

October 2016 Newsletter


Issue 03 • Volume LV



Toledo Chapter

P O Box 2823, Toledo, OH 43606

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President's Message

Let me start by offering congratulations to the following Chapter Members who have recently taken and passed CPIM exams:

Jennifer Bell passed the SMR exam and has now earned her CPIM designation. Jennifer is a Product Manager for Kinaxis Inc, and serves on the APICS Toledo board of directors as VP Membership.

Gregory Knapp passed the BSCM exam, and is delighted to get the first of his exams out of the way! Greg works for Detroit Stoker in Monroe Michigan, and is a long-time member of APICS.

Hearty congratulations are also due to one of our student chapter members who was recognized by APICS at the 2016 APICS International Conference in Washington DC.



Katherine Eboch (shown here with **APICS CEO Abe Eshkenazi**) President of the BGSU Student Chapter of APICS for the Spring 2016 Semester received the **2016 APICS Student Voluntary Service Award**.

This award honors a supply chain or operations management student who has shown a commitment to the APICS vision. The nominee must demonstrate superior:

- Contributions to APICS professional chapter, district or association
- Student chapter leadership
- Leadership in college/university and other professional associations
- Community service

With over 6000 APICS student members eligible for nomination Katherine's selection as the award winner is a great reflection on her commitment to supporting APICS, BGSU and the community at large.

Finally I'm delighted to tell you the chapter did achieve the **Gold CBAR Award for 2015 – 2016** for the 10th consecutive year and maintains its Platinum Chapter status for the 6th consecutive year.

Bruce Brechin, CPIM, CSCP
President



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Programming News

On September 21, approximately 30 Chapter Members, Student Chapter Members, ASQ, and ISM members enjoyed a tour of **Hirzel Canning Company & Farms**.

Hirzel start their activities by growing their own tomato seedlings, these are then distributed to the farmers who plant them, and when the crop is ready provide the fruits of their efforts to Hirzel for processing. As you will realize the seedlings have to be planted over a period of time to ensure a steady flow of tomatoes to the facility during the season but weather can wreak havoc, a little like Goldilocks, it can't be too hot or dry or too cold or too wet, it has to be just right to optimize yield and quality.

The tour began in the original farmhouse where the business began back in 1923 which is now a small museum with family photos dating back to the 1800s and various business related items collected over the years. Hirzel Canning tour guides escorted their groups throughout the plant explaining the sources of the raw materials, processes, products, and quality checks. It was very interesting to see an industry where there is an extremely short (roughly 10 week) season to process the raw material while it is fresh, and then store much of the output for the final canning and labelling over the rest of the year.

Our thanks go to **Jessica Hirzel** for offering the tour as well as a big thanks to **Jessica, Steve Hirzel, Meigan Murdock,** and **Emily Neuenschwander** for being our guides and answering our questions. Also, the **"Dei Fratelli®"** product samples provided for us to take home at the conclusion of the tour was a pleasant surprise.

On September 26, a small number of Chapter Members joined the **BGSU Supply Chain Management Association** (student chapters APICS and ISM) for their Fall Dinner. Before dinner attendees had time to view the poster competition and talk to the 6 students about the projects they had completed during their recent internships. Chapter President, **Bruce Brechin**, awarded the **Platinum APICS Student Chapter Management Award for the 2015 – 2016** to **Tom Crookston**, SCMA President.

To get the students more accustomed to talking with professionals in preparation for the Career Day being held the following day, Jan Hartley, Professor in the College of Business and SCMI Chair, asked professionals to move to the next table and have each of the students introduce themselves and answer some questions

Dinner was followed by a speaker from John Deere who gave a very interesting talk and explained how the expansion of the Internet of Things was going to affect everyone world-wide over the coming years.

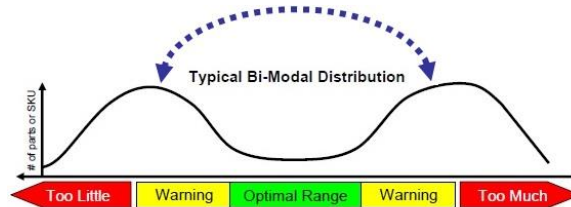
Education Report

New Pressures of the Demand Driven World

There are signs and symptoms of inadequacies in today's formal planning systems:

- Persistent unacceptable inventory performance

- Too much of the wrong stuff while AT THE SAME TIME too little of the right stuff
- High stocks result in mandated stock cuts
- Low stocks result in missed sales and/or high expedites
- We move or oscillate between these two 'extreme' positions as depicted below



- Service level challenges

- Consistent service level challenges in markets and with products that can least afford it.
- Recognizing the penalties associated with missed sales we then decide to pay a premium in terms of inventory (too much) or expedites (too high) to prop up service levels.

- High expedite and waste related expenses

- Often under measured and appreciated is all of the additional effort and money we employ to make up for shortages.
- Expedited freight, partial shipments, overtime in production, planning adjustments, and schedule break-ins are some common wastes

****Of over 150 companies surveyed, 83% reported one of these effects to a severe degree****

APICS Toledo is proud to announce that in March 2017, **Carol Ptak**, author of numerous books on Lean, Theory of Constraints, MRP, and now the innovative new planning method known as **Demand Driven MRP (DDMRP)**, will be presenting a DDMRP training program that will arm participants with the knowledge of how innovative planning tactics that combine parts of Lean, MRP, and TOC can significantly improve supply chain performance.

To learn more about DDMRP, see www.demanddriveninstitute.com. To attend this training event, go to [REGISTER](#) and use the promo code APICS to receive a \$100 discount.

Matthew Gardner, CPIM, CSCP, CPSM, MCIPS, CDDP
VP Education



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Membership Report

Membership for the Month of **OCTOBER:**

140	Toledo Chapter Professional
100	Student Associates (BGSU/UT)
63	Toledo Chapter Enterprise Professional
8	Toledo Chapter Young Professional
4	Toledo Chapter Academic Members
2	Toledo Chapter Retiree Members
317	Total Membership

CONGRATULATIONS to all current APICS Members celebrating a milestone this month and **WELCOME** to the following new APICS Toledo Chapter members:

- ❖ Yasser Almansour
- ❖ Brian Bellino
- ❖ Kristina Collins
- ❖ John Drogowski
- ❖ Elson Green
- ❖ Zachary Larkin
- ❖ Gany Micua
- ❖ Jacquelyn Murphy
- ❖ Vatsal Paghadal
- ❖ Achim Steffen
- ❖ Keyli Stemen

We look forward to seeing all of you at one of our future chapter events.

Jen Bell
VP Membership



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Scholarships

Attention APICS Student Members!

Could you use some extra money to help pay for your schooling?

Well, you're in luck!

Each year the Toledo APICS Chapter offers a number of Scholarship opportunities to student members pursuing Supply Chain or Operations Management degrees at the University of Toledo & Bowling Green State University. The time to apply for these scholarships is quickly approaching & you don't want to miss out!

If you are interested in applying, please visit the Toledo APICS website at this link - <http://apicstoledo.org/scholarships/>

Here, you will find a comprehensive list of eligibility requirements and application instructions! Mark your calendars, applications are being accepted starting **October 1st, 2016 through November 30th, 2016!**

James Greathouse APICS Certification Professional Scholarship

Have you been thinking about getting APICS certified, but been hesitant due to the cost? APICS has a scholarship opportunity to help you out! The Toledo Chapter has a Basics of Supply Chain Management module starting in January, so this is perfect timing for our members!

The **James Greathouse APICS Certification Professional Scholarship** is for supply chain professionals who are seeking their Certified in Production and Inventory Management (CPIM) designation, Certified Supply Chain Professional (CSCP) designation, or the new Certified in Logistics, Transportation and Distribution (CLTD) designation. This scholarship provides vouchers for the *courseware* and the *exams*! The application deadline is **October 31, 2016**.

For eligibility criteria and more details, click [here](#).

GOOD LUCK!!

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BGSU Supply Chain Management Association



The **Employer Tell All** event on September 22 was a huge success as students and members obtained vital tips, pointers, and even networking through the day's activities. The activities included panel questions along with employer "Speed Dating" where attendees had the chance to touch base with many company representatives that included, but were not limited to Honda, Expeditors, and Marathon Petroleum. This event helped with the interview process in regards to the **Fall Job Expo**.

At the joint **BGSU-APICS Toledo SCMI** dinner on September 26th, **Bruce Brechin** presented the SCMA students with our 7th consecutive **Platinum Award** for **Outstanding Chapter Management**. Only 8 of the 240 APICS affiliated chapters reached this level and we are consistently striving to keep up the excellent work in SCMA.



At the **APICS International Conference** in Washington DC., former President and current Director of Awards, **Katherine Eboch**, was recognized as the **2016 APICS Student Volunteer** of the year for her leadership and engagement within APICS, SCMA, and the Bowling Green community. The student intern panel is scheduled for October 6th and will be an exciting learning experience. We will hear firsthand from those BGSU students who have successfully completed an internship. They will be giving insight on successes and information on potential internships in the future.

We are finalizing our **Employer Visit** projected for October 20 and are working on scheduling a logistics or distribution plant/factory tour. September has been a great month and I am quite excited for the future events upon us!

*Alec Ramsey, Director
BGSU SCMA,*



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The University of Toledo APICS Student Chapter



September was on the slow side for the **UT APICS Chapter**. We ran into some issues on scheduling the first meeting of the semester with the University of Toledo. However, we overcame these issues and had our first meeting of the semester last month. Our President has reached out to some other organizations on campus to further diversify our meetings with fresh information and unique opportunities.

Our next meeting which is scheduled with **AITP** (the information systems student group) will happen within the next two weeks. The rationale for a joint meeting is that information systems and supply chain often go hand-in-hand when in the work place. This will further help students to learn about other areas of business, keeping them mindful of how all parts of a company should work together to accomplish a goal.

Currently, we are still working on the **Medical Mission Project**. We are also planning to do joint operations with other business related student groups such as AITP that will volunteer for various charities and events being held on the UT campus.

At our last meeting, **Owens Corning** came in and talk with the students about their internships and availabilities before the job fair that took place this last Friday. With this in mind, the goal of the UT APICS Board this year is to have at least one speaker per meeting and also have more joint meetings with other organizations. Since the resignation of Crystal, we also elected a new **VP of Public Relations, Scott Ballard**. He will be heading up the social media side of the Chapter and work closely with the Board in trying to attract more students.

Alexander C. Burns
UT APICS Chapter



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APICS News

Here we list items and events recently announced by APICS and other APICS information.

APICS held its 2016 International Conference in Washington DC from September 25th to 27th. Attendees from the Toledo chapter and the BGSU and UT student chapters included:

- **Karen Eboch** (Toledo Chapter Member and BG Student Chapter Adviser)
- **Lisa McLaughlin** (Toledo Chapter Member and VP Administration)
- **Ryan Adkins** (BG) student attendee
- **Katherine Eboch** (BG) **Crystal Glambin** (UT) **Cody Manger** (BG) and **Sam Sarkassian** (BG) all attended as participants in the APICS Scholars Program



Cody, Karen, Bill McDermott (CEO of SAP), Sam and Katherine (L to R)

15th Edition of APICS Dictionary

The updated APICS Dictionary will be available on **October 1**. On that date, it will be available at apics.org/dictionary. APICS members get a free e-download of the APICS Dictionary or beginning October 1 they may purchase a print version for \$30 at apics.org/shop. Nonmembers can purchase the print edition for \$60.

APICS Learn It app

Updates to the *Learn It* mobile application reflect the new dictionary content, including new flashcard categories for APICS SCOR and CLTD terminology, as well as upgraded functionality and user interface. The free mobile application, available for iOS and Android devices, allows users to search and study all 4,870 terms and definitions of the APICS Dictionary to improve their supply chain vocabulary both on- and off-line. The update also allows users to customize their learning sessions with the addition of end-of-game flashcard answer summaries and “save for later” features.



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CPIM changes

The new CPIM configuration will move from a 5-module exam configuration to a 2-module exam configuration, bringing the CPIM program more in line with the format and delivery expectations of other APICS certification products while addressing content overlap between modules. This consolidated exam configuration will streamline the preparation process, improve efficiency of the APICS CPIM, and provide members with a more effective program through which to understand and evaluate production and inventory activities within a company's global operations.

The timeline for development and launch of this new CPIM reconfiguration structure is still to be determined and will be shared as soon as this information is available. As part of the upcoming changes, APICS will put a process in place to ensure candidates who are at any stage in earning their CPIM have a clear path to becoming certified.

Toledo CPIM classes and educational offerings will continue as scheduled, the current CPIM series has the 4th and 5th (ECO and SMR) modules starting in January 2017 and April 2017 respectively. A new CPIM series starts with BSCM in January 2017. Once APICS provides more information we will decide whether to continue with modules 2 – 5 or wait for the updated configuration.



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Member Spotlight



Brent Schlegel

Current Employer: Therma-Tru Doors Inc., Business Unit Liaison

Time at Employer: 8 years

What do you like most about your position?

I love the opportunity to look at the situation or issue from different viewpoints and connect them all under a unified strategy.

What do you consider your biggest accomplishment at work?

Associate Recruitment and Retention - I am most proud of the associates I brought on board as a manager and those who have stayed at Therma-Tru.

What do you see as challenges (or future challenges) in supply chain?

The complexity of supply chains will continue to increase as globalization advances. I also see the reverse supply chain playing an increasingly important role in day-to-day operations.

How has the APICS BOK (Body of Knowledge) helped in your career?

From an operations and supply chain management perspective, it provides the basic principles of business. It provides a solid foundation.

What is a super power you'd like to have?

Ability to travel at the speed of light - I love Las Vegas and would like to have a weekend home there.

What is one thing you couldn't live without?

My kids Robert and Emma... Without them nothing else matters!



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Otto Steele

Current Employer: Owens Corning, Supply Chain Analytics Leader

Time at Employer: 11 years

What do you like most about your position?

I love the challenges that the supply chain presents. Each year, month and day can provide a different challenge to overcome. The variety of these challenges allows me to exercise my various skills that I have been able to develop throughout my career.

What do you consider your biggest accomplishment at work?

The biggest accomplishment in my career is the honor to work for Owens Corning. I have been able to grow both myself and others while working at Owens Corning.

How has the APICS BOK (Body of Knowledge) helped in your career?

The APICS BOK has provided me with a great foundation to build my career. It remains a constant resource that I can utilize or refer others to utilize.

What is a super power you'd like to have?

Ability to leap tall buildings in a single bound.

What is one thing you couldn't live without?

My wife.

If you are interested in being featured in the Member Spotlight, please send an email to publicity@apicstoledo.org!



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APICS Toledo Chapter is offering a **\$50** credit for successful friend referrals. If you know someone (friend, employee, coworker) who is interested in pursuing a CPIM or CSCP certification let us know!

You can use your credit towards:

- ❖ Class discounts from registration fees
- ❖ Membership discounts
- ❖ Event registration fees
- ❖ Exam credits

Simply provide the information requested below (name, phone number and email) or complete this form and email it to publicity@apicstoledo.org. We will then contact your referral with certification and membership information. After we receive and process their class registration we will contact you to confirm your credit.

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