

President's Message

A number of members reach significant milestones this month and I would like to thank them for their APICS membership.

1 year	Donna Provolish and Teresa Haygood-Salaz
10 years	Lori Slagel
20 years	James Kozak

I'd also like to congratulate **Dani Long** and **Sheryl Holbrook** who just completed the 2 day APICS Train The Trainer class at Coraopolis, PA on February 25th and 26th. Dani took the class to enable her to become a member of the APICS Instructor Development Program, and she will be helping the chapter by being our CLTD (Certified in Logistics Transportation and Distribution) instructor with our first class planned for September. Dani will also be able to support Sheryl with CPIM instruction as required. Sheryl took the class to maintain her Instructor Development Program certification.

We have some updated information on the changes to the CPIM program and further details are available in the **APICS Updates** section of the newsletter. Remember we will be offering a final BSCM exam for those interested in starting their certification journey before the new program is implemented.

The **APICS Mid Atlantic District (MAD)** also held our February meeting in Coraopolis, our key speaker was Jim Lahey (APICS VP Global Channel Services) who reviewed the APICS Channel Strategy and provided a Corporate Update. The highlight of the weekend was the final of the **MAD Student Case Competition** where the 5 finalist teams had to submit a written paper and make an oral presentation about their performance in the simulation program "The Fresh Connection". The winning team was from The University of Pittsburgh, and as well as winning a \$2000 prize the team will go forward to the International Student Case Competition to be held in conjunction with the APICS International Conference in San Antonio in October this year. It was very interesting to hear how the teams addressed the challenges they faced during the simulation and how they adjusted their strategy with each new round.

Bruce Brechin, CPIM, CSCP
President



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Programming News

PDM, March 8 (Wednesday) – **CAROL PTAK: INNOVATION, PRODUCTIVITY AND PERFORMANCE, THE “ADAPT OR DIE” APPROACH.** Location will be at Mancy’s Italian, 5453 Monroe Street, Toledo, OH. Reservations are due to programs@apicstoledo.org by **Wednesday, March 1st**. Networking at 5:30PM, dinner at 6PM.

Workshop, March 8-9 (Wednesday-Thursday) – **DEMAND DRIVEN MATERIAL REQUIREMENTS PLANNING WORKSHOP.** Location will be at Hilton Garden Inn, 6165 Levis Commons Blvd., Perrysburg, OH.

PDM, April 4 (Tuesday) – **JOINT MEETING WITH UT APICS STUDENT CHAPTER: ROBERT MOLNAR, HUNTINGTON BANK.** Location will be at the University of Toledo Student Union, room TBD.

Plant Tour, April 19 (Wednesday) – **CALPHALON.** Details to follow.

We are starting to book our Spring PDM’s & Plant Tours. Please let us know if there is a particular facility you would like to tour or a person, business or organization that would make a great speaker. We are open to any and ALL suggestions!

LOOKING FORWARD TO SEEING YOU AT THE NEXT EVENT

Sheryl Holbrook
VP Programs

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Education Report

First CLTD review class announced!

See the [2017 Education Calendar](#):

CPIM module 5 – SMR (Strategic Management of Resources). Commences April 25th

Tuesdays – 8 weeks (through June 13), 6:00-9:00pm, University of Toledo

CSCP (Certified Supply Chain Professional). Commences April 26th

Wednesdays – 15 weeks (through August 9), 6:00-9:00pm, University of Toledo

CPIM Module 1 – BSCM (Basics of Supply Chain Management). Commences June 15th

Thursdays – 10 weeks (through August 17), 6:00-9:00pm, University of Toledo

*NOTE: This is the final offering of the current cheaper BSCM format, and participants *must* take exam before Jan 7, 2018. The current format BSCM is transferable as equivalent to the new CPIM structure module 1 that launches in October

CLTD (Certified in Logistics, Transportation and Distribution). Commences September 6th

Wednesdays - 15 weeks (through Dec 20), 6:00-9:00pm, University of Toledo (no class 11/22)

NEW CPIM Part 2. Commences October 19th

Thursdays - 14 weeks (through February 1), 6:00-9:00pm, University of Toledo (no class 11/23, 12/28)

OVER 675 CLTDs ALREADY CERTIFIED WORLDWIDE

Since the Launch of the CLTD in late 2016 there has been tremendous interest from Supply Chain professionals worldwide, so much so that in just a few short months over 675 have already become certified. APICS Toledo will be hosting our first classes in September, email education@apicstoledo.org to register your interest early to ensure your seat!



CSCP MOVES TO ALL YEAR ROUND TESTING

Beginning March 4, the exam windows for the CSCP exam will be eliminated, meaning that candidates can take the exam worldwide at a time of their choosing.

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

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Education Calendar

******CPIM (Certified in Production and Inventory Management)******

Tuesday, April 25, 2017 **Module 5 – SMR (Strategic Management of Resources)**
8 weeks (thru June 13), 6:00-9:00pm, University of Toledo

Thursday, June 15, 2017 **Module 1 – BSCM (Basics of Supply Chain Management)***
10 weeks (thru August 17), 6:00-9:00pm, University of Toledo
*NOTE: must take exam before Jan 7th 2018 to obtain the current cheaper pricing

Thursday, October 19, 2017 **NEW CPIM PART 2**
14 weeks (thru Feb 1), 6:00-9:00pm, University of Toledo (no class 11/23, 12/28)

Saturday, October 21, 2017 **NEW CPIM PART 1**
4 Alternating Saturdays Oct 21, Nov 4 / 18, Dec 2, 9am-5pm, University of Toledo

Tuesday, March 6, 2018 **NEW CPIM PART 2**
14 weeks (thru Jun 5), 6:00-9:00pm, University of Toledo

******CSCP (Certified Supply Chain Professional)******

Module 1 – Supply Chain Design **Module 2 – Supply Chain Planning and Execution**
Module 3 – Supply Chain Improvement and Best Practices

Starting Wednesday, April 26, 2017 - 15 weeks (thru August 9), 6:00-9:00pm (no class 7/5)

******CLTD (Certified in Logistics, Transportation and Distribution)******

CLTD Modules - Logistics Supply Chain Overview, Inventory and Warehouse Management, Logistics Network Design, Transportation, Capacity Planning and Demand Management, Reverse Logistics and Sustainability, Order Management, Global Logistics

Starting Wednesday, September 6, 2017
15 weeks (thru December 20), 6:00-9:00pm, University of Toledo (no class 11/22)

******APICS Principles of Operations Management**** On-site, private classes available******

- Principles of Inventory Management
- Principles of Operations Planning
- Principles of Manufacturing Management
- Principles of Distribution and Logistics
- Principles of Managing Operations

Create customized courses to address your organization's specific education needs
Contact education@apicstoledo.org for more details about any of these classes.



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Membership Report

Membership for the Month of **March**:

130	Toledo Chapter Professional
172	Student Associates (BGSU/UT)
41	Toledo Chapter Enterprise Professional
7	Toledo Chapter Young Professional
4	Toledo Chapter Academic Members
2	Toledo Chapter Retiree Members
184	Total Membership <i>(students not included)</i>

CONGRATULATIONS to all current APICS Members celebrating a milestone this month, and

WELCOME to the following new APICS Toledo Chapter members:

- ❖ John Strothers
- ❖ Samuel Sarkissian
- ❖ Preston Smith
- ❖ Russell Newman
- ❖ Curt Laubacher
- ❖ Patrick Bess
- ❖ Craig Ely
- ❖ Shannon Rawlins

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

Jen Bell
VP Membership



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BGSU Supply Chain Management Association



SCMA held a board meeting Tuesday February 14th in the evening. In the meeting members finalized details for our upcoming meetings and established a more concrete schedule. Board members, our chapter APICS president Bruce, and faculty advisor, Karen Eboch, were in attendance. Any other board member reports and updates on behalf of the directors were stated.

There is a board meeting on Tuesday, February 28th. We plan to potentially add another future event and finalize details for our game night social projected to be held late this week or the returning week of spring break. Also, a little over 2 weeks away we also have company representatives from Target coming to campus. We might make this a joint meeting with the Business Career accelerator or host a separate SCMA event. Details and kinks will be worked out at our board meeting.

I recently put together and flyer for the March 8th presentation for the “Innovation, Productivity and Performance, the Adapt or Die Approach, to Successfully Managing the Volatile Supply Chain” led by Carol Ptak. Thus far, it seems that there is not a lot of student interest, which may be due to Spring Break, pre-planned events, or other outside factors such as lack of transportation. I know that Professor William Sawaya is offering extra credit for those that attend, which may create an incentive for more student attendance. The members and I look forward to a rejuvenating Spring Break and future events held by our organization!

Alec Ramsey
BGSU SCMA



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The University of Toledo APICS Student Chapter



UT APICS will be having a meeting mid-March with IET Inc. Sarah Varga will be speaking about IET Inc. in general, and she will also be telling us about the possible job opportunities there as an industrial engineer. Unfortunately, UT APICS was not able to align a meeting for the month of February, but the board members did meet and it looks like we are on track for Gold again for the second straight year for our Chapter Management Award. Also, it is looking like in April we will be joining AITP (the IT/IS student organization at UT) for a plant tour. Details about the plant tour will be available soon.

Zach Lozar

President, UT Student Chapter

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APICS News

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

CPIM Changes

Last month we provided timing of the switch from the current 5 module CPIM to the 2 module CPIM. There has been one change, the **current BSCM exam will now be available until January 7th 2018.**

This month we thought we would give you some comparisons between the current BSCM (Basics of Supply Chain Management) module and its replacement, CPIM Module 1.

Item	BSCM	Part 1
Exam Questions	105	150
Exam Duration	3 hours	3 ½ hours
Validity of Exam Pass	10 years	3 years
Plus Member Learning System	\$115	\$395
Plus Member Exam Credit	\$190	\$495
Plus Member LS + EC	\$305	\$890
Plus Member Toledo Class & Exam	\$639	To be advised

Based on the information in the table above you can see that studying the current BSCM module and taking (and passing) the exam has significant advantages over waiting for the new Module 1. In recognition of this but **dependent on demand we will offer a “last chance” 10 week BSCM class starting sometime in June.**

Although participants have until January 7th 2018 to take the exam we suggest **scheduling it before the end of September** while the knowledge is still fresh.

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APICS News (con't)

Now to be fair below is a comparison between the costs of taking the other 4 modules in the current CPIM program and the new CPIM Module 2 and you'll see (much as you would expect) the cost of one new learning system and one new exam will be lower than the cost of the current 4.

Item	Current CPIM	Part 2
Exam Questions	75 x 4 (300)	150
Exam Duration	3 hours x 4 (12 hours)	3 ½ hours
Validity of Exam Pass	10 years	3 years
Plus Member Learning System	\$115 x 4 (\$460)	\$495
Plus Member Exam Credit	\$190 x 4 (\$760)	\$495
Plus Member LS + EC	\$305 x 4 (\$1220)	\$990
Toledo Plus Member Class & Exam	\$639 x 4 (\$2556)	To be advised

Although the current 4 module materials and exams will still be available after our current series finishes with SMR in June the chapter board has decided against offering these again. This decision was taken based on the cost differential, in addition with exam availability ending December 2018 we did not want to have someone find themselves one module short of completion.

We expect to offer the new Part 2 this September or October, so take our June BSCM and you could get your CPIM certification in January (exam will not be available until January 8th 2018).

Is your company planning to hire more Supply Chain professionals or interns? We can help!

The **APICS Toledo Chapter** website has a **Job Postings** section! If your company is looking to add more *educated* and *motivated* Supply Chain professionals, we can get your job and/or internship posting in front of the members of this Chapter for **free!** Please email your open job summary to publicity@apicstoledo.org.

Are you looking for a new position in the New Year? We can help!

Keep an eye on the **Job Postings** section of our website, we've recently added an opportunity with a local company and we'll add more as we get them!

For **newsletter suggestions**, please email the editor at publicity@apicstoledo.org.

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Member Spotlight



Tom Eleinko

Current Employer: Parker Hannifin, Division Sourcing and Procurement Manager

Time at Employer: Less than a year

What do you like most about your position?

Saving money and contributing to our bottom line. I love thinking strategically and developing partnerships with suppliers. Mentoring others on how to cost model parts, leverage suppliers, and seek other reduction opportunities by looking at our supply base from a macro level is also a rewarding part of my new role.

What do you consider your biggest accomplishment at work?

In my current role, I found immediate success on a re-sourcing effort where I was able reduce costs by nearly 50%, resulting in about a \$4M savings over the life of the program. I used cross-divisional resources to identify potential suppliers, then developed a cost models to negotiate and leverage the suppliers.

In the last three years, I've achieved my CPIM, CSCP, and have completed 50% of my MBA at Bowling Green State University.

My biggest accomplishment is managing a work/life/school balance, but I couldn't do it all if it wasn't for my fiancé. She's always got my back.

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

Price increases, decentralization, communications, inefficient systems (technology), supplier relationships, and undefined internal/external processes.

I'm currently getting requests for cost increases throughout the supply base. The challenge is getting the suppliers to be transparent about their cost drivers. We need transparency to find synergies, develop trust, and avoid conflict.

We need to take a look at our supply bases from a macro level and strategize on how to make improvements.

Technology is evolving every day. Businesses need to keep pace with the times by upgrading software appropriately. Adequate IT personnel and support is one of the larger challenges I've faced. I don't think I've worked anywhere where we had too much IT support. IT helps drive cost savings and keeps companies operating seamlessly. I think it's time for more companies to realize the importance of IT.

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

It's helped my overall understanding of Supply Chain. APICS BOK is transferrable across companies. Having this knowledge allows me to speak with more confidence and assimilate into new roles faster. It also provides me with instant credibility, and shows my passion and drive to become a better supply chain professional. I like to think it's part of the reason I was able to attain a management level position in a fortune 500 company without having previous management experience.

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

I'd like to be able to change processes and re-source suppliers at the snap of a finger. It would also be great to have the ability to forecast with 100% accuracy.

What is one thing you couldn't live without?

My family. They are the single best source of support and motivation in my life. Pizza is probably second on the list.

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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.

Referral Details

Name	
Preferred Phone No	
Preferred E-mail	

Referral Details

Name	
Preferred Phone No	
Preferred E-mail	

Referral Details

Name	
Preferred Phone No	
Preferred E-mail	

