

Toledo



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Toledo, Ohio 43606

www.apicsToledo.org

Board@apicsToledo.org

Editor: Paula Taynor

Volume Number XLVIII

Issue 21 – April 2010

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We have one new member this month, Karen Williams, Karen is a member of the BGSU College of Business Administration and is closely involved with students and supporting student organizations such as APICS.

The student chapters have been busy signing up new members.

BGSU has 8 new members, and I would like to welcome to Sarah Ardnt, Justin Carder, Jack Dennis, Jude Kluding, Andrew Lucchese, Kevin Mumma, Morgan Schneider, Nicholas Sinue, and Grant Wasserman, this brings their membership to 55.

The University of Toledo chapter has two new members this month, David Conover and Jennifer Jones and these memberships bring the chapter to a total of 45. The chapter board has worked hard to get above the 40 member mark, and I would like to recognize the effort being put in by the chapter president Jim Snodgrass Jr, his fellow chapter officers, student chapter adviser Professor Sundar and the assistance our current VP Programs, Sheryl Holbrook, has been giving to Jim and his team.

If you add the two student chapter totals together you will see we have reached a milestone, 100 student members, this is a significant achievement by both chapters and reflects a lot of hard work.



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Student chapter numbers fluctuate during the year as students who graduate drop off the membership when their student membership expires, in an “ideal APICS world” every student member would take up professional membership after they graduate but this is not an ideal world. New graduates face many financial pressures as they start their professional career and unfortunately APICS membership may not make the cut when they are deciding budget priorities. We hope to help many of these graduates maintain their APICS membership as they move into the professional community by offering to pay for their first year as a “young professional” member because the Toledo board recognizes the benefits of membership and the benefits of bringing younger members into APICS.

We are drawing nearer to the end of the chapter year; we have a joint meeting hosted by the UT Student Chapter at the University of Toledo on Monday April 12th, we hope to offer a plant tour in May and we will have our Annual Meeting in June.

At the Annual Meeting members will elect the Board of Directors for the following year, if you are interested in serving on the board and would like further information please let me know; either call me at 419 662 7531 or send an e-mail to president@apicsToledo.org

Bruce Brechin, CPIM, CSCP

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40th Anniversary of Earth Day April 22, 2010

Forty years after the first Earth Day, the world is in greater peril than ever. While climate change is the greatest challenge of our time, it also presents the greatest opportunity – an unprecedented opportunity to build a healthy, prosperous, clean energy economy now and for the future.

Earth Day 2010 can be a turning point to advance climate policy, energy efficiency, renewable energy and green jobs. Earth Day Network is galvanizing millions who make personal commitments to sustainability. Earth Day 2010 is a pivotal opportunity for individuals, corporations and governments to join together and create a global green economy. Join the more than one billion people in 190 countries that are taking action for Earth Day.



Answers to November Newsletter CPIM Quiz

There were no respondents with all correct answers to the March questions

BSCM

Which of the following is generally a characteristic of a product-focused layout?

B. fixed flow of work

MPR

Marketing asks the master scheduler to divide an economic run and move half of it inside the planning time fence in order to meet a special customer demand. Which of the following is the most likely negative impact of such an action?

A. Manufacturing will lose efficiency.

DSP

Which of the following purchasing-related difficulties is most effectively addressed by implementation of MRP?

D. incorrect due dates

ECO

JIT training should increase capabilities of operations supervisors to do all of the following **EXCEPT**

C. maintain high equipment utilization

SMR

An information system implementation project is six months behind schedule because many people involved with the project are working on a serious problem with product quality. Which of the following actions should the executive steering committee take in this situation?

B. Reschedule implementation efforts based on the resources currently available.

Trivia – Cinco De Mayo

This day marks the victory of a small, poorly armed force of around 4,500 soldiers over the French invasion of a well-armed, professional army led by Napoleon III that had about 8,000 soldiers. This battle is popularly known as the legendary Battle of Puebla. The battle lasted for 4 hours and ended in the victory of the small Mexican army under Gen. Ignacio Zaragoza. So Cinco de mayo is hugely celebrated with pomp , gaiety and fiestas in the traditional Mexican style.





VP Programming Message April 2010

LAST MONTH'S EVENT

We had a great turnout for our Professional Development Meeting on March 16. This was our joint meeting with ISM, NAPM-Toledo. We had 44 professional members and guests in attendance, 18 from NAPM and 26 from APICS, including 8 student members and 2 faculty members from The University of Toledo.

Fu Sun, from UTAPICS, was the winner of the drawing for a free PDM. Bill Dushane, from Detroit Stoker, won the drawing for textbooks which were donated by Dr James Pope from The University of Toledo. Dr Sundar won the drawing for a leather set of media and desk accessories, generously donated by Bruce Brechin. And Sheryl Holbrook won \$47 in NAPM's 50/50 raffle!

Our thanks go to Joe LaMantia of e-Ventus Corporation for his presentation on "e-Collaboration". Joe discussed the impact of the Internet and web technology on collaborative planning, forecasting and replenishment and supplier relationship management. And he presented ideas about how to transform the challenges and opportunities of e-business into strategic and competitive advantages for your company.

We had a 65% participation rate for the survey (26 attending, 17 cards returned), and results (shown in the following table) were good. As always, suggestions and comments are welcome. I appreciate your input!

	Not Satisfied								Highly Satisfied		Overall Rating
	1		2		3		4		5		
	No	%	No	%	No	%	No	%	No	%	
Facility	0	0%	0	0%	0	0%	4	24%	13	76%	100%
Dinner	0	0%	0	0%	1	6%	10	59%	6	35%	94%
Topic	0	0%	0	0%	3	18%	6	35%	8	47%	82%
Location	0	0%	0	0%	0	0%	7	41%	10	59%	100%
Speaker	0	0%	0	0%	2	12%	7	41%	8	47%	88%
Meeting	0	0%	0	0%	0	0%	8	47%	9	53%	100%

APRIL'S EVENT

Our next event is a Professional Development Meeting on Monday, April 12, 2010, on the campus of The University of Toledo. This is a joint meeting with UTAPICS, the student chapter at The University of Toledo. It **is also "Bring Your Boss" Night. When you attend the meeting and bring your boss, your boss attends for free!**

The program is "Lean Communication Skills", presented by Sue Seiler from Dale Carnegie Training. Sue will discuss how to be assertive in your communication with others...how to avoid being aggressive or passive. She will also demonstrate how to "disagree agreeably"...how to present your opinion so that other people continue to listen. Finally, she will present ideas for making your team a "Lean Team"...how to get your team engaged and effective in the "leanest" way possible....through better communication.

Effective communication skills...it's essential to the success of any Supply Chain Manager. Effective communications skills is also one of the Tier 1 Foundational Competencies in the APICS Supply Chain Competency Model, so this program will be of particular interest to the APICS Young Professional Members and



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Students, who are just beginning Career Pathing. Join us and learn how to become more effective and efficient with better communication skills.

Dinner will be buffet-style, and the entrees of Roast Beef au Jus and Pasta Primavera. Dinner includes salad, scalloped potatoes, vegetable, dinner rolls, dessert, tea, and coffee. The cost is \$25.00 for APICS members and guests, and \$15.00 for students. The reservation cut-off is Wednesday, April 7, at 5:00 pm. Send your reservation to pdm@apicstoledo.org.

If you haven't used it already, don't forget the chapter's offer of a free PDM to all its professional members during the months of February, March, and April.....so this is your last chance this year for a free PDM!! When you make your reservation, just mention you are using your free PDM. Take advantage of this excellent opportunity to network with the young professionals of tomorrow from the Student Chapter of The University of Toledo.

UPCOMING EVENTS

We are still finalizing details for our Plant Tour in May, and our Annual Meeting in June. Details to follow.....watch for the event flyers!!

Sheryl Holbrook, CPIM, C.P.M.

VP of Membership

(This position is open. Please contact Bruce or Brent if you are interested)

As you may have read in the President's Message our student chapter membership numbers continue to rise, this is very healthy and hopefully by offering to support student members become professional member after they graduate by financing their membership fee for their first year as a Young Professional we will be able to retain these enthusiastic individuals in the APICS fold.

Sad to say that the chapter professional membership is still showing a decline, we have dropped back to 117, a drop of 6 from March and now 12 below where we were last June, I don't know the reason but have to believe the economy is certainly a major contributor.

I continue to try to contact members whose subscriptions have gone past due or are coming up for renewal and in some cases I am told "they are no longer with the company", other times the phone number is unobtainable, and if they only gave APICS a company e-mail I have no easy way to contact them.

I'd like every member to take a little time to **log on to the APICS website and verify your contact details**, does it have the latest phone number, does it have the e-mail you prefer to use, perhaps you moved home but forgot to change your address and if your mail redirection with the Postal Service has finished you won't be getting the APICS magazine or your subscription renewal notice.



Finally I'd like to remind everyone APICS does offer unemployed members the opportunity to renew their membership at no cost in 6 month blocks for up to 18 months. I hope you don't need this benefit but if you do please get in touch and I'll send you the paperwork.

Bruce Brechin CPIM, CSCP

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Education Report April 2010

I regret to say we are no further forward in finding instructors for the CPIM refresher classes and also for CSCP, it appears that despite the board's best intentions we will not be able to offer these classes this chapter year.

If you are CPIM or CSCP certified and interested in being an instructor for the chapter please let me know.

By the time you read this we will have completed the last class of the Toledo MPR module.

I'm pleased to tell you we will be offering the **Detailed Scheduling and Planning** class in Toledo, start date is Tuesday May 18th and to ensure we complete the class before the summer months we are going to run 2 evenings per week, Tuesdays and Thursdays, more information will be sent out in separate e-mails.

We have also completed the last class of the SMR module at Jackson Community College and this means we have run 2 full CPIM series for JCC and while attendance levels have been lower than we hoped we think there is a need for classes but we just haven't hit the right way to tap into the market and we plan to discuss this with JCC to determine how we move forward with our partnership

Bruce Brechin CPIM, CSCP

VP Student Liaison

This position is open. Please contact Bruce or Brent if you are interested

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APICS Student Chapters **Bowling Green State University**



Our group safely returned home from our spring break trip to Italy with lots of experiences, memories, and stories. We visited many cultural sites, such as the Duomo Cathedral in Milan, and the Coliseum, Vatican, Pantheon and the Trevi Fountain in Rome.

In Milan, we took a plant tour of an OI glass factory. The plant manager gave us a presentation on OI, as well as specific information about the factory, their customers, their suppliers and how they recycle their defective products. After the presentation, we were taken for a tour around the factory. We got to see inside the furnace that was melting the glass and sand pellets. Then we saw the molten glass get placed in molds and then cooled, so they could be inspected. The glass was then cleaned and packaged. The majority of this process was done by machine with the exception of some inspections and the movement of the product. This was an impressive process to see.

Milan also provided us with an opportunity to meet with local SCM professionals and APICS members for a round table dinner discussion. Paola Mondolfo organized the event to include a “typical Milano meal” and topics for comparing Italy and US business practices.

As we moved from Milan to Rome, we toured the Lamborghini factory and saw how much customization and hand craftsmanship goes into their cars. We also visited the Tuscan valley and learned about the process of making wine at a local winery. The trip became even more memorable as an unusual March snow storm caught us on our drive from the vineyard to Rome, resulting in a night on the bus in a snow drift!

Overall our experiences were ones that will be hard to forget. We learned a lot about the Italian culture as well as the different industries, such as fashion and auto, which account for a large amount of the country’s income.

Karin Mowery, APICS President
Bowling Green State University

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University of Toledo



No Submission in time for this issue.



Test Your CPIM Knowledge – March 2009

Chapter polo shirts for the first 3 (non-instructor) members submitting correct answers to president@apicsToledo.org

1) Which of the following is most likely to be a dependent demand item?

- A. a manufactured subassembly
- B. an item in a grocery store
- C. a service part
- D. an office supply item

2) The length of a forecast horizon is determined primarily by the

- A. delivery time allowed by the customer
- B. length of the manufacturing cycle
- C. purpose of the forecast
- D. longest component lead time

3) Increasing the capacity at an intermediate bottleneck work center results in all of the following EXCEPT

- A. an increase in the throughput of the system
- B. a decrease in work in process in the system
- C. a rescheduling of the existing load
- D. a reprioritization of existing queues

4) Effective shop floor controls can improve customer service in which of the following ways?

- I. By reducing production lead time
- II. By replenishing stock orders on schedule
- III. By improving parts availability

- A. I only
- B. I and III only
- C. II and III only
- D. I, II, and III

5) Which of the following statements is true about companies that begin to automate before implementing lean production?

- A. They tend to spend more money on material handling.
- B. They tend to have a higher success rate.
- C. They find that the conversion to lean production goes faster.
- D. They find that the conversion to automation goes faster.



Midwest Atlantic District
Delaware, Maryland, New Jersey, Ohio, Pennsylvania, Virginia, West Virginia

In late March I was very happy to receive an e-mail from Bill Selepes, MAD Director of Operations, who was responsible for organizing the meeting and wanted to thank the Toledo chapter for hosting the attendees from the District.

In his e-mail he had the following comment *“I would like you to know this was the highest scored meeting from the past 4 evaluations and we had the most attendees”*.

So despite the atrocious weather on the Friday the location and program were obviously enjoyed by the participants.

Bruce Brechin CPIM, CSCP

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Guest Columnist

Resume Tips: Five Ways to Grab Employers' Attention - Deborah Walker, CCMC

With today's level of competition for good jobs your resume has got only one chance to make a great first impression. To be considered for interviews your resume must have that special something that grabs the reader's attention and motivates them to call you.

Here are five strategies for transforming a blah document into a WOW resume that will get employers calling you.

1. Keep your focus clear and to the point.

The first thing potential employers need to know is what you do and the position you are interested in. In the past job seekers have used an objective statement at the top of their resume to indicate their employment interest. With the lightning speed scanning approach that recruiters take in viewing resumes, a wordy, vague objective statement taking up three or more lines of text just doesn't get the job done. In most cases they don't get read.

Instead, write a short, direct professional summery that clearly illustrates your career focus. Your statement should include your profession, how long you've done it and your particular areas of expertise. Something to the effect of:

Senior purchasing professions with 10 years' procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement.



Remember, your resume is not an historical tell-all. To keep your focus clear make sure that everything following in your resume relates to your focus. Leave off extraneous details.

2. Stuff your resume with key words.

The more key words you use the more frequently your resume will show up in online searches like LinkedIn, TheLadders and CareerBuilder, etc.. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored. Without key words, your resume is being shot off into a black void each time you submit it.

A good way to make sure your resume is full of key words is to check it against job postings. Use as many of the key words found in the responsibilities and qualifications sections of job postings. As much as you can, match up your terminology with what you find in job postings.

3. Keep your resume reader-friendly.

Nothing gets ignored like a resume full of lengthy blocks of text. No one has time to read through that much information. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate bullet points so that each stand out. Be sure that your font size is readable: nothing smaller than 11 point.

4. Include plenty of accomplishments.

If you want to stand out from the crowd you must include accomplishments throughout your resume. Write accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don't make the common mistake of combining responsibilities and accomplishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.

5. Get your best information on page one.

It's true, if you can't grab their attention on page one they won't stick it out to find out the wonderful things you've got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one of your resume. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills needed for the position you are interested in.

Don't delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.

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Deborah Walker, CCMC is a career coach helping job seekers nationwide. Her clients gain skills in resume writing, interviewing and salary negotiation. See her sample resumes and read more job search tips at: <http://www.AlphaAdvantage.com>