

Toledo



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MARCH JOINT PDM – with ISM, NAPM-Toledo
“Insourcing”
Presented by Norm Hoepfner, VP Procurement, Sauder Woodworking

Thursday, March 17
Langley Hall, Maumee, Ohio

For the past several decades, northwest Ohio and southeast Michigan have experienced a steady flow of manufactured parts and components “outsourced” to companies in China, Mexico, Southeast Asia, and other foreign countries. As a significant amount of production has moved offshore, the region has experienced a steady decline in jobs in the manufacturing sector.

However, important changes in the market and issues with foreign suppliers are taking place. As a result, some area manufacturers are reexamining their supply chain strategies. Costly problems with product quality from foreign suppliers, the low value of the US dollar versus other currencies, long shipping delays, increasing logistics costs, inventory carrying costs, and the difficulty of working with foreign suppliers are combining to cause some manufacturers to move parts and components sourcing back to northwest Ohio and southeast Michigan.

Join us on March 17, and learn about the “insourcing” efforts at Sauder Woodworking Company, based in Archbold, Ohio. Our speaker is Norm Hoepfner, Vice President of Procurement at Sauder Woodworking. Prior to joining Sauder, Norm Hoepfner spent 25 years in Tier 1 automotive manufacturing, in various purchasing / materials management positions,

quality, Six Sigma, and operations management. He has been with Sauder for the last six years, responsible for quality and purchasing.

Like many other companies in the region, Sauder had outsourced to offshore suppliers many of the component parts for its line of ready-to-assemble furniture. Mr Hoepfner’s presentation on March 17 will include a discussion of the changes in the marketplace that led him and his team to examine “insourcing” some of those parts. He will also discuss the “insourcing” process, supplier selection, and additional “insourcing” opportunities at Sauder.

This is our annual joint PDM with ISM, NAPM-Toledo, and will be held at the Langley Banquet Hall, in the Historic Commercial Building, 301 River Road, Maumee, Ohio. Dinner will be a buffet, featuring Red Wells Famous Roast Beef, sliced turkey, mashed potatoes, gravies, salad, vegetable, bread, dessert, and soft drinks. A cash bar will be available.

Dinner is \$25 for APICS professional members and guests, and \$15 for APICS student members. APICS Toledo professional members who are unemployed attend for free. Send your reservation to pdm@apicstoledo.org .

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APRIL JOINT PDM – with UTAPICS
Tuesday, April 19
On the campus of the University of Toledo

Managing Quality – Across Industries
A Panel Discussion

Our April PDM, on Tuesday, April 19, will be a dinner and panel discussion. The topic is “Managing Quality – Across Industries”, and will be a comparison of the application of quality efforts across various industries, including manufacturing, service, and healthcare.

If you a quality professional, and are available April 19, please volunteer to serve on our panel. Contact programs@apicstoledo.org for more information.

FEBRUARY’S REPORT

On February 17, we ventured to Grand Rapids, Ohio, for our annual Joint Professional Development Meeting with Toledo ASQ. This year’s meeting was hosted by ASQ, and they did a great job. In fact, four of the six survey categories scored an overall rating of 100%. Following are the survey results:

	Not Satisfied				Highly Satisfied				Overall Rating		
	1		2		3		4			5	
	No	%	No	%	No	%	No	%	No	%	4 + 5
Facility	0	0%	0	0%	0	0%	4	40%	6	60%	100%
Dinner	0	0%	0	0%	0	0%	4	40%	6	60%	100%
Topic	0	0%	0	0%	0	0%	3	30%	7	70%	100%
Location	0	0%	0	0%	1	10%	3	30%	6	60%	90%
Speaker	0	0%	0	0%	2	20%	0	0%	8	80%	80%
Meeting	0	0%	0	0%	0	0%	7	70%	3	30%	100%

We had 15 in attendance, including APICS professional members and faculty from the University of Toledo and Bowling Green State University, as well as student members from both universities. The program was “Food Quality & Safety”, presented by Pat Hurley of Spangler Candy and Kelly Roach of Diehl Food. Between them, Mr Hurley and Ms Roach have over 60 years’ experience in the field of Quality and Food Safety. It was fascinating to hear about their efforts to develop food safety programs at their respective companies that comply with the Obama administration’s recent sweeping overhaul of the US Food Safety System.

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The winner of this month's drawing for a free PDM was Michael Erney, from UTAPICS. Congratulations, Michael! We also had a drawing for three notepad desk sets, which were generously donated by John Cavanaugh of First Solar Energy. All three winners of the desk sets were student members from UTAPICS: Tianqi Jiang, Beth Harding, and Aaron Seaman. Congratulations to all, and thanks to John Cavanaugh for his generous contribution.

APICS Toledo 2010/2011 Schedule of Events

Date	Event	Location	Speaker	Topic
Thurs, Mar 17 5:30 pm	Joint PDM With ISM Toledo Chapter	Langley Hall 301 River Rd Maumee, OH 43537	Norm Hoepfner Sauder Woodworking	"Insourcing"
Thurs, Mar 31 6pm-8pm	BGSU APICS PDM with Goodyear	BGSU Campus BA116 Bowling Green, OH		
Tues, Apr 19 5:30 pm	Joint PDM with UTAPICS Student Chapter	U of T Campus Student Union 2582 2801 W Bancroft St Toledo, OH 43606	Panel Discussion	"Managing Quality—Across Industries"
Weds, April 20 7:30pm	BGSU APICS Election Meeting			
May/2011	TBA	TBA	TBA	TBA
June/2011	APICS Toledo Annual Meeting	TBA		
Fri-Sat, Jun 24-25	Mid-Atlantic District Meeting Cincinnati, OH			
Sun-Tues, Oct 23-25	APICS International Conference & Expo Pittsburgh, PA			

Sheryl Holbrook, CPIM, C.P.M.

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President's Message March 2011

I'd like to congratulate the team of 6 undergraduate student members from the University of Toledo who came first from 6 undergraduate teams in the Business Case Competition at the recent Mid Atlantic District Meeting in Pittsburgh.

Team members were Mike Erney, Beth Harding, Jenni Jones, Junjun Liu, Xian Ma and Aaron Seaman. Unfortunately Beth's name was omitted from the e-mail I originally sent out.

This is the second year of the competition and you may remember that a BGSU team won last year so this shows that "our" students certainly know Supply Chain and Operations Management.

Elsewhere in the newsletter you can read about two members of the chapter, John Blevins and James Kozak, who have been working on APICS certification programs and their recent successes.

Although the economy is showing signs of recovery I know there are many people who are trying to find employment but seem to have difficulty in getting interviews. I recently received an e-mail from an organization called NonProfitJobSeekers with a link to

an article about reformatting resumes to assist in getting through the software based screening systems many companies or recruitment agencies are now using. I found it interesting reading and thought it might be useful to others. Here is the link to the article:

<http://www.nonprofitjobseeker.com/careertips/article5.html?tr=y&auid=7666590>

I'd like to take this opportunity to remind everyone that if you are in the unfortunate position of being unemployed when your APICS membership comes due for renewal APICS will allow you to renew your membership for 6 months at no cost.

If you are in that situation please let me know and I will e-mail you the necessary form.

Last year the Toledo chapter received the Gold Award for the APICS Chapter Benchmarking Program, this was the fourth successive year we achieved Gold, we will participate in the program again this year and if we can achieve the gold standard we will become a platinum chapter.

I'll keep you informed of our progress

Education Report – March 2011

Last month we announced 3 recipients of chapter student scholarships, I am very pleased to tell you that we have awarded a fourth scholarship to **Linda Qin**, a doctoral student at the University of Toledo.

John Blevins, our VP Finance, has just completed the CSCP certification and becomes the latest chapter member to achieve this designation.

James Kozak has successfully completed the ECO module exam, adding this to the 2 other exams he has passed, BSCM and MPR.

By the time you read this we will have held the first session of the **Strategic Management of Resources** class, we have 5 students in the class, Robert Erwin, Phil Gasa, Shan Ramachandran, Jeff Velker and Jake Wechsel.

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This is the last class in the current CPIM series and we hope to start another series in the fall.

I'm pleased to tell you that **Jackson Community College** are planning to offer **CPIM** classes starting in the fall and if you live closer to Jackson than Toledo and are interested in instructor led classes this may be an opportunity for you.

Remember if you are interested in the **Certified Supply Chain Professional (CSCP)** program we plan to offer an instructor led class in Fall 2011, if you want to get a start on your studies by ordering the CSCP Learning System let us know and as a chapter member we can give you a \$100 discount on the normal APICS member pricing. We'll also pay for shipping, another \$20 saving.

Membership Matters – March 2011

Karen Williams completes her first year of APICS membership this month.

John Blevins becomes the latest member of the chapter to achieve the Certified Supply Chain Professional (CSCP) designation.

James Kozak has just passed the ECO exam, in addition he has also passed exams for BSCM and MPR and is now 60% on the way to achieving the CPIM certification.

Chapter Membership

There are 4 new members in the BGSU chapter:

Jacob Dean Alba Haziza Andrew Wetzel Mark Wongrowski

The UT chapter has added 3 new Members:

Naveen Balasubramaniam Xin Ma Joel Whitcomb

Finally we have 2 new members in Toledo:

Tim Lewis Weigiong Wang

Numbers as of February 24th are

- BGSU student chapter members 45
- UT student chapter members 34
- Toledo chapter Professional / Enterprise 122
- Toledo chapter Retiree members 1
- Toledo chapter Academic members 8

Bruce Brechin CPIM, CSCP



St. Patrick's Day History and Traditions

St. Patrick's Day is celebrated on March 17, his religious feast day and the anniversary of his death in the fifth century. The Irish have observed this day as a religious holiday for over a thousand years. On St. Patrick's Day, which falls during the Christian season of Lent, Irish families would traditionally attend church in the morning and celebrate in the afternoon. Lenten prohibitions against the consumption of meat were waived and people would dance, drink and feast—on the traditional meal of Irish bacon and cabbage.

The first St. Patrick's Day parade took place not in [Ireland](#) but in the United States. Irish soldiers serving in the English military marched through [New York City](#) on March 17, 1762. Along

with their music, the parade helped the soldiers reconnect with their Irish roots, as well as fellow Irishmen serving in the English army.

In 1848, several [New York](#) Irish Aid societies decided to unite their parades to form one New York City St. Patrick's Day Parade. Today, that parade is the world's oldest civilian parade and the largest in the United States, with over 150,000 participants.

Each year, nearly three million people line the 1.5-mile parade route to watch the procession, which takes more than five hours. Boston, [Chicago](#), Philadelphia and Savannah also celebrate the day with parades involving between 10,000 and 20,000 participants.



(History.com)

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APICS Student Chapters



Bowling Green State University

The BGSU APICS Student chapter started off strong with a combined BGSU SCMI, APICS/ISM, and NAPM Toledo and dinner meeting on Monday February 7th. Held the night before our Spring Career EXPO on February 8th, we had over 160 students and professionals on hand to network and hear from Mike Tweedy, CPO of Marathon Oil.

On the 11th of February, four members traveled to Pittsburgh to compete in the Mid Atlantic District case competition. Blake Williams, Steve Williams, Jacob Yaney, and Jacob Dean were the first group to present their recommendations and did a great job. (Congratulations to the UT team that was judged better and won first place!)

Then, February's record breaking snowfall began to impact our activities . . .

On President's Day, February 21, we had an ice storm followed by snow as BGSU tried to host a college wide open house to give high school students the opportunity to learn about BGSU and the programs offered. BGSU APICS members Jacob Dean, Blake Williams, Andrew Wetzel,

Jacob Yaney, Mark Wongrowski, and Brandon Bowes spoke with the prospective students and their family that were brave enough to weather to storm and visit. Although the crowd was smaller than hoped, they were enthusiastic as our volunteers did a wonderful job raising awareness about BGSU, supply chain management, and APICS.

And finally on the 25th of February, a team of APICS representatives planned to travel to Chicago to compete in the Great Lakes District case competition. Unfortunately, the morning accumulation of 8 inches of snow caused a rare cancellation of all classes at BGSU and the team to abandon their drive. Team members Kevin Mumma, Jeff Massie, Andrew Wetzel, Jacob Yaney, Blake Williams, and Bethany Kalous didn't get the opportunity to represent BGSU, but we appreciate their willingness to try!!

Hopefully the snow is over as March will start with a BGSU APICS Board meeting before we depart on spring break March 4th!

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University of Toledo



For our first meeting of the Spring 2011 semester on January 24th UT APICS had guest speaker Mike Rude, Quality Manager of Decorative Paint Inc. Mike presented on the topic of Global Supplier Selection - Cost of Quality and Selection Impacts.

February was a very busy and important month for UT APICS. The first event of the month was our participation and 1st place win in the APICS M.A.D Case Competition in Pittsburgh February 11 & 12. UT APICS sent a team of 6 students: Jenni Jones, Mike Erney, Aaron Seaman, Beth Harding, Jujun Liu, and Xin Ma.

The February Meeting at UT APICS was February 23 with our guest speaker, Brian Koenig CPIM, Value Stream Manager of B.A.P. Mfg. in Fremont, OH. Brian spoke on three subjects: Value Stream Alignment, ISO Methods and PIM, Sales & Operations Planning & Master Scheduling. UT APICS also had seven students

attend the February Toledo APICS PDM in Grand Rapids, Oh. We are excited to see a continued increase in interest and participation in our student chapter! We should have at least 3 new memberships from the month of February. Our next meeting will be on March 23, 2011 and we will be trying to have a later meeting than usual to try to accommodate all supply chain and operations management students.

UT APICS advisor Professor Sundar held the first of a series of CPIM review classes on Monday February 21st for any interested student APICS members. The classes are free and will help prepare students for the first module of the CPIM exam, The Basics of Supply Chain Management.

Our next board meeting for UT APICS will be March 3, 2011 at which time we will be discussing our plans for next year and upcoming board openings.

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APICS Updates – March 2011

On this page we list items recently announced by APICS just in case you missed them.

Now available: ***Production and Inventory Management (P&IM) Journal***
APICS members receive complimentary online access to this recognized publication.
Use this link to find out more <http://www.apics.org/Resources/pandimj.htm>

APICS Reminders

The **2011 APICS International Conference and Expo**
Pittsburgh, PA October 23rd to October 25th
<http://apics.org/sitefiles/forms/learn-more-about-apics-2011.html>

The **Best of The Best S&OP 2011 Conference**
Chicago, June 16th and 17th

APICS Materials Manager Competency Model
[http://apics.org/sitefiles/forms/APICS Materials Manager Competency Model.html](http://apics.org/sitefiles/forms/APICS_Materials_Manager_Competency_Model.html)

13th edition APICS Dictionary
http://www.apics.org/Resources/APICSDictionary.htm?utm_source=Homepage&utm_medium=HotTopics&utm_campaign=Dictionary_13thEdition

CPIM pre 2000 and Need Recertification
<http://www.apics.org/Certification/RecertificationExam.htm>

College Credits for APICS Certifications
<http://www.apics.org/Certification/faq.htm#General>

Check the **APICS Home Page** regularly to get the latest APICS news.
www.APICS.org

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Finance Report – March 2011

The Toledo APICS chapter continues to fare well given the economy. For the 2010-2011 calendar year we continue to track according to plan with approximately \$12000 in income, predominately from classes and membership rebates, and just under \$12000 in expenditures as of January 31st. APICS is on a cash-accounting basis which can create some timing issues between income and expenditures and which may cause some variances in the plan and reporting.

We were able to provide \$2000 in scholarships to 4 deserving students and also donated \$500 to the MLK Kitchen for the Poor. We also have provided support for the two student chapters which we are affiliated with and I'm also pleased to mention that UT won the recent MAD Case Competition in Pittsburgh in February and hopefully both teams were successful last weekend in Chicago! Please let me know if there are any questions that I may answer and I intend to make financial status updates in the newsletter as needed

John Blevins, CPIM, CSCP

Newsletter Editor

I would like to take a moment to say thank you to the APICS Toledo Chapter for having provided me the opportunity to serve as the newsletter editor for the past 3+ years. It has been a wonderful experience to participate at the board meetings and to get to know such highly regarded professionals in the supply chain field. I have made a personal decision to pursue other interests.

I am confident that Mike will enjoy this opportunity, and I look forward to reading the future issues of the monthly newsletter.

Mike Grejtak is a former Lima APICS Board Member and served there as VP of Education. Mike has experience working on corporate newsletters and has volunteered to take over the monthly responsibility of keeping you informed!

Paula Taynor