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### Upcoming Events:

#### March 8th Monday - PDM

Joint meeting  
with NAPM Supply Chain  
Month -  
NAPM topic will be Supply  
Chain  
Round Table - Longaberger  
Alumni House Ohio State's  
Campus

#### April Tuesday - PDM - TBD

#### May Tuesday - PDM - TBD

## Synopsis

# *"Keeping it in America®"*

## February 16

Salvi's Bistro 1325 St. James Lutheran Lane, Columbus,  
Oh 43228

register here: <http://www.apics-col.org/meetings.htm>

Tim Hutzal and

Paul Piechota

Manufacturing jobs are leaving America at a far greater rate than those coming in. Outsourcing mania has become the norm among American producers; or worse yet, entire companies are folding completely leaving only their brand names attached to products still sold in America but made far from American shores. Once icons, such names as Seth Thomas, Singer, and Schwinn now made in China are faint reminders of the era when American manufacturing dominated the world.

Sadly there are legitimate reasons for this. Formerly, "Made in America" was a badge of honor, but sometimes it meant mediocre quality and high cost. And while America was enjoying the post World War II economic boom, the Japanese were literally rising from their ashes. With help from quality pioneers like Deming and

supported financially by America, Japan steadily became better and better at manufacturing. As they improved, consumers noticed and began defecting from American products, small ones at first. A Yashika camera was purchased instead of an Argus, a small transistor radio "Made in Japan" was bought instead of a Philco or Crosley made in the U.S.

In the late 1960's Toyota entered the American automobile market with odd little cars that seemed to run forever and caught the attention of the consumer, but with more significant money changing hands than for radios and cameras. So much money, in fact, that soon the automotive giants noticed and wanted to know more about what the Japanese were doing. American manufacturers began to learn bits and pieces of what was happening in Japan and wanted the instantaneous improvement that seemed to come with it! With a high degree of impatience and misunderstanding, most failed at trying to implement such things as quality circles and statistical process control, manufacturing tactics that were flourishing in Japan and supporting her new manufacturing success. What we Americans did not understand at the time was how to take all those "bits and pieces" and merge them into a finished product. We had a basic understanding of the ingredients, yet we did not have the recipe to bring the ingredients together. While we were unsuccessfully trying to emulate Japanese manufacturing, they became masters of manufacturing and product innovation. Their products not only had higher quality, but they performed better and had more and better features. They also became more expensive, but that didn't dissuade the American consumer who was willing to pay a premium for higher quality. Japan gained as American manufacturing lost market share. Times grew difficult for American companies. Many began outsourcing component manufacturing to keep product costs down, which frequently resulted in those companies losing even more market share. The death spiral had begun.

Sadly, the new paradigm of American manufacturing is to make it somewhere else. But not everyone has surrendered to that notion. The authors, MainStream Consulting and the University of Dayton Research Institute, have found some examples of manufacturers who have managed to keep most of their work in America.

Our plan is to thoroughly research the best of those companies, learn their success stories, determine common threads and publish a book to share their successful business practice recipes. Our purpose is simply to give other American manufacturers a fighting chance to keep their work in America.

## **Paul Piechota**

Paul Piechota is the Executive Director for the Center for Competitive Change at the University of Dayton Research Institute. In his positions at UDRI, Paul currently is the Principal Investigator / Project Manager for a 4-year, multi-million dollar Government Sponsored Project on Performance Based Competency Mapping. As Executive Director he leads

the universities outreach center focused on helping companies achieve organizational and operational excellence from leadership team to the shop floor or bank and healthcare workforce. Mr. Piechota also held many positions ranging from senior vice president of a small business to a concluding a successful 14-year career with NCR that took him from developing and teaching financial systems to top worldwide banking engineers to Senior Product Analyst/Territory Director with Texas Instruments. He has had a diversified 26 year career

Piechota has authored of over 30 publications with such titles as *"Transforming the Enterprise: 'Getting to the Future First!'"*, and *"Establishing a Method for Process and Culture Change in the Military."* He is the co-author of an upcoming book titled, *:"Keeping it in America" highlighting successful recipes of 10 success American companies.*

Along with being professionally employed, Piechota is currently a facilitator for the Dayton President's Forum and active member with the DTMA Workforce Development Committee, Montgomery County Business First Resource Representative and Dayton Chamber of Commerce small business innovation evaluation team. Other active memberships include; Montgomery County Business First, State of Ohio Manufacturing Sector Strategy Committee, Regional Project Management Group, LinkedIn Six Sigma and Lean Groups and ASQ. His personal activities include working on the Holy Angel's Pastoral Council and the Holy Angels Education Strategy Committee.

Piechota has a BS in Marketing from Wright State University and a MA in Business Performance across Global Marketplaces from the McGregor School of Management at Antioch College.

## Education Update:

Please visit the website at [www.apics-col.org](http://www.apics-col.org) for updated class schedules for CPIM classes.

An **evening mid week CSCP class** has been canceled due to lack of registration.

CPIM class offering for BSCM mid week evening class will begin in March. Check web site for details.

Future class schedules will be posted soon.

**Congratulation to Casey Ribble for getting CPIM certified on January 25, 2010.**

### Benefits of Your APICS Membership: The OMBOK

No, it is not a creature from AVATAR, it is the Operations Management Body of

Knowledge and it is available for download at [www.apics.org](http://www.apics.org) as part of your membership.

The OMBOK presents operations management best practices and defines the scope of the operations management field. It positions APICS' vast body of knowledge to help you and your organization understand the foundations of operations management and to benchmark yourselves for become even better.

Version 2, is a 2009 update(the OMBOK is updated annually) and includes tables illustrating the relevancy of the APICS OMBOK Framework to specific job titles, including supply chain manager and materials manager, and to industries outside manufacturing, such as distribution, health care, retail, utilities, and hospitality. Subject areas include:

- Advanced Manufacturing and Service Technology
- Emerging Operations Technologies
- Planning and Control
- Processes
- Project Management
- Scheduling
- Strategy

We thank you and value your being a member of the Columbus chapter. If you have questions about your membership or would like us to make a presentation about APICS benefits to your management, please contact me at [jmccullough@navmp.com](mailto:jmccullough@navmp.com).

Jeff McCullough, VP of Marketing

## President's Message

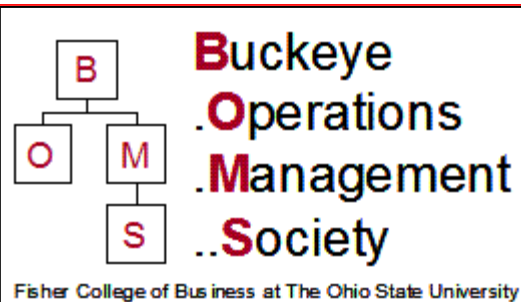
I would like to send a special thanks to Joe Santry who served as our guide as we toured the Huntington ball park facility in January. I must admit that I had some reservations about touring a baseball field in the cold of January but it turned out to be a wonderfully entertaining and educational tour. As we toured this great facility, Joe shared with us numerous stories and histories of the characters that have contributed to professional sports in central Ohio. Did you know the tradition of playing the national anthem before sporting events began in Columbus? How many people know that the overhand pitch was pioneered in Columbus replacing an underhand pitch similar to fast pitch softball? The gestures umpires make to signal when a base runner is out or safe also began in Columbus so a deaf Columbus ballplayer would know when to return to the dugout. These are just a sample of the history Joe shared with us and I would advise that if you ever get a chance discuss the history of sports in Columbus with Joe, it would be well worth the time. I would also like to thank the brave souls that came out and joined us for the tour. Judging by your comments and questions, it's clear you were as captivated as I was. Proof again that you never know what you'll learn at an APICS event.

In February, our speaker will discuss manufacturing in America, the impact of

outsourcing and examples of companies that have been successful at keeping manufacturing jobs in America. This should prove to be an informative discussion and timely given the troubles in the manufacturing sector. I look forward to seeing you at the February meeting.

Bill Thurston, CPIM, CIRM, PMP

President, APICS Columbus



Buckeye Operations Management Society is making its way through a very busy quarter! We are preparing to transition our officer team, collaborating with multiple other student organizations, including The Logistics Association and the MBA Operations Management and Logistics Association. We are in the process of planning a social event for our members as well; we have seen our membership continue to grow at every meeting since the beginning of the academic year.

In addition, we are preparing for a few case competitions. We will be attending the APICS Mid-Atlantic District Case Competition in Toledo at the end of the month, and we are finalizing plans to host both an intercollegiate case competition, and a Fisher-wide case competition here at The Ohio State University in the coming months.

This is a very exciting time for BOMS. We are continuing to build relationships within Fisher College, we are constantly expanding our membership, and we will be not only representing ourselves at our third case competition, but taking on the great task of hosting two case competitions as well.

As has been the case, our general meetings fall on Wednesday evenings every second week at 7:30 pm. APICS members are welcome to join us; our schedule is available at <https://groups.cob.ohio-state.edu/boms/events>.

Thank you,

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