



Cleveland Chapter

OPTIMIZER



**PDM at Holiday Inn—Rockside  
Wednesday, January 16th, 2019**

**IMPORT AND EXPORT COMPLIANCE**



**By: Jonathan Todd**

We will begin 2019 by reflecting on the “lay of the land” in import and export compliance and the prior that shaped that terrain. We will then build upon that foundation to consider the year ahead so that we are all better prepared to translate the news cycle into our day-to

-day businesses. One thing is certain – we will all continue to stay alert throughout the new year.

The world was full of uncertainty in 2018 as importers and exporters faced a fast-paced and every changing regulatory environment. High-impact changes cut across industries including the Section 232 tariffs on steel and aluminum, the Section 301 tariffs on imports from China, and the ongoing NAFTA negotiations resulting in the United States-Mexico-Canada Agreement (“USMCA”). Certain sectors also faced increasing seizures for intellectual property rights related concerns and increasing audits including for AD/CV compliance.

(continued on page 2)

“The mission of the Cleveland Chapter is to continue to be the premier provider of supply chain and operations management education in the greater Cleveland area.”

**JANUARY PDM DETAILS**

- Topic:** Import and Export Compliance
- Speaker:** Jonathan Todd
- Location:** **Holiday Inn—Independence**  
**6001 Rockside Rd.**  
**Independence, Ohio 44131**  
**216-524-8050**
- Date:** **Wednesday, January 16th, 2019**
- Agenda:** 5:30—6:15 PM Arrival / Registration  
6:15—7:00 PM Dinner  
7:00—8:00 PM Presentation  
8:00—8:30 PM Discuss / Closing Remarks
- Admission:**

APICS Member	\$30.00
Non-Member	\$35.00
Student Member	\$10.00
Student Non-Member	\$15.00

**Add \$5 if you pay at the door**
- RSVP:** Program deadline for registration is Tuesday, January 15th, 2019
- Registration & Payment:** Register and pay online by visiting us at <http://www.apicscleveland.org/?q=pdms> . You may register online and pay online using Visa, MasterCard, Discover, or American Express. There will be a \$5 up charge if you need to pay at the door. Note—These are procedures using secured services.
- Points** Receive One Certification Maintenance Point for each PDM attended.

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The stakes are higher now more than ever. Every domestic company with foreign suppliers, customers, or operations is faced with the complexities of trade compliance. At best the compliance world is full of administrative considerations requiring close attention. At worst it is a world of supply chain interruption, unforeseen cost, civil fines, criminal penalties, and negative headlines. A little preparation will go a long way in 2019.

### **Speaker Bio:**

Jonathan Todd advises clients on transportation, logistics, distribution, import compliance, export controls, and related supply chain management issues. He leads those transactional and regulatory matters for manufacturers, distributors, retailers, third party logistics providers, and transportation carriers of all modes. His work spans the wide range of challenges that arise when clients buy and sell regulated companies, purchase and offer regulated services, procure and produce goods, deliver those services or ship those goods around the world, and respond to regulatory enforcement actions.

Jon was Senior Corporate Counsel for a global transportation and logistics provider with operations in North America, Western Europe, and Asia Pacific before entering private practice. He was instrumental in day-to-day business operations of the company's Transport Topics Top-20 motor carriers. He was also an officer of the international logistics subsidiaries delivering freight forwarding, NVOCC, indirect air carrier, and customs brokerage operations. His credentials include an International Law Certificate, MBA in Supply Chain Management, U.S. Customs Broker License, and a Certified Supply Chain Professional (CSCP) designation from the American Production and Inventory Controls Society (APICS).

Government executives and industry leaders have recognized Jon with a series of appointments. The U.S. Transportation Secretary appointed him to serve as an industry representative on a federal advisory committee with the Federal Motor Carrier Safety Administration in 2016. The U.S. Commerce Secretary appointed him to assist industry as a member of a District Export Council in 2018. The Ohio Governor also appointed him to further economic interests by appointment to the Executive Order of the Ohio Commodores. The American Trucking Association appointed him as a voting member of the Supply Chain Security Policy Committee.

Jon is a proud member of Benesch's distinguished Transportation & Logistics Practice Group, which received National Tier 1 Ranking by U.S. News & World Report for the fifth consecutive year. The Practice Group was named "Law Firm of the Year" in transportation law for the years 2014, 2016, and 2017.

## **President's Message:**

### **APICS AND CIPS TO OFFER NEW PROCUREMENT CERTIFICATION FOR NORTH AMERICA**



*APICS and CIPS continue to drive supply chain advancement, with plans for making professional development tools even more accessible*

Two years after jointly announcing a strategic Memorandum of Understanding (MOU), APICS, the premier professional association for supply chain management, and the Chartered Institute of Procurement & Supply (CIPS), the largest professional body serving the procurement and supply profession, reaffirm their commitment to support procurement supply chain professional success and prepare to launch new initiatives next year. This new announcement was made at the annual APICS 2018 supply chain conference.

In 2019, APICS and CIPS will continue to leverage their combined strengths to further develop global leaders and positively influence supply chains around the world. The two organizations plan to jointly launch a new procurement certification for the North American market, which will continue to build on APICS's end-to-end supply chain education.

"By aligning our services, we aim to equip professionals with valuable learning opportunities, serving them at any stage in their career," said APICS CEO Abe Eshkenazi, CSCP, CPA, CAE. "Together with CIPS and other organizations within our global alliance network, we can propel the supply chain industry forward and create true end-to-end supply chain education."

Building on an earlier agreed Memorandum of Understanding (MOU) between CIPS and APICS which established guiding principles for collaboration and knowledge sharing, the two organizations will work together to tackle challenges and improve workforce development, organizational standards, and benchmarking within one of the fastest growing industries in the world.

"Smart procurement is at the core of smart end to end supply chain, and our joint goal with APICS is to help professionals develop their skills and apply them toward the right roles within their industry," said Malcolm Harrison, Group CEO at CIPS. "CIPS is globally recognized for leading the way in educational standards and so alongside the educational opportunities APICS provides, combined with our professional development and networking capabilities, procurement supply chain professionals have endless opportunities to grow."

#### **About APICS**

APICS is the industry leader in supply chain certification, training and networking. For over 60 years, APICS has provided world-class supply chain training and certification to foster supply chain talent and improved end-to-end performance. APICS sets the industry standard for supply chain education through outstanding training, certification and community programs. This includes the APICS Certified in Production and Inventory Management (CPIM); APICS Certified Supply Chain Professional (CSCP); and APICS Certified in Logistics, Transportation and Distribution (CLTD) certifications.

## President's Message *(continued from page 3)*

### **About CIPS**

The Chartered Institute of Procurement & Supply (CIPS) is the world's largest procurement and supply professional organization. It is the worldwide center of excellence on procurement and supply management issues. CIPS has a global community of over 200,000 in over 150 different countries, including senior business people, high-ranking civil servants and leading academics. The activities of procurement and supply chain professionals have a major impact on the profitability and efficiency of all types of organization and CIPS offers corporate solutions packages to improve business profitability. [www.cips.org](http://www.cips.org).

Bob

Dr. Robert Stoll, CPIM, CLTD, CSCP  
APICS Cleveland Chapter  
president1@apicscleveland.org

## **Cleveland Chapter Receives 2018 CBAR Platinum Status**



Congratulations! The Cleveland Chapter has achieved the APICS Chapter Benchmarking and Reporting (CBAR) Platinum award level. Your submission demonstrates your chapter's dedication to providing exemplary member services and professional development opportunities to APICS members and customers.

The Chapter Benchmarking and Reporting (CBAR) program was created by APICS volunteer leaders, to recognize chapters that go beyond the minimum required standards, to provide exemplary service to their members and customers. Adherence to the guidelines established in CBAR and the Partner Agreement (PA-2017) ensures the growth, development, and value-added continuous improvements of APICS chapters by evaluating each chapter against a set of criteria that has a direct and positive impact on chapter performance.

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### *Announcement Text*

*Chapter management excellence is an integral component to enhancing the member experience. Successful APICS chapters provide their members with opportunities for stellar education, career development, and networking.*

*The APICS Chapter Benchmarking and Reporting (CBAR) program recognizes chapters that have exceeded minimum standards and exemplify excellence in overall chapter management. We are proud to announce the APICS Cleveland Chapter received the 2018 CBAR Platinum Award designation, an admirable accomplishment for an APICS chapter.*

*As a member of an APICS Platinum Award Winning Chapter, the CBAR designation signifies commitment to providing an exceptional membership experience.*

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Thank you for your commitment to chapter excellence. We look forward to more great accomplishments from your chapter in the years ahead.

If you have any questions about this email or the CBAR level award credit, please contact Channel Partner Services at [chaprel@apics.org](mailto:chaprel@apics.org).

Good job and keep up the great work!  
Sincerely,

2018 Partner Development Committee

Rebecca MacDonell, CPIM  
Committee Chair

Karen Schiebout, CPIM  
Chapter Development Subcommittee – Chair

# APICS Certification Resources

## APICS Certification Maintenance, Simplified!

You've asked—we've listened! Certification maintenance will be updated January 4, 2018 with a streamlined point structure and new point activities. Now it'll be easier for you to earn the points you need to maintain your credential.

The new point activities include:

- Reading relevant books or articles
- Participating in relevant project management work for your employer
- Participating in the APICS mentorship program

And to make it even easier, if you've completed activities that fall within the updated point structure, and are ready to submit your application now, you can include them in your submission.

We've added the new activities and their point structure to the maintenance qualifying activities section of the website.

You've worked hard to achieve your APICS certification, with the new streamlined application and point structure, you'll be able to earn the points you need, faster and easier.

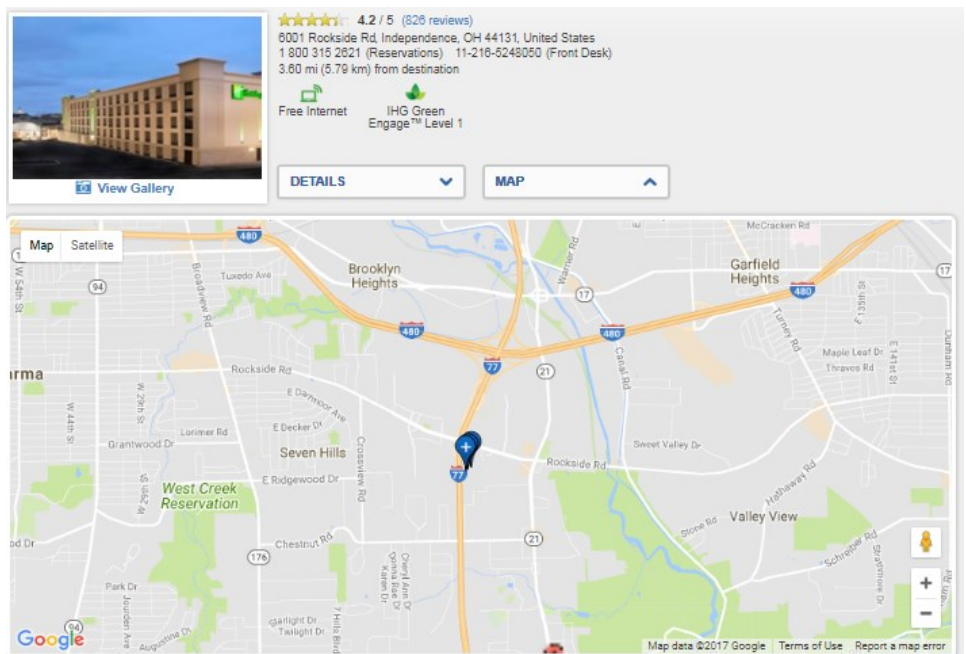
Don't forget. Your APICS membership qualifies for six maintenance points per year.

If you have any questions regarding certification maintenance, please contact Customer Service at [service@apics.org](mailto:service@apics.org) or call 1-800-444-2742 or +1-773-867-1777.

## APICS Cleveland Chapter - January 2019 PDM



**Holiday Inn**  
SOUTH CLEVELAND  
INDEPENDENCE



# APICS



**ASSOCIATION FOR  
SUPPLY CHAIN MANAGEMENT**

Have you heard the news?

We are launching the Association  
for Supply Chain Management  
(ASCM)!

It's an exciting time to work in supply chain.

As a valued APICS member, this announcement means access to more benefits, more resources and more ways to advance your career. This is more than a new name or a rebrand, we're launching an entirely new association. With ASCM, we're able to expand our reach and broaden our impact, becoming the leader on all things supply chain – and you're at the forefront of this new global organization.

**On January 22, 2019, your APICS membership will become an ASCM membership.**

You won't need to do anything to become an ASCM member; your APICS membership will automatically transition to ASCM membership.

Your original join date and expiration date will remain the same.

In January 2019, you'll receive a new ASCM membership kit and ASCM membership card.

## What happens to APICS?

We're proud of APICS's 60-year history and recognition as the global standard in supply chain learning and development. Thus, the APICS brand will continue through the APICS certification programs, CPIM, CSCP and CLTD, as part of ASCM's learning and development offerings which means:

Your current APICS certification will remain valid.

The APICS certification [maintenance program](#) will stay the same, but with more ways to earn points with ASCM beginning in 2019.

In 2019, you'll have the option to purchase a redesigned APICS CPIM, CSCP or CLTD certificate, recognized by the ASCM board of directors. However, you are not required to obtain an updated certificate for your certification to remain valid.

The reach of ASCM will increase the visibility of APICS certifications and enhance your marketability as an expert in your field.

If you belong to a local APICS chapter, you will continue to be part of your APICS local chapter.

APICS chapters and international training partners will also remain under the APICS brand and continue offering local networking and certification training.

## Learn more about ASCM.

If you would like to learn more about how the new ASCM will benefit you or your organization, [visit ascm.org](http://visit.ascm.org)

## EDUCATION UPDATE:

### Why you should earn an APICS designation

- Increase your salary - on average designees see a 12% increase
- Improve your hiring potential by 65%
- Maximize ROI on the systems and technologies
- Reduce your organization's costs
- Provide more value to your organization
- Understand how to increase customer satisfaction
- Build your credibility and set yourself apart from peers

Thousands of employers worldwide look for an APICS designation when making critical hiring decisions. These companies know that APICS designees have the proven knowledge and skills to strategically streamline operations.

*Are you ready to distinguish yourself in supply chain management?*

### CPIM – Certified Production and Inventory Management

Production and Inventory Management. Newly revised curriculum, now only 2 classes and 2 exams to complete the certification.

- \* **CPIM part 1 will be offered on Tuesday evenings January 22, 2019 – March 26, 2019 from 6-8:30 PM at Parker Hannifin Global Headquarters in Mayfield Heights, OH\***

### CSCP – Certified Supply Chain Professional

Comprehensive end to end supply chain for experienced mid and senior level professionals.

- \* **CSCP will be offered on Monday evenings February 11, 2019 – May 20, 2019 from 6-9PM at Kichler Lighting in Independence, OH\***

\*see website [www.apicscleveland.org](http://www.apicscleveland.org) for details on course offerings

## Save The Date.....

*There was no meeting in December due to Holidays.*

**January PDM,** January 16th, 2019.... Import and Export Compliance by Jonathan Todd

**February PDM,** February 20th, 2019

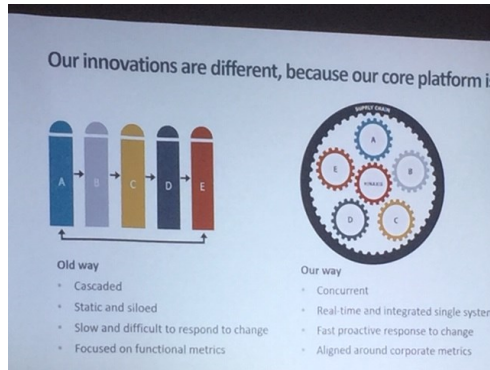
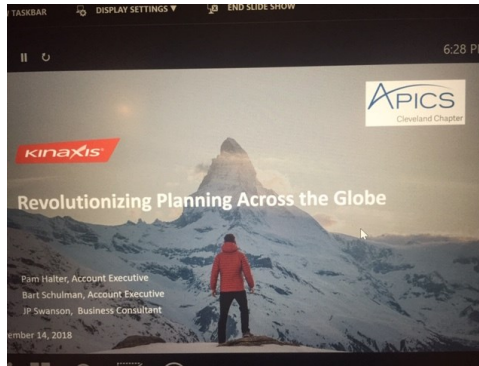
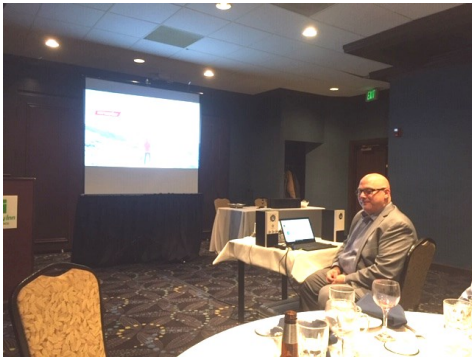
**March PDM,** March 21st, 2019,

**April PDM,** April 10th, 2019

**May PDM,** May 15th, 2019

# Pictures From Our Last PDM (November, 2018)

## Kinaxis, Revolutionizing Planning Across the Globe





THE ASHLAND MBA  
**1 YEAR INTERNATIONAL PROGRAM**  
 ASHLAND UNIVERSITY



**1 YEAR**

**2 INTERNATIONAL STUDY TOURS**

**UNLIMITED CAREER POTENTIAL**

OFFERED IN **CLEVELAND & COLUMBUS**

### Earn Your MBA in 1 Year

Convenient Saturday classes ensure you can continue working full-time while earning your MBA.

### Travel the World

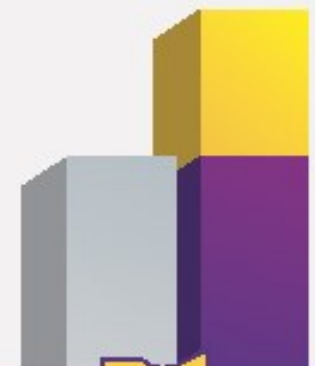
The August 2017 Cohort will be visiting Ho Chi Minh City, Vietnam; Hong Kong; Prague, Czech Republic; & Barcelona, Spain.

### Earn a Higher Salary

**46%** Salary Increase

Average for Ashland MBA Alumni\*

Ashland MBA Alumni Are **100% SATISFIED** With Their MBA Education\*



### Let's Talk About Earning Your MBA

Contact **STEVE KRISPINSKY**, Program Director:

**1YearMBA@ashland.edu**



#### Cleveland MBA Center

6393 Oak Tree Blvd.  
 Cleveland, Ohio 44131

**216-208-8515**



#### Columbus Center

1900 E Dublin-Granville Rd.  
 Columbus, Ohio 43229

**614-333-1633**

\* Fall 2016 survey of Ashland University MBA alumni.

# APICS - Chapter Membership & Anniversaries

January, 2019

## **Congratulations!!!**

### **New Certifications**

Andrew Shaub, CPIM

Zhenjie Li, CPIM

### **New Members**

Siyu Lu

Brandy Ellis

BethAnn Fey

Rachel Melvin

Michael Wagner

Anuj Nirwal

Niko Ortiz

Lillie Walsh

Aaron Dohm

Zachary Smith

Mallory Allen

## **Anniversaries**

### **15 Years**

Tracy Shriver

### **25 Years**

John F Senderak, CIRM

### **30 Years**

Edmund L Stelmach Jr., CPIM,  
CIRM

### **35 Years**

Lyle L McGregor, CPIM, CIRM

# CLEVELAND CHAPTER BOARD MEMBERS

NAME	TITLE	ORGANIZATION	E-MAIL
N/A	Past President		president3@apicscleveland.org
Robert Stoll, CLTD, CPIM, CSCP	President	Ashland University	president2@apicscleveland.org
(open)	President-Elect		president1@apicscleveland.org
(open)	Secretary		secretary1@apicscleveland.org
Daniel Zubricky, CPIM	Director of Programs / Events	Demag Cranes & Components	programs1@apicscleveland.org
Ed Merker, CPIM	Director of Communications	Swagelok Company	communications1@apicscleveland.org
Bonney Perney, CSCP	Director of Chapter Marketing	IMCD US	marketing1@apicscleveland.org
Dennis Okocha, CPIM, CSCP	Director of Membership	Saint-Gobain Performance Plastics	membership1@apicscleveland.org
Carol Utrup	Director of Education	Parker Hannifin	education1@apicscleveland.org
Dan Difilippo, CPIM	Treasurer	Tarkett, North America	treasurer1@apicscleveland.org
Arlene Polderman - Aulisio	Systems & Technology Advisor		technology1@apicscleveland.org
Richard Kopp	Director at Large	Demag Cranes & Components	director1@apicscleveland.org
(open)	Director at Large		director1@apicscleveland.org
Jodi Liechty	Employment Services Coordinator	SmithFoods	coordinator1@apicscleveland.org
Richard Kopp	Academic Affairs Advisor	Demag Cranes & Components	@apicscleveland.org
Roger Davis	Historian	Applied Medical Technology	historian1@apicscleveland.org
Jessica Stoll	Administrative Assistant	Ashland University	admin@apicscleveland.org
Dan DiFilippo	Advisor (Treasurer)	Tarkett Inc.	
Oya Tukul	Representative	Cleveland State University	
Matthew Maloney	Representative	Case Weatherhead School of Mgmt	Matthew.maloney@case.edu

**Please contact Ed Merker at [communications1@apicscleveland.org](mailto:communications1@apicscleveland.org)  
for article submissions or editorial comments**

**Check out our meeting and class schedule at [www.apicscleveland.org](http://www.apicscleveland.org)**

**Join us on LinkedIn**

**Follow us on Twitter**

**Become our Fan on Facebook**

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Independence, Ohio 44131**