

Cedar Valley Views

APICS

OCTOBER 2001

Build Your Business— Build Your Team— Build Your Career

Chapter President Stark has a few comments on planning for inevitable career changes. See Pg 7.

help!

Cedar Valley Newsletter Is Going Electronic

And we need your help. We lost our member email address database and need your immediate assistance to recreate it. Please send an email, titled "Cedar Valley Member" to gstark@mcleodusa.com.

Cedar Valley Apics has 139 members from over 40 enterprises. . . and we welcome more! Know someone you think should join? Contact Julie Stull jastull@collins.rockwell.com, 319.295.6191

COMING November 13

PDM—How to Reduce Inventory & Simultaneously Improve Customer Service. International management consultant Jimmy Sinton will demonstrate how to do the seemingly impossible.

www.cedarvalleyapics.org

Register for our Oct 9 PDM: "Gazette Communications Tour"

Join us for a tour of this state-of-the-art printing and publishing facility. Learn about the planning, scheduling, inventory, and logistics required to compete effectively in a highly time-sensitive industry. It's a real-life example of enterprise flexibility and responsiveness—just what you need to "Build Your Business—Build Your Team—Build Your Career." And it earns one Certification Maintenance point. Full description and details on page 2. Phone, email, or FAX your registration today!

Membership ROI!

Cheri Manternach began her APICS involvement as a student member at the University of Iowa, and was elected President of the Student Chapter. Following graduation she became active in the Cedar Valley Chapter, served on the Board, and earned her CPIM certification. Is Cheri satisfied with the "return on investment" from her APICS commitment? Find out more about Cheri, our chapter, and our region in this month's "Focus on Membership" beginning on page 4.



Julie Stull attends Sep 14-15 Region 5 Meeting

President-elect Stull reported that the Winona/LaCrosse Chapter did a great job hosting the meeting in spite of the September 11 tragedy. The meeting began with a moment of silence, and the usual evening entertainment was understandably subdued. The two mini-seminars on making cold calls and balancing home and work were well received. Society President Denny Larson led discussion on membership development and possible changes to the body of knowledge.

OCTOBER 2001 PROFESSIONAL DEVELOPMENT MEETING

Presentation: "Gazette Communications Tour"

Presenter: Peg Schmitz
 VP Print Operations
 Gazette Communications, Cedar Rapids, IA

When: Tuesday, October 9, 2001

5:30—6:00 PM	Registration
6:00—7:00	Tour
7:15—8:00	Catered Dinner
8:00—8:15	Business Meeting

Where: Gazette Communications
 4700 Bowling Street, Cedar Rapids, IA

Miss this tour and you will miss a lot! Plant tours are one of our most popular events, so register early.

Our tour of Gazette Communications will include an overview presentation of the facility, a physical tour of the printing and press operations, followed by a question and answer session. The Gazette is planning on one tour guide for each group of ten people.

Following the tour, we will move across Bowling Street to Apache Hose & Belting, Inc. for a catered Mexican dinner. Our business meeting will include a few announcements plus drawings for numerous prizes

Reservations required by October 5 \$15.00 (No-shows are billed.)
Please forward reservations to your APICS Company Coordinator:

Or contact Cedar Valley APICS Program Team Member Jim Milden,
 phone 319.365.0471, email jim.milden@apachehb.com, or FAX 319.365.7127:

Name:	Company
_____	_____
_____	_____
_____	_____
_____	_____

Professional Development Meetings 2001-02

September 11, 2001

How Can You Achieve A Lean Enterprise?

Mike Drake, Production Manager, Rockwell Collins, Coralville

Learn what Rockwell Collins learned as it pursued the Lean Manufacturing philosophy, and how lean thinking can increase efficiencies and profitability in your business through the systematic elimination of wasteful activities and processes.

October 9, 2001

Gazette Communications Plant Tour

Peg Schmitz, VP Print Operations and Chuck Peters, President

Join us for a tour of this state-of-the-art printing and publishing facility, along with presentations on the planning, scheduling, inventory, and logistics required to compete effectively in a highly time-sensitive business. Miss this tour, and you miss a lot!

November 13, 2001

How to Reduce Inventory & Simultaneously Improve Customer Service

Jimmy Sinton, Kubera Consulting

Drawing from his illustrious career in South Africa, this international management consultant will demonstrate how your business can do the seemingly impossible--simultaneously reduce inventory assets and increase customer service levels.

January 8, 2002 -- Leadership Recognition Night

Putting Frogs Into Wheelbarrows: Technology Without Strategy

Peter Berglund CPIM, Minnesota Technology, Inc.

Enjoy everyday examples, case studies, and a sprinkling of humor as an executive coach and master speaker walks us through the technology maze, and teaches us how to align technologies with business strategies to ensure successful implementations and competitive advantage. Invite your company leaders to attend and be recognized.

February 12, 2002 -- Student Chapter Night

Change Management – Shed Or You're Dead; Lesson From The Lizard!

Gale Mote CPIM, President of Gale Mote Associates

Easily among the most "energized" people you will meet through APICS, this dynamic speaker and business consultant will offer proven methods of change management to unfreeze your organization and drive it towards desired outcomes.

March 12, 2002 -- Joint Meeting Cedar Valley APICS & E. Iowa ISM

Supply Chain Management For Competitive Advantage

Rhonda Lummus PhD CPIM CIRM, Iowa State University

Join us as we welcome home a University of Iowa PhD, Chairman of the 2001 APICS International Conference, published Supply Chain author, and former member of the Cedar Valley Chapter. Learn how your business can profit from the latest supply chain trends.

April 9, 2002 -- Cedar Valley APICS Annual Meeting

How To Stay Positive In A Tough Work Environment

Tom Schulte

This retired Lucent Technology executive and nationally known speaker will share his belief that positive thinking is a learned trait that can be chosen by anyone, and that there is a way to make your workday a more fulfilling, positive, energizing personal experience.

May 8, 2002

Cedar Valley APICS Golf Outing

Plan to enjoy our strictly social, fun-in-the-sun golf outing, steak fry, and welcome to summer!

FOCUS ON MEMBERSHIP

Securing a Return On Your Investment

Cheri Manternach views her resource management career as a direct return on her investment of time and energy in Cedar Valley APICS. "I had a lot of schooling, but really didn't understand manufacturing until I started attending APICS meetings. Classroom education is great, but real people and real situations help you to really understand how resources come together in the manufacturing process." Cheri also praised CPIM certification as "a great way to combine formal education, job experience, and leading edge APICS information into a complete package."

Cheri reflected on active participation on the boards of both the Student Chapter and Cedar Valley APICS, saying, "It's really been a lot of fun being part of a great team. It has developed my leadership abilities and self confidence. Working with other experienced people is easier, not so scary. And it's easier to try being a leader in this environment because the people are all very supportive, not as competitive as they may be in some company situations."



Cheri learned about APICS as an undergraduate at the University of Iowa. She was elected President of the Student Chapter her senior year, and graduated in 1991. As a student chapter leader she attended Cedar Valley PDMs and organized the annual "Student Chapter Night" PDM. Meeting APICS members Danny Jensen and Doug Matheny was helpful in securing a position with Cedarapids Inc. upon graduation. Cheri spent 5 years with Cedarapids Inc, graduating from Associate Planner to Planner to Master Scheduler. She earned her CPIM certification in 1994. In 1997 she accepted a position with Goss Graphic Systems, Inc., and served as their Master Scheduler for three years. In 2000 she moved to her current position as Production Coordinator at Rockwell Collins. She currently holds the position of Past President on the Cedar Valley APICS Board of Directors.

FOCUS ON MEMBERSHIP

APICS Members Receive:

- APICS—The Performance Advantage, monthly publication.
- Production and Inventory Management Journal, quarterly publication.
- APICS Bibliography, guide to articles and books.
- International Conference Proceedings.
- APICS Dictionary, the industry standard for terms and definitions.
- APICS Educational Material Catalog, over 800 resources.
- Access to Special Interest Groups (SIGS), such as Complex Industries, Constraints Management, Process Industries, Remanufacturing, Repetitive Manufacturing, Service, Small Manufacturing, and Textile and Apparel.
- Access to the "members only" section of the APICS website.
- Member discounts up to 20% or more on educational materials, training sessions, certification exams, member services, and the international conference.
- Cedar Valley Views, monthly chapter newsletter with advance information on PDMs, certification classes, fundamentals classes, test schedules.
- Cedar Valley Chapter PDMs, monthly opportunities to expand your horizons, meet new people, and network.
- Cedar Valley Certification and Fundamentals classes, an annual schedule of educational and certification opportunities.

FOCUS ON MEMBERSHIP

Report on the September PDM

The tragedy of September 11 understandably caused many members to cancel their reservations and spend the evening with their families and loved ones. Those who could attend the PDM spent a quiet evening discussing the day's events and receiving a great overview of implementing the "Lean" philosophy from Rockwell Production Manager Mike Drake. Our sincere thanks to Mike Drake for persevering under very challenging circumstances. Attending the September PDM were Jim Mildren, Apache Hose; David Lees, Cheasapeake Display/Pkg; Larry Fenner, Cryovac; Kevin Schmitz and Lee Staszak, Evergreen Pkg; Tim Shrader, Gazette Communications; Bill Irmen, Goss; Dave Mortensen, Hunters Specialties; Ken Nelson, IMEP/Kirkwood; Gregg Stark, McLeodUSA; Steve Rose, Midland Forge; Richard Held and Steve Schmitz, Penford Products; Mike Drake, Cheri Manternach, Kay Landuyt, Jan O'Brien, Tim Soukup, Julie Stull, Kurt Carr, Rockwell Collins; Jeff Berhow, Dick Parkhurst, and Brad Stary, self-employed; Brenda King, Svedala Industries. Results of our 5 point maximum survey: 17 respondents; Topic = 4.82; Speaker = 4.65; Food = 4.24; Room = 4.35.



FOCUS ON MEMBERSHIP

A Regional View of Membership

Ever wonder how the Cedar Valley Chapter "stacks up"? Where we currently stand in membership numbers? Where we could climb with a little membership recruiting effort?

#	Code	Chapter Name	Members As Of:					Key Communities	State
			Apr-00	Jan-01	Jun-01	Jul-01	Sep-01		
1	TWIN	Twin Cities	1724	1694	1691	1641	1633	Minneapolis, St. Paul, Bloomington	MN
2	STLO	St. Louis	594	569	554	530	539	St. Louis, St. Charles	MO
3	GRKC	Greater Kansas City	506	493	454	437	439	Kansas City MO/KS, Overland Park	KS, MO
4	WICH	Wichita	259	258	258	255	260	Wichita	KS
5	MIDL	Midlands	161	152	162	163	174	Omaha	NE
6	OZAR	Greater Ozarks	174	174	173	175	170	Springfield, Joplin	MO
7	IOWA	Central Iowa	172	176	173	171	161	Des Moines, Ankeny, Creston, Pella	IA
8	GRPL	Great Plains	140	140	153	150	155	Lincoln	NE
9	SOMN	Southern Minnesota	137	150	160	157	153	Owatonna, Rochester, Mankato	MN
10	CDVA	Cedar Valley	136	142	140	139	137	Cedar Rapids, Iowa City	IA
11	WILA	Winona Lacrosse	157	135	140	136	136	Winona MN, LaCrosse WI	MN,WI
12	QUAD	Quad Cities	114	126	123	118	119	Bettendorf, Rock Island, Moline	IA, IL
13	CEMN	Central Minnesota	124	117	126	119	116	St. Cloud	MN
14	SIOU	Siouxland	108	104	106	106	102		
15	KEYC	Key City	68	84	83	78	77	Dubuque, Dyersville	IA
16	CNEB	Central Nebraska	65	74	77	74	74	Hastings, Grand Island	NE
17	MDMO	Mid Missouri	53	68	69	71	72	Jefferson City, Columbia	MO
18	RRIV	Red River Valley	81	70	72	69	69		
19	TPIA	Top of Iowa	77	69	70	68	67	Mason City, Garner	IA
20	NWIA	Northwest Iowa	57	57	55	53	52		
21	SEKS	Southeast Kansas	48	57	53	53	52	Independence	KS
22	GLAC	Glacial Lakes	52	47	49	49	50	Watertown SD, Marshall MN	SD,MN
23	SEIA	Southeast Iowa	64	56	53	54	47	Burlington, Mt. Pleasant, Ottumwa	IA
24	NEIA	Northeast Iowa	37	39	41	39	39	Waterloo, Cedar Falls, Waverly	IA
25	COZA	Central Ozarks	29	38	38	37	32	West Plains	MO
26	WING	Red Wing Area	49	34	31	33	32	Red Wing	MN
27	HIPL	High Plains	1	2	2	2	2		

As I Was Saying . . . A Message From Your Chapter President

Build Your Business—Build Your Team—Build Your Career

The potential of APICS to impact that third element—Build Your Career—is obvious in three discussions which occurred during the last few weeks.

But I have a degree! Isn't that enough?— A recent graduate was lamenting the difficulty in finding an opportunity to begin his business career. As the economy continued its slump, some local companies had even canceled their summer internships for college students. Competition for entry level positions was intense. I explained that a business degree, in the current employment environment, may just keep your resume in the "review" pile. You will need an "edge" to earn an interview. That could be a related internship, a personal recommendation from someone at the company, or additional training, or current involvement in a professional certification program like CPIM.

But I've worked here 15 years! Why didn't they pick me?— This fellow happened to be in a non-resource management field, but the principle is the same. Maybe upper management took him for granted, maybe they wanted new ideas from "outside," maybe they thought he was "comfortable" in his current position. At any rate, the company hired someone from another company to fill a management position (one step up) without even inviting him to apply. Needless to say, he was disappointed and upset. But had he pursued additional knowledge? Had he pursued professional certification? Had he pursued leadership experience? Had he demonstrated a desire to advance to a management position?

But I have 25 years experience! Why can't I get an interview?— This RIF "victim" asked for my input on improving his resume. I offered a few suggestions, such as focusing more on what he had accomplished as opposed to where he had been, adding more verbs to emphasize actions, and simplifying some sentences to improve readability. The real problem, however, was that not much had happened recently. The college degree was at the beginning of his career, he had received some significant technical training, but nothing within the last 8 years. A year or two ago he had a great resume. In today's job market he is facing tougher competition from resumes (and people) with evidence of more current skills, plus evidence of initiative to continually learn new concepts and approaches.

Just to clarify

As the terrorist attacks of Tuesday, September 11 unfolded, I was faced with a very tough decision. Should we cancel the PDM or continue as scheduled? I consulted with several Directors and our speaker, and decided to proceed with the PDM for those who chose to participate.

I think that, for the most part, those who attended did so to express their refusal to let the terrorists affect their lives or to be with others. On the other hand, those who did not attend, probably did so out of respect for the victims or to be with their families. We each try to cope in our own way. I wish us all much success in the challenging days ahead.

I'll see you (with guests) at the October PDM!

- Gregg

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October, 2001

Build Your Business—Build Your Team—Build Your Career

Open immediately for the latest info from your Cedar Valley APICS Chapter:

- Pg 2 Register today for the October 9 Gazette Communications tour!*
- Pg 4 Learn about Cheri Manternach's APICS membership ROI!*
- Pg 5 Compare our Cedar Valley Chapter to other Region 5 chapters!*
- Pg 7 Read the chapter president's comments re Building Your Career!*