

ACRONYMS & INITIALISMS

ACD	Automated Call Distribution line
ADP	Automatic Data Processing
AIAG	Automotive Industry Action Group
ALB	Auto Locking Bottom (Plasticorr)
ASN	Advanced Shipping Notice
ATP	Available to Promise
BAPI	Interface between applications
BC	Bulk Container
BDC	Business Development Company
BE	Benefit Express
BOM	Bill of Materials
BOMECS	Bill of Materials ECS - internal drawing application that stores all drawings/ecs's
CAM	Customer Account Manager
CAPA	Corrective and Preventative Action
CAT	Community Action Team
CES	Customer Estimating System
CFDI	Digital Fiscal Certificate
CG	Customer Group
CI	Continuous Improvement
CIF	Cost, Insurance and Freight
CKD	Japan supplied parts (Cargo Knock Down)
COPA	Cost Object Profitability Analysis
CPAR	Corrective and Preventative Action
CPG	Consumer Packaged Goods
CR	Contract Review
CRD	Customer Requested Date
CS15	SAP Transaction - Displays finished goods for subcomponents
CSI	Customer Satisfaction Index
CTQ	Critical to Quality
D#	Interior (Dunnage) Product
DC	Drawing Change
DCR	Design Change Request
DDP	Delivered Duty Pay
DEV	Development System within SAP
DFM	Design for Manufacturing
DMS	Document Management System
DO	Delivery Order
DSD	Direct Store Display (i.e., PepsiCo setting up display at Walmart)
DWG	Drawing
EA	Expense Authorization
EAP	Employee Assistance Program
EBIT	Earnings before Interest and Taxes (difference between operating revenues and operating expenses)

EBITDA	Earnings before Interest, Tax, Depreciation and Amortization (measure of a company's operating performance)
ECN	Engineering Change Notice
eCom	e-Commerce
EDI	Electronic Data Interchange
EE	Employee
ELT	Executive Leadership Team
ERP	Enterprise Resource Planning
Ex DC	Outside Distribution Center (Menasha owned or leased facility)
FGIP	Finished Goods Inventory Program
FM Material	Factory Mutual
FOB	Freight On Board
FP&A	Financial Planning and Analysis
FSA	Flex Spending Account
GUI	Graphical User Interface
HDMP	Heavy Duty MagnaPack
HDPE	High Density Polyethylene
HDR	Heavy Duty Ropak (product)
HQ	Menasha Corporation Headquarters located in Neenah, WI
HRA	Health Reimbursement Account
HRA	Health Risk Assessment (annual health screening)
HRIS	HR Information System
HSA	Health Savings Account
ID	Inner Dimensions
IE	Image Express
IM	Inside Menasha (company intranet)
IMMEX	Mexican Government Program (allows not to bill the 16% VAT)
In DC	In Distribution Center
INCO	International Commercial Terms
IND	Industrial
IS	Information Systems
ISO	International Standardization Organization
JIT	Just In Time
KE30	SAP Transaction - COPA
L&D	Learning and Development
LAMá©	Promotional and Merchandising Solution that folds flat and easy to execute at retail
LEAF	Learning to Engage and Achieve on the Floor
LMS	Learning Management System
LTIR	Lost Time Injury Rate
LTL	Less-Than-Truckload
MD04	MD04 (?) Display stock
ML	Menasha Learning
MM03	SAP Transaction - Component look up costing
MOQ	Minimum order quantity

MPC	Menasha Packaging Company
MRP	Materials Resources Planning
MT	MindTools (in LMS)
MTO	Made to Order (Mentor/MX)
MTS	Made to Stock (outsourced)
NAM	National Account Manager
NBD	New Business Development (now called Inside Sales Group)
NCNS	No Call No Show
NCS	National Consolidation Services
NEO	New Employee Orientation
NEW	New Employee Webinar
NF	New Facility
NPD	New Product Development
NSO	Product - Stacked Container (version)
NXO	Product - Stacked Container (version)
OCS	ORBIS Commercial Services
OD	Outer Dimensions
OEM	Original Equipment Manufacturer (e.g., Ford, GM)
OM	Order Maintenance (change)
OPE	Overall Production Efficiency
OPM	ORBIS Plastics Molding (Mexico)
OPP	Opportunity
OPTE	Collapsible Bulk Pallet/Sleeve
ORIR	OSHA Recordable Incident Rate
OSHA	Occupational Safety and Health Administration
OTD	On Time Delivery
P&D	Packaging and Display
PAC	Type of Company (validates the CFDI)
PC	Production Control
PCR	Process Change Request
PDCA	Plan, Do, Check, Act
PE	Polyethylene
PM	Performance Management
PO	Purchase Order
POC	Point of Contact
POP	Point of Purchase
POS	Point of Sales
PP	Polypropylene (Sheet/Corbi)
PPS	Promotional Print Solutions (formerly Folding Carton Group)
PREPRO	Pre-Production (actual dunnage in production sample)
PROX	End of Month plus 30
PSG	Product Selection Guide
PT	Power Train (pallet for heavy equipment)
QMS	Quality Management System
RAM	Regional Account Manager
RA's	Return Authorizations
RCRD	Real Customer Requested Date
REV	Revision (Design Changes)
RFC#	Tax ID in Mexico

RFQ	Request For Quotation
RFS	Request for Services
RII	Retail Integration Institute
ROI	Return on Investment
RPM	Reusable Packaging Management
RSC	Retail Supply Chain
S&A	Sales and Administration
SA	Strategic Account
SAM	Strategic Account Manager
SCS	Supply Chain Services
SDN	Sedan
SF	Salesforce
SFDC	Salesforce.com
SFQ	Salesforce Quoting
SFS	Ship from Stock
SKU	Stock Keeping Unit
SON	Tool to Make Stack Only
TA	Talent Acquisition
TAN	Chargeable Item in SAP
TANN	Non-chargeable Item in SAP
TF'd	Prototype
TL	Truckload
TLS	Truck Load Sale
TM	Talent Management
TMS	Talent Management System
VA	Value Add (custom modifications- mostly to bulk bins)
VA03	SAP Transaction - Display Sales Order
VA13	Display Inquiry (Inquiry in SAP terminology for Complaint)
VC	Variant Configurator (place in order to change a configurable item)
VIT	Virtually Instructor Led Training
VST	Value Stream Team
WC\$/hr.	Worker's Compensation Cost Per Hour
WF	Workflow
WIP	Work in Progress
WTR	Waiting to Review
YW	Completes Order
ZBR01	SAP Transaction - Order History Report
ZEQ0	SAP Transaction - Project Lookup
ZER4	SAP Transaction - Print Proposal
ZMM03	SAP Transaction - Creates Labels/ID Plates (Option Wizard)
ZOE	Errors Affecting Billing to Customer
ZOP	Errors Affecting Delivering Product to Customers
ZVOS	SAP Transaction - Report of Open Orders