean Information Technology.

David was sponsored to the APICS International conference and Exposition in Toronto, Canada in the fall of 2009 by the chapter. While at the conference, he participated in the Head of the Class Competition and received a prize as one of the runners up (see APICS magazine January/February 2010 pg. 6). He enjoyed meeting other students, conversations with the lean IT exhibitors and exposure to real world application of the topics presented at the conference.

The APICS Cleveland chapter has invited David to spend a few minutes sharing his college experiences in operations management and business statistics at the February 10, 2010 PDM. He aims to encourage other students to actively participate in the events of the chapter through his presentation. The talk promises to be both exciting and informative.

The January PDM / Plant Tour at Henkel was a huge success. Members enjoyed a great presentation, a wonderful meal and a chance to network with members from Henkel. Here are a few pictures from the evening's event.



Anniversaries

5 Years

Ernest Szczepanski, CPIM

Bill Reeder, CPIM

10 Years

Kenneth Carney, CPIM

15 Years

Peter Brabenec

20 Years

Kenneth Pidott

25 Years

Mark Fedie

Eric Wagner

New Members

Todd Nedrich

Kenneth Brown Jr.

New Certifications

Clara McClellan, CPIM

Companies represented at January Henkel Tour

Audimute

Avery Dennison

Avtron Manufacturing Inc.

BASF Construction Chemicals

Ben Venue Laboratories Inc

Case Western University

CP Chemicals

Dealer Tire LLC

Demag Cranes & Components

Eye Lighting Int'l North America

GrafTech International Ltd.

Great Lakes Integrated

Henkel Corporation

Hose Master Inc

Miles Technologies

Momentive Performance Materials

National Safety Apparel

Nestle Prepared Foods Company

Parker Hannifin

Patina Solutions

Swagelok Co.

The Sherwin Williams Co

Unique Paving Materials

APICS Mid Atlantic Chapter meeting in Toledo.

Date: **February 26-27, 2010**

Location: **Toledo, OH**

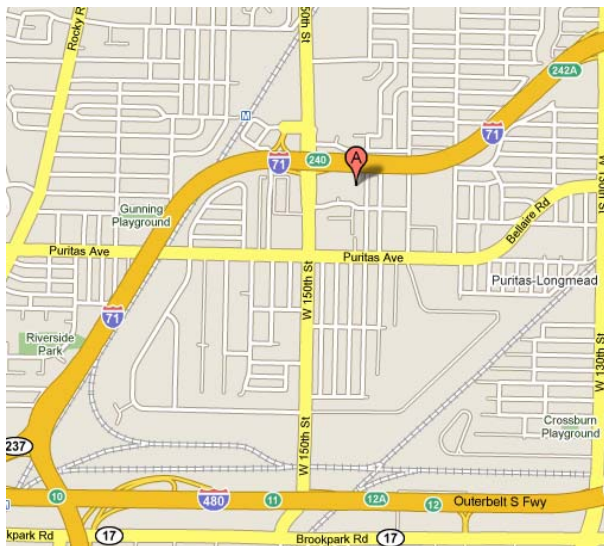
Hosted by: **Toledo Chapter**

The hotel is just off the I-75, close to the junctions with both I-475 and I-80 / I-90.

The hotel has the usual amenities see the website

<http://www.ichotelsgroup.com/h/d/hi/1/en/hotel/TOLPB/amenities?start=1>

PDM Meeting Location



NOTE NEW LOCATION...

**Airport Marriott — 4277 W 150th Street
Cleveland, Ohio 44135 (216) 706-8719**

I-71 North/South:

- * Take I-71 to the W. 150th St. Exit. The hotel will be immediately visible.
- * Head South off of the exit and turn immediately to your left into the hotel.

I-480 West:

- * Take I-480 West to the W. 150th St. Exit
- * Turn right (North) onto W. 150th St.
- * Pass Puritas Rd. Hotel will be on your right. Turn into the Marriott Parking lot.

I-480 East:

- * Take I-480 East to the W. 150th St. Exit
- * Turn right (West) onto Brookpark Rd.
- * Follow Brookpark Rd to the next major intersection, W. 150th. Turn Right (North) on W. 150th St.
- * Pass Puritas Rd. Hotel will be on your right. Turn into the Marriott Parking lot.

CLEVELAND CHAPTER BOARD MEMBERS

NAME	TITLE	ORGANIZATION	E-MAIL
Dan DiFilippo, CPIM	Past President	Momentive Performance Materials	president1@apicscleveland.org
Dennis Okocha, CPIM	President-Elect	Henkel Corp	president2@apicscleveland.org
Danyl Wertz, CPIM	Secretary	Dealer Tire	secretary1@apicscleveland.org
Marlisa Young	Treasurer	Sierra Lobo, Inc	treasurer1@apicscleveland.org
	Director of Programs		programs1@apicscleveland.org
Ed Merker, CPIM	Director of Communications	Swagelok Company	communications1@apicscleveland.org
Dan DiFilippo, CPIM	Director of Education	Momentive Performance Materials	education1@apicscleveland.org
Jacob John, CSCP	Director of Chapter Marketing	Avery Dennison Corporation	marketing1@apicscleveland.org
Steve Nemeth, CPIM, CSCP	Director of Special Events		events1@apicscleveland.org
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Avanish Kumar	Student President	Case Weatherhead School of Mgmt	ananish.kumar@cwru.edu
David Salvo	Student President	Cleveland State University	anthony salvo454@yahoo.com
(open)	Student President	John Carroll University	

**Please contact Ed Merker at communications1@apicscleveland.org
for article submissions or editorial comments**

Check out our meeting and class schedule at www.apicscleveland.org

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