

# Cedar Valley Views

## APICS

MARCH  
2002

**Build Your Business—  
Build Your Team—  
Build Your Career**  
APICS and our Cedar Valley Chapter offer almost unlimited opportunities to improve your career, your work team, and your enterprise.

**Maximize your  
Membership ROI—  
Be an active member!**

**Next CPIM Course  
Starts March 28.** See details on page 7.

**Email Newsletter  
Delivery Grows To  
Over 30%!**

Faster, more economical, full color, ready to forward. Just title an email "CDVA Newsletter" & send it from your email address to: [gstark@mcleodusa.com](mailto:gstark@mcleodusa.com).

### Coming in April:

Orders slow? Downsized? Doing more with less? Future uncertain? Then reserve April 9 to learn "How To Stay Positive In A Tough Work Environment," with Tom Schulte. And it's our CDVA Annual Meeting. Mark your calendar now!

Visit **Your Website:**  
[www.cedarvalleyapics.org](http://www.cedarvalleyapics.org)

## Registrations Keep PDM Team Smiling!

Lori Miller and Jim Milden are extremely pleased with the growth and timing of PDM registrations in 2002. Your timely registrations and firm commitments simplify planning and hold down our costs. Registrations for the March PDM are due to Jim Milden by Friday, March 8! Info on [page 3](#).

## "Supply Chain Management for Competitive Advantage"

Rhonda Lummus has been researching supply chain management for several years, writing articles on SC strategy and the impact of demand management strategies on the supply chain. She has published articles in *Supply Chain Management Review*, *Journal of Operations Management*, *Production and Inventory Management Journal*, among others. Her March 12 presentation to a joint meeting of Cedar Valley APICS and Eastern Iowa NAPM will **focus on key trends and provide real-life examples to help your organization target the most beneficial improvement initiatives**. Full info re Rhonda & PDM registration on [Page 3](#).



## New Leaders Step Forward for 2002-03

Julie Stull and the Nominations Team have announced the following slate for the election of Directors, scheduled for the April PDM & Annual Meeting: President, Julie Stull; President-elect, Open; Past President & Marketing, Gregg Stark; Finance, Open; Administration, Gerry Lowry; Historian, Steve Rose; Membership, Patricia Schiel; Education, Jim Milden; Programs, Tim Soukup; Communication, Open; Student Activities, Open; Website, Kai Stark; Directors-at-Large (2), Kirk Schroeder & Open. Please contact Julie Stull if you have interest in the open positions.

## March Focus: "Certification Maintenance"

APICS International announced "Certification Maintenance," a few years ago, to mixed reviews. Some members saw it as a way to protect the market value of their CPIM designation in a fast-changing world. Others saw it as a new task in an already over-burdened life-schedule. In reality, **CPIM Maintenance requirements may be easier to meet than you think**. Check out our quick summary on [page 4](#).

## Guest Article: Return On Investment

Rose Slaymaker offers thoughts on her recent introduction to Cedar Valley APICS. See [Page 6](#).

## Cedar Valley Chapter Leadership Experience

A great way to help: *Build Your Business—Build Your Team—Build Your Career*

### Cedar Valley APICS Board of Directors 2001-02:

Contact any board member for information on service and leadership opportunities beginning in 2002.

|  |   |  |
|--|---|--|
| <b>President</b><br>Gregg Stark CPIM CIRM<br>McLeod USA<br>(319)790-6093 W, (319)377-8038 H<br>E-Mail: <a href="mailto:gstark@mcleodusa.com">gstark@mcleodusa.com</a>                      | <b>President Elect</b><br>Julie Stull<br>Rockwell Collins<br>(319)295-6191 W, (319)390-2932 H<br>E-Mail: <a href="mailto:jastull@collins.rockwell.com">jastull@collins.rockwell.com</a>         | <b>Past President</b><br>Cheri Manternach CPIM<br>Rockwell Collins<br>(319)295-9568 W, (319)373-3998 H<br>E-Mail: <a href="mailto:camanter@collins.rockwell.com">camanter@collins.rockwell.com</a> |
| <b>Director of Finance</b><br>Teresa Kline<br>Cedarapids, Inc.<br>(319)399-4882 W, (319)377-3737 H<br>E-Mail: <a href="mailto:teresa_kline@cedarapids.com">teresa_kline@cedarapids.com</a> | <b>Director of Administration</b><br>Open<br>Teresa Kline, Acting Director  | <b>Chapter Historian</b><br>Steve Rose CPIM<br>Midland Forge<br>(319)362-1111 W, (319)455-2264 H<br>E-Mail: <a href="mailto:steve.rose@cmworks.com">steve.rose@cmworks.com</a>                     |
| <b>Director of Education</b><br>Ken Nelson<br>IMEP – Kirkwood<br>(319)398-5671 W, (319)338-0488 H<br>E-Mail: <a href="mailto:knelson@kirkwood.cc.ia.us">knelson@kirkwood.cc.ia.us</a>      | <b>Director of Programs</b><br>Lori Miller<br>Apache Hose & Belting, Inc.<br>(319)365-0471 W, (319)472-5712 H<br>E-Mail: <a href="mailto:lori.miller@apachehb.com">lori.miller@apachehb.com</a> | <b>Member-At-Large</b><br>Larry Fenner<br>Cryovac<br>(319)368-3311 W, (319)848-4685 H<br>E-Mail: <a href="mailto:larry2914@yahoo.com">larry2914@yahoo.com</a>                                      |
| <b>Director of Membership</b><br>Open Julie Stull, Acting Director   | <b>Director of Communications</b><br>Open Gregg Stark, Acting Director  | <b>Member-At-Large</b><br>Open   |

### Special thanks to Cedar Valley Company Coordinators, our behind-the-scenes recruiters of new members, PDM attendees, and Certification students:

|                              |                             |                           |                          |
|------------------------------|-----------------------------|---------------------------|--------------------------|
| <b>James Milden</b> CPIM     | Apache Hose & Belting Inc.  | <b>Debra Pingel</b> CPIM  | Cargill Inc.             |
| <b>Darla Prabel</b>          | Cedar River Paper Company   | <b>Teresa Kline</b>       | Cedarapids Inc.          |
| <b>Todd Peterson</b>         | Chesapeake Display          | <b>Larry Fenner</b>       | Cryovac                  |
| <b>Patricia Schiel</b>       | Evergreen Packaging Equip.  | <b>Mark Morrison</b>      | Gazette Communications   |
| <b>Marilyn Kies</b>          | Genencor International Inc. | <b>Nancy Dean</b>         | Hunters Specialties Inc. |
| <b>Ken Nelson</b>            | Kirkwood Community College  | <b>Daniel Grobe</b> CPIM  | Kinze Manufacturing Inc. |
| <b>Gregg Stark</b> CPIM CIRM | McLeodUSA                   | <b>Steve Rose</b> CPIM    | Midland Forge            |
| <b>Marty Novak</b> CPIM      | Oral B                      | <b>Steve Schmitz</b> CPIM | Penford Products Co.     |
| <b>John Gegner</b>           | PMX Industries Inc.         | <b>Kay Driscoll</b>       | Quaker Oats Company      |
| <b>Julie Stull</b>           | Rockwell Collins            | <b>Mary Smith</b>         | Siemens Trans Systems    |
| <b>Chris Hanzelk</b> CPIM    | Square D                    |                           |                          |

**Cedar Valley APICS**, a nonprofit educational organization and the local chapter of APICS International, has been serving its members and the Cedar Rapids, Iowa City, and surrounding business community since 1972. Our mission is to develop, promote, and recognize the professional management of resources by individuals and enterprises.

**Cedar Valley Views**, the chapter's monthly newsletter, is available to members by postal mail or email. Interested nonmembers may request inclusion on our "Friends of CDVA" email distro by contacting [gstark@mcleodusa.com](mailto:gstark@mcleodusa.com). The newsletter may be forwarded to interested parties; articles may be reprinted with permission from Cedar Valley APICS, PO Box 10483, Cedar Rapids, IA 52410-0483.

**We welcome your inquiries** regarding articles, submissions, advertising, address changes, etc. The deadline for each monthly issue is the 15<sup>th</sup> of the preceding month. Please contact the editor, Gregg Stark, 319-377-8038 or [gstark@mcleodusa.com](mailto:gstark@mcleodusa.com), for more information.

**PROFESSIONAL DEVELOPMENT MEETING** **March 2002**

Annual Joint Meeting of APICS & ISM (NAPM)

**Topic: "Supply Chain Management for Competitive Advantage"**

**Presenter: Rhonda R. Lummus, PH.D.,  
 CFPIM, CIRM, Iowa State University**

**When: Tuesday, March 12, 2002**

|                |                         |
|----------------|-------------------------|
| <b>5:30 PM</b> | <b>Networking</b>       |
| <b>6:30</b>    | <b>Chapter Business</b> |
| <b>6:45</b>    | <b>Dinner</b>           |
| <b>7:30</b>    | <b>Program</b>          |



**Where:** Longbranch Hotel & Restaurant  
 90 Twixt Town Rd NE, Cedar Rapids, IA

Supply chain management....., isn't that about getting the right product to the right place at the right time in the most efficient way possible? As materials professionals isn't that what we've been doing for our whole careers? Supply chain management is a deceptively simple term that describes a really complex problem, made even more complex by the environment companies must work in today. Product lifecycles are super-compressed, customers are demanding mass customization and build-to-order, and we're still being asked to eliminate waste! What can companies do to better manage their supply chains as they face these key issues? This presentation will focus on the key trends we are seeing today in supply chain management and provide examples of what companies are doing to manage successful supply chains. Also included is a methodology to evaluate a company's current supply chain capability. This assessment will help companies target the most beneficial improvement initiatives.

Rhonda is an associate professor of operations management at Iowa State University. She earned a Ph.D. from the University of Iowa after spending fifteen years working in industry in various materials management positions.

An active APICS member for over 20 years and currently a member of the Central Iowa APICS Chapter, Rhonda has previously served as Development Chair for the CIRM program and as chair of the Integrated Enterprise Management development committee. In 2001 she served as chair of the International Conference Committee. Rhonda has been a speaker at numerous APICS regional and international conferences, and other conferences including National Manufacturing Week, IBM's Global Supply Chain Management Executive Conference and the South Africa SAPICS national conference. Rhonda helped write & deliver an Executive Supply Chain management seminar in conjunction with IBM.

**PLEASE REMEMBER!**

**Reservations are due by Friday, March 8 \$15.00** (No-shows are billed.)

**Contact your APICS Company Coordinator:**

Or contact Cedar Valley APICS Program Team Member Jim Milden,  
 phone 319.365.0471 X293, email [jim.milden@apachehb.com](mailto:jim.milden@apachehb.com), or FAX 319.365.7127:

Name: \_\_\_\_\_ Co.: \_\_\_\_\_

Name: \_\_\_\_\_ Co.: \_\_\_\_\_

## Focus On CPIM Maintenance!

When APICS announced its Certification Maintenance program a few years ago, some certified members saw it as a way to protect the value of their achievement and the integrity of the CPIM designation. Others saw it as another task to add to their already overloaded schedule.

Cedar Valley APICS has 43 CPIM members, 36 certified prior to 1998. Many face the need to meet the maintenance requirements by 2003.

So who needs to do what by when? And just how difficult is it?

**Maintenance of the CPIM designation requires accumulating 75 points within each 5 year cycle** (100 points for CFPIM). That equates to an average of 15 points per year. The 5 year cycle begins with the date of initial certification and ends with the last day of the month of initial certification—5 years later. For those certified before 1998, the first cycle begins January 1, 1998, and ends the last day of the month of certification in 2003.

**Points are awarded per hour, per event, or per year of service.** For example, most educational opportunities earn 1 point per contact hour, chapter officer service earns 3 points per year, and APICS membership earns 6 points per year. Points are awarded for additional certifications, credit courses, CEU courses, independent study programs. Presenting, publishing, or instructing others can earn points, as will leadership service at the chapter, region, or national level. Education, publication, or service must relate to the resource management profession, but need not be APICS-sponsored.

**Points are tracked by the member, on the honor system.** Backup materials such as course certificates, published works, etc. will not be required with the application, but may be requested during APICS' random audit.

**APICS will automatically notify members of their due dates and provide application forms, if their correct address is on file.** There is a \$75 processing fee for the CPIM Maintenance application.

For more detailed information:

**“Certification Maintenance: Maintaining Your Professional Edge,”** stock # 09033. Free booklet includes detailed activity categories and point criteria, frequently asked questions, and a professional development journal to record your progress. Available at 1-800-444-APICS (2742).

<http://www.apics.org>. Website includes download of above booklet.

**Example for one year:**

|                                    |                  |
|------------------------------------|------------------|
| APICS Membership                   | 6                |
| Cedar Valley PDMs (4 @ 1 hr)       | 4                |
| NAPM PDM (1 hr)                    | 1                |
| Lean Manufacturing Seminar (3 hrs) | 3                |
| Chapter Director of Education      | 2                |
| <b>TOTAL for One Year</b>          | <b>16 points</b> |

**Recertification**, following suspension of certification, can be achieved without completing the CPIM exam process, but will require an additional 15 points per year over the core 75.

**Certification Maintenance** is a meaningful way to preserve the currency of your hard-earned certification, expand your knowledge of practices and technology, demonstrate your commitment to lifelong learning, and increase your competitive advantage. For any reasonably active member, who takes advantage of a couple of seminars or workshops a year, certification maintenance is an easily attainable goal.

**Check your info, log your points, plan ahead**  
**– and maintain your CPIM!**

## The Value of Your APICS Membership

(Guest Article by Rose Slaymaker, the Energized Vice President, nemec, inc., a technology and marketing solution provider. You can reach Rose at (319) 393-7738 or [rose@nemec.com](mailto:rose@nemec.com).)



Two words answer the question: How can you get more value from your APICS membership? They are: Get Involved!

The more you give, the more you get. The personal satisfaction you can receive by helping newer members in the production and inventory management profession is boundless. If you are looking for ways for how you can contribute to your success and the success of APICS, help is needed in the following areas:

- ⇒ Instructors (with CPIM)
- ⇒ Membership retention and recruitment
- ⇒ Director of Administration (Secretary)
- ⇒ Director of Communications (Newsletter)
- ⇒ Director of Marketing

Your participation makes APICS a stronger organization and in return APICS helps you Build your business, build your team, and build your career. Friendships develop too, and it is a win:win for everyone.

Another benefit of your APICS membership is the personal growth and networking opportunities you have available during the program meetings. APICS and other non-profit organization business networking opportunities are included in the "nemec networker" event calendar. The calendar is available online at <http://nemec.com>. Promoting APICS events, along with other non-profit networking events, facilitates cooperation between organizations, builds awareness, and grows membership.

So get involved and make the most of your APICS membership. For membership information, contact Julie Stull, (319) 295-6191, [jastull@collins,rockwell.com](mailto:jastull@collins,rockwell.com).

See you at the next meeting!

**Rose Slaymaker**

### **Cedar Valley APICS Member Seeks Employment**

Professional manager with experience in supply chain, materials management, and production planning in both service and manufacturing environments. Proven organizational skills, multi-tasking, and attention to detail. Key strengths include personal and professional integrity, problem solving ability, customer orientation, communication skills, and project focus.

Career history includes successful performance as Inventory Control Manager, Manufacturing /Distribution Coordinator, and Financial Planner. B.S. in Business Administration from Drake.

**Mark Burkman**  
7015 Candlewick Dr. NE  
Cedar Rapids, IA 52402-1454

(319) 373-8122  
email: [markburkman@aol.com](mailto:markburkman@aol.com)

## “As I Was Saying . . .” A Message From Your Chapter President

The recent Region 5 Meeting in the Twin Cities, organized around the theme of the book, “Who moved Your Cheese?,” was a great opportunity to learn more about chapter management from Region 5 leadership, compare notes with other chapters, and embrace change. Representing Cedar Valley APICS were Julie Stull, Gerry Lowry, Kirk Schroeder, and myself.

In general, all chapters are being challenged by the economic downturn, particularly in the areas of membership, corporate financial support, and leadership participation. All chapters, as you would expect, have strengths and weaknesses, and work hard to meet their unique challenges. While your Directors are never “satisfied” with the Cedar Valley chapter and its performance, we do have a lot of strengths which we need to recognize, celebrate, and build upon:

- We have lost some existing members to transfers, downsizing, and financial cutbacks, but we have also gained members from companies not previously represented.
- While our board currently has a few vacancies, the existing Directors actively participate and carry out their responsibilities.
- Our PDMs have featured outstanding presenters, attendance is growing, and the schedule was published in August 2001.
- Our CPIM courses are fully scheduled and well-attended; 11 students are currently enrolled in the foundation course of the series.
- Our chapter’s annual strategic plan was developed and published in August 2001; members will receive a full progress report in April.
- Our marketing plan is developed and current year-to-date.
- Our Company Coordinators actively assist in publicizing activities and events; we would gladly add more volunteers.
- Our website continues to help people reach us, and will be revamped during the summer of 2002.
- Our newsletter has been recognized for its content and appearance, and is available by both postal mail and email.
- Our SAMCA membership database is now up and running.
- Our chapter is financially sound and currently running within its annual budget.
- For the second year, we are anticipating positive results from our Passport Program (Chapter Management QA) and our Fit To Print (Newsletter QA) submissions.

**Which leaves me with 2 important points to make:**

1. **Keep the suggestions coming—PDM topics, tour ideas, certification support—member input is vital to our continuing improvement.**
2. **Leadership is the source of energy, which powers the chapter. Please consider making a commitment, & joining a winning team—you will be amazed at the ROI.**

Best regards, and hope to see you at the March 12 PDM,

**Gregg**

### Help For Our “Downsized” APICS Members

**“Seeking Employment” advertisement** in our Cedar Valley Views newsletter—Quarter-page ad FREE to unemployed Cedar Valley APICS members. Copy due 15<sup>th</sup> of the month. Contact Gregg Stark.

**APICS Career Center**—All candidates may search jobs, but only APICS members receive the added benefits of posting resumes and receiving email alerts when new positions are listed. Visit the APICS Career Center at [www.apics.org](http://www.apics.org), phone 800.444.2742, or email [jobs@apicshq.org](mailto:jobs@apicshq.org).

**Benefits Extension for Unemployed Members Program**—a six-month extension of membership benefits without cost. Contact Julie Stull for more info and an application.



## **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 occasional 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 Recognition Night

### **Shed Or You're Dead—Lesson From The Lizard!**

Gail Mote CPIM, President of Gail 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 & Eastern Iowa NAPM

### **Supply Chain Management For Competitive Advantage**

Rhonda Lummus Ph.D., 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, Lucent Technology, ret.

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.

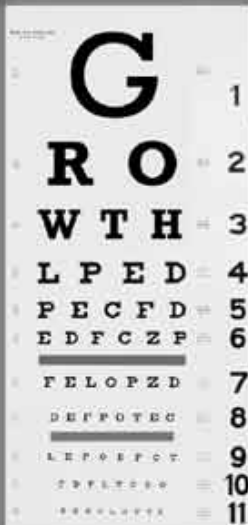
May 8, 2002

### **Cedar Valley APICS Golf Outing**

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

**Maximize Your Membership ROI –**

**Be an active member!**



# MORE FOCUSED ON

## Information Technology solutions for MID-SIZED MANUFACTURERS.

There's no doubt that focusing on the most appropriate information systems and technology is more critical today than it was ten, five, or even one year ago. Indications are that changes will accelerate as technology advances. The future survival of manufacturers is more dependent on their technology and its functionality.

The manufacturer that takes full advantage of automation and technology will ensure that they are in a better position to compete profitably in the future. RSM McGladrey's technology assessment examines your use of technology and identifies improvements to increase the effectiveness and efficiency of your operations.

The benefits of a technology assessment include:

- Assessment of current systems compared to industry trends, technology trends, or other manufacturers
- Identification of current and future technology needs
- Objective analysis of existing technology
- Expert advice
- Better understanding of technology alternatives
- Observations and recommendations for technology improvements

Don't let your technology needs blur your business goals any longer. RSM McGladrey's Integrated Technology Solutions (ITS) team will identify technology strengths and weaknesses and provide recommendations for improving the use of technology within your manufacturing organization. Contact RSM McGladrey's ITS team today to start evaluating your technology structure. Call us at 800-293-5114 or e-mail use at [itsinfo@rsml.com](mailto:itsinfo@rsml.com).

Cedar Valley APICS  
PO Box 10483  
Cedar Rapids, IA 52410-0483

Address Correction Requested

Visit your website:  
[www.cedarvalleyapics.org](http://www.cedarvalleyapics.org)



March, 2002

## ***Build Your Business—Build Your Team—Build Your Career***

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

*Pg 3 Gain Competitive Advantage with SC & Rhonda Lummus!*

*Pg 4 Focus on CPIM Maintenance -- Easier than you think.*

*Pg 5 Read Guest Author – Rose Slaymaker on the APICS ROI.*

*Pg 7 Enroll in the next CPIM Course—first class March 28.*

**Fastest Way to Join APICS? [www.apics.org](http://www.apics.org) – click on “Join on-line today.”**

Forward requests for address changes, newsletter submissions, advertising rates, or other information about the Cedar Valley Visions newsletter to Gregg Stark c/o Cedar Valley APICS, PO Box 10483, Cedar Rapids, IA 52410-0483, email [gstark@mcleodusa.com](mailto:gstark@mcleodusa.com), or call 319.377.8038 H.