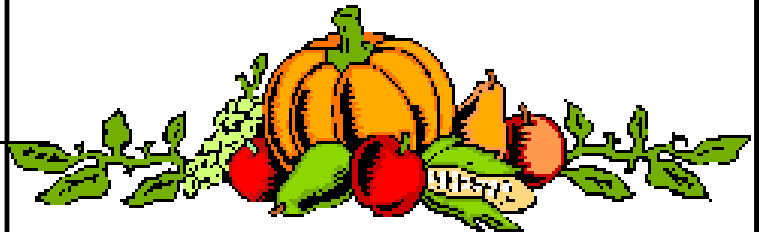




ASSOCIATION FOR  
SUPPLY CHAIN MANAGEMENT

OPTIMIZER



HAPPY  
THANKSGIVING!

## ASCM Cleveland Chapter

November PDM: Midwest Transatlantic Lines Tour

**Mike Schneider of MTA Lines**, and ASCM have outlined plans for what should be a very engaging and relevant tour—especially given the current global and economic climate surrounding tariffs and international trade partnerships.

We've agreed to host this as a **lunch-hour tour on Wednesday, November 19th**, since most of MTA's business operations occur during the day. Based on recent attendance trends, we believe this daytime format will encourage greater participation from our business community. It's also an excellent opportunity for area companies to sponsor employees who could benefit from learning more about **bonded warehousing** and **foreign free trade zones**, both increasingly vital to maintaining competitiveness in today's tariff environment. You won't want to miss this!

MTA management has expressed concerns about proprietary information. To address this, we may include a **non-disclosure agreement (NDA)** to the registration process. There will also be a **no photography or filming** policy during the tour.

"The mission of the Cleveland Chapter is to continue to be the premier provider of operations management education in the greater Cleveland area."

### PDM DETAILS

|                      |  |                              |
|----------------------|--|------------------------------|
| <b>Topic:</b>        | <b>Tour of Midwest Transatlantic Lines</b>                                   |                              |
| <b>Speaker :</b>     | Mike Schneider   |                              |
| <b>Location:</b>     | Midwest Transatlantic Lines Inc.<br>1230 West Bagley Rd<br>Berea, Ohio 44017 |                              |
| <b>Date:</b>         | <b>Wednesday, November 19th, 2025</b>  |                              |
| <b>Agenda:</b>       | 11:30 - 11:45 AM   | Registration / Networking    |
|                      | 11:45 - 12:15 PM   | Boxed Lunch                  |
|                      | 12:15 - 1:00 PM  | Presentation/Tour/Discussion |
| <b>Admission:</b>    | ASCM Member  | \$15.00                      |
|                      | Non-Member   | \$20.00                      |
| <b>Points</b>        | Receive One Certification Maintenance Point for each PDM attended.           |                              |
| <b>Registration:</b> | <a href="#">Registration Link</a>  |                              |
|                      | <a href="#">LinkedIn Post</a>  |                              |
|                      | <a href="#">LinkedIn Event</a>   |                              |
|                      | <a href="#">Instagram</a>  |                              |

## President's Message

### Terri Winter, ASCM Cleveland Chapter



Hello Supply Chain Practitioners, Community Partners, and Fellow Learners,

As I notice the changing of the leaves, the dropping of temperatures, and the increase of chaos around us, I can't help but pause and reflect on how **change is, at its core, a form of growth**. This season reminds us that transformation—whether in nature, business, or our personal lives—often brings discomfort before it brings renewal.

This week, I came across a concept that resonated deeply with me and feels especially relevant to where we find ourselves today. With ongoing geopolitical negotiations, shifting tariffs, election consequences, government gridlock, industries struggling to stabilize operations, and continued supply chain disruptions—it can all feel overwhelming.

The concept is known as **Kanter's Law**, or "*The Messy Middle*."

As Rosabeth Moss Kanter of Harvard Business School famously said, "Everything looks like a failure in the middle."

Kanter's Law describes a universal truth about leading change: every significant initiative—whether in an organization, project, or system—goes through a difficult middle phase where progress seems stalled, resistance rises, and morale dips.

At the start of any initiative, there's enthusiasm and optimism. But as reality sets in—complexities, competing priorities, and unforeseen obstacles—the momentum can falter. Results aren't yet visible, and frustration builds. However, this "*messy middle*" is not a sign of failure—it's a **necessary part of transformation**. Success belongs to those who persist, adapt, and push through.

#### Key insights for leaders and professionals alike:

- **Anticipate the dip:** Expect the middle phase to feel difficult and disorganized.
- **Maintain focus on the vision:** Reinforce the "why" behind the change to sustain engagement.
- **Encourage persistence:** Recognize and reward incremental wins to keep morale up.
- **Adapt and learn:** Use challenges as feedback, not failure, to refine the approach.

In supply chain, we see Kanter's Law play out often. Consider a company implementing a new integrated planning system. The launch brings excitement, but soon data issues, system bugs, and process adjustments test everyone's patience. It's tempting to think the effort isn't worth it—but those who push through the messy middle often emerge stronger, with more resilient processes and a more connected organization.

So, as we navigate this complex season together—professionally and globally—let's remember that the challenges we face are often signs that meaningful progress is underway. The key is to **stay the course, stay curious, and keep learning**.

Warm regards,

**Terri Winter**  
President, ASCM Cleveland Chapter

**ASCM Cleveland Professional Development Meeting – October 15, 2025**  
**Merwin's Wharf, Cleveland, OH**

Members and guests enjoyed an engaging presentation by **David S. Gutheil**, *Interim President & CEO/Chief Commercial Officer of the Port of Cleveland*. Mr. Gutheil provided an insightful **overview of the Port's operations and impact**, including its **maritime activities, development finance initiatives, Foreign Trade Zone advantages, and cargo terminal operations**. He also highlighted the Port's **economic contributions and community benefit projects**, such as the **Cleveland Lakefront**



**ASCM Cleveland Professional Development Meeting – September 17, 2025**  
**Featuring Dorinda A. Byers, Ohio Auditor of State**

Attendees participated in an engaging workshop led by **Dorinda A. Byers** from the **Ohio Auditor of State's Office**, focused on enhancing **organizational efficiency and fraud prevention**. The session combined the principles of **Lean and Six Sigma methodologies** with proven strategies for **detecting and preventing fraud**, providing practical tools and insights for **business owners, managers, and financial professionals** across industries.



# ASCM - Chapter Membership & Anniversaries

November, 2025

## Congratulations!!! New Members

|           |           |            |
|-----------|-----------|------------|
| Akwasi    | Adu-Poku  | 10/31/2025 |
| Mohammed  | Jabal     | 10/12/2025 |
| Jennifer  | Napieracz | 10/31/2025 |
| Gabrielle | Pennymon  | 10/17/2025 |

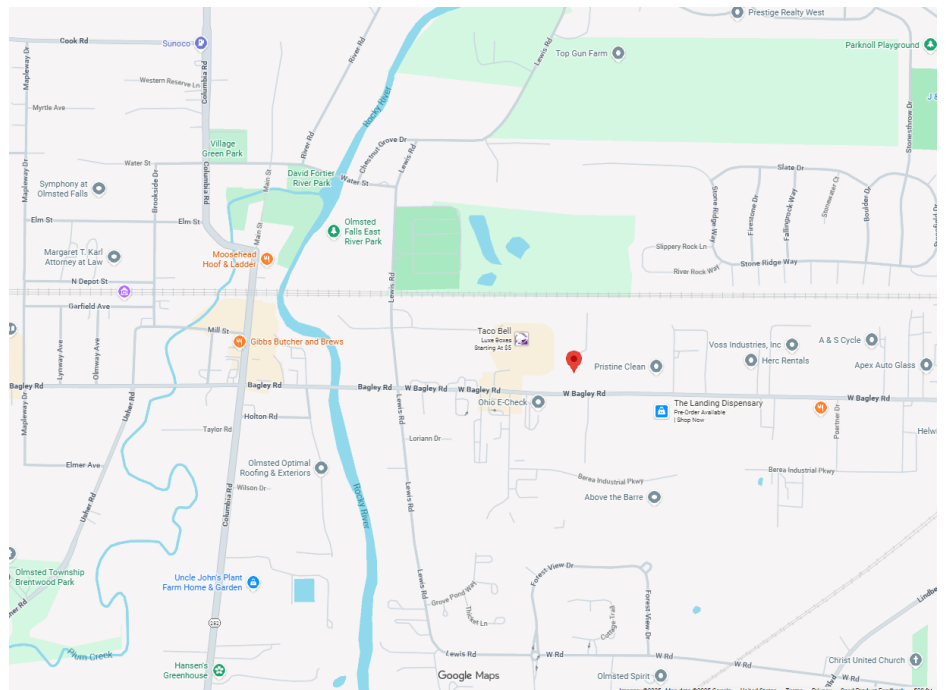
## Anniversaries

| First Name | Last Name  | Date joined | Years |
|------------|------------|-------------|-------|
| Luigi      | Oppedisano | 11/5/1997   | 28    |
| Derek      | DuRoss     | 11/30/2004  | 21    |
| Craig      | Gary       | 11/18/2015  | 10    |
| Lillie     | Walsh      | 11/29/2018  | 7     |
| John       | Driscoll   | 11/21/2022  | 3     |
| Nicholas   | Teknos     | 11/29/2022  | 3     |
| AHMED      | BOGHADY    | 11/14/2024  | 1     |

## ASCM Cleveland Chapter - November 19, 2025 PDM

**Midwest Transatlantic  
Lines Inc.**

**1230 West Bagley Rd  
Berea, Ohio 44017**



**CLEVELAND CHAPTER BOARD MEMBERS**  
**NAME TITLE ORGANIZATION**

**E-MAIL**

|                                |                                 |                        |                   |
|--------------------------------|---------------------------------|------------------------|-------------------|
| Robert Stoll, CLTD, CPIM, CSCP | Past President                  | Ashland University     | ascmcle@gmail.com |
| Terri Winter, CPIM, MBOE       | President                       |                        | ascmcle@gmail.com |
| (open)                         | President-Elect                 |                        | ascmcle@gmail.com |
| (open)                         | Secretary                       |                        | ascmcle@gmail.com |
| Daniel Zubricky, CPIM          | Director of Programs / Events   | Konecranes             | ascmcle@gmail.com |
| Ed Merker, CPIM                | Director of Communications      | Swagelok Company       | ascmcle@gmail.com |
| Daniela Aguilera               | Director of Chapter Marketing   | Mitacast Nova          | ascmcle@gmail.com |
| Dennis Okocha, CPIM, CSCP      | Director of Membership          | Henkel Corporation     | ascmcle@gmail.com |
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| (open)                         | Academic Affairs Advisor        |                        | ascmcle@gmail.com |
| Walter Halun                   | Historian                       |                        | ascmcle@gmail.com |

**Please contact Ed Merker for article submissions or editorial comments**

**Check us out**

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**ASCM CLEVELAND CHAPTER**

The original founding chapter of APICS as American Production...

**Instagram**

<https://www.instagram.com/ascmcleveland?igsh=N2k3MjczM2JkMzd6>

**X**

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