ACRONYMS & INITIALISMS

ACD	Automated Call Distribution line	EBITDA	Earnings before Interest, Tax, Depreciation and Amortization (measure of a company's operating performance)
ADP	Automatic Data Processing	ECN	Engineering Change Notice
AIAG	Automotive Industry Action Group	eCom	e-Commerce
ALB	Auto Locking Bottom (Plasticorr)	EDI	Electronic Data Interchange
ASN	Advanced Shipping Notice	EE	Employee
ATP	Available to Promise	ELT	Executive Leadership Team
BAPI	Interface between applications	ERP	Enterprise Resource Planning
BC	Bulk Container	Ex DC	Outside Distribution Center (Menasha owned or leased facility
BDC	Business Development Company	FGIP	Finished Goods Inventory Program
BOM	Bill of Materials	FM Material	Factory Mutual
BOMECS	Bill of Materials ECS - internal drawing application that stores all drawings/ecs's	FOB	Freight On Board
CAM	Customer Account Manager	FP&A	Financial Planning and Analysis
CAPA	Corrective and Preventative Action	FSA	Flex Spending Account
CAT	Community Action Team	GUI	Graphical User Interface
CES	Customer Estimating System	HDMP	Heavy Duty MagnaPack
CFDI	Digital Fiscal Certificate	HDPE	High Density Polyethylene
CG	Customer Group	HDR	Heavy Duty Ropak (product)
CI	Continuous Improvement	HQ	Menasha Corporation Headquarters located in Neenah, WI
CIF	Cost, Insurance and Freight	HRA	Health Reimbursement Account
CKD	Japan supplied parts (Cargo Knock Down)	HRA	Health Risk Assessment (annual health screening)
COPA	Cost Object Profitability Analysis	HRIS	HR Information System
CPAR	Corrective and Preventative Action	HSA	Health Savings Account
CPG	Consumer Packaged Goods	ID	Inner Dimensions
CR	Contract Review	IE	Image Express
CRD	Customer Requested Date	IM	Inside Menasha (company intranet)
CS15	SAP Transaction - Displays finished goods for subcomponents	IMMEX	Mexican Government Program (allows not to bill the 16% VAT)
CSI	Customer Satisfaction Index	In DC	In Distribution Center
CTQ	Critical to Quality	INCO	International Commercial Terms
D#	Interior (Dunnage) Product	IND	Industrial
DC	Drawing Change	IS	Information Systems
DCR	Design Change Request	ISO	International Standardization Organization
DDP	Delivered Duty Pay	JIT	Just In Time
DEV	Development System within SAP	KE30	SAP Transaction - COPA
DFM	Design for Manufacturing	L&D	Learning and Development
DMS	Document Management System	LAMá©	Promotional and Merchandising Solution that folds flat and easy to execute at retail
DO	Delivery Order	LEAF	Learning to Engage and Achieve on the Floor
DSD	Direct Store Display (i.e., PepsiCo setting up display at Walmart)	LMS	Learning Management System
DWG	Drawing	LTIR	Lost Time Injury Rate
EA	Expense Authorization	LTL	Less-Then-Truckload
EAP	Employee Assistance Program	ML	Menasha Learning
EBIT	Earnings before Interest and Taxes (difference between operating revenues and operating expenses)	MM03	SAP Transaction
		MOQ	Minimum order quantity

MPC	Menasha Packaging Company	RFQ	**Request For Quotation**
MRP	Materials Resources Planning	RFS	Request for Services
MT	MindTools (in LMS)	RII	Retail Integration Institute
MTO	Made to Order	ROI	Return on Investment
MTS	Made to Stock	RPM	Reusable Packaging Management
NAM	National Account Manager	RSC	Retail Supply Chain
NBD	New Business Development (now called Inside Sales Group)	S&A	Sales and Administration
NCNS	No Call No Show	SA	Strategic Account
NEO	New Employee Orientation	SAM	Strategic Account Manager
NEW	New Employee Webinar	SCS	Supply Chain Services
NF	New Facility	SDN	Sedan
NPD	New Product Development	SF	Salesforce
NSO	Product - Stacked Container (version)	SFDC	Salesforce.com
NXO	Product - Stacked Container (version)	SFQ	Salesforce Quoting
OD	Outer Dimensions	SFS	Ship from Stock
OEM	Original Equipment Manufacturer (e.g., Ford, GM)	SKU	Stock Keeping Unit
OM	Order Maintenance	TA	Talent Acquisition
OPE	Overall Production Efficiency	TAN	Chargeable Item in SAP
OPM	ORBIS Plastics Molding (Mexico)	TANN	Non-chargeable Item in SAP
OPP	Opportunity	TF'd	Prototype
OPTE	Collapsible Bulk Pallet/Sleeve	TL	Truckload
ORIR	OSHA Recordable Incident Rate	TLS	Truck Load Sale
OSHA	Occupational Safety and Health Administration	TM	Talent Management
OTD	On Time Delivery	TMS	Talent Management System (for performance reviews and goal setting)
P&D	Packaging and Display	TMS	Transportation Management System
PAC	Type of Company (validates the CFDI)	VA	Value Add (custom modifications- mostly to bulk bins)
PC	Production Control	VA03	SAP Transaction - Display Sales Order
PCR	Process Change Request	VA13	Display Inquiry (Inquiry in SAP terminology for Complaint)
PDCA	Plan, Do, Check, Act	VC	Variant Configurator
PE	Polyethylene	VIT	Virtually Instructor Led Training
PM	Performance Management	VST	Value Stream Team
PO	Purchase Order	WC$/hr.	Worker's Compensation Cost Per Hour
POC	Point of Contact	WF	Workflow
POP	Point of Purchase	WIP	Work in Progress
POS	Point of Sales	WTR	Waiting to Review
PP	Polypropylene	YW	Completes Order
PPS	Promotional Print Solutions (formerly Folding Carton Group)	ZBR01	SAP Transaction - Order History Report
PREPRO	Pre-Production (actual dunnage in production sample)	ZEQ0	SAP Transaction - Project Lookup
PROX	End of Month plus 30	ZER4	SAP Transaction - Print Proposal
PSG	Product Selection Guide	ZMMM	SAP Transaction
PT	Power Train (pallet for heavy equipment)	ZVOS	SAP Transaction - Report of Open Orders
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		