

Cedar Valley Views

APICS

APRIL
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 April 4** See details on page 8.

**Email Newsletter
Delivery Is Available**
Faster, more economical, full color, easily forwarded. Title email "Email CDVA Newsletter" & send it to: gstark@mcleodusa.com.

Coming May 8:
Spring is here. How about a little fresh air and relaxation, a steak dinner with friends, maybe even some golf? Then reserve Wednesday, May 8 for the "Cedar Valley APICS Golf Outing." It's a great opportunity to invite others for a little team-building. See page 7.

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

Cedar Valley APICS Annual Meeting April 9

Volunteer recognition, election of new directors, announcement of our Outstanding Member for 2001-02, plus a great PDM. Attendance has increased at every PDM this program year—let's continue the trend! Registrations for the March PDM are due to Jim Milden by Friday, April 5. Info on **Page 3**.

"How To Stay Positive In A Tough Work Environment"

Tom Schulte spent most of his career working at a Fortune 100 manufacturing facility in Omaha Nebraska. His experience over the years includes serving as *Employee Involvement Coordinator & Team Facilitator, Manufacturing Supervisor, Senior Training Consultant, Change Management Facilitator and Development Facilitator for Business Excellence.*



Tom has delivered hundreds of motivating, interesting, content-rich presentations to associations, corporations, conferences and civic organizations throughout the U.S., Canada and Australia. He has been an invited speaker at most of the APICS International Conferences the past 10 years and was the highest rated speaker at the Conference in 1998. His ability to weave his years of corporate experience, life experiences and sense of humor into common sense presentations, combined with his enthusiasm and energy make his presentations and workshops dynamic, meaningful, motivating and fun to attend.

Tom currently works as a private consultant utilizing his knowledge and skills to help businesses "reawaken" the involvement, leadership, teamwork and spirits of their managers and associates. His belief in the power of each person to contribute combined with his respect for workers at every level make him credible and effective in bringing change and positive results to the workplace.

Full info & PDM registration on **Page 3**.

New Leaders Step Forward for 2002-03

Julie Stull and the Nominations Team have updated the slate for the election of Directors, scheduled for the April PDM & Annual Meeting. Check out the slate on **Page 7**. Please contact Julie Stull if you have an interest in the open positions. Additional nominations will be taken from the floor during our annual meeting.

April Focus: "CDVA Progress Report"

Check out the progress made by your hard-working board of directors and other volunteers during 2001-02; see **page 4**.

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.

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

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

Jim Milden CPIM CIRM	Apache Hose & Belting Inc	Debra Pingel CPIM	Cargill Inc.
Darla Prabel	Cedar River Paper Company	Teresa Kline	Cedarapids Inc.
Todd Peterson	Chesapeake Display	Larry Fenner	Cryovac
Patricia Schiel	Evergreen Packaging Equip.	Kai Stark	Frontier Natural Products
Mark Morrison	Gazette Communications	Marilyn Kies	Genencor Internatl Inc.
Nancy Dean	Hunters Specialties Inc.	Ken Nelson	Kirkwood Comm College
Daniel Grobe CPIM	Kinze Manufacturing Inc.	Gregg Stark CPIM CIRM	McLeodUSA
Steve Rose CPIM	Midland Forge	Marty Novak CPIM	Oral B
Steve Schmitz CPIM	Penford Products Co.	John Gegner	PMX Industries Inc.
Kay Driscoll	Quaker Oats Company	Julie Stull	Rockwell Collins
Mary Smith	Siemens Trans Systems	Chris Hanzelk 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. 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 15th of the preceding month. Please contact the editor, Gregg Stark, 319-377-8038 or gstark@mcleodusa.com, for more information.

PROFESSIONAL DEVELOPMENT MEETING April 2002

Annual Meeting of Cedar Valley APICS

Topic: "How To Stay Positive
 In A Tough Work Environment"

Presenter: Tom Schulte,
 Lucent Technology, ret.

When: **Tuesday, April 9, 2002**

6:00 PM	Networking
6:30	Chapter Business
6:45	Dinner
7:30	Program



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

All of us know people who seem to ooze positive energy. It seems like they are always "on" and they enjoy every day of their life and the people around them. They have a certain "spark" about them and bring a positive perspective to every situation. These people don't *react* to every event or remark made by someone around them, but seem instead to be guided by some kind of *inner* discipline that allows them to live a positive, productive, happy lifestyle. They are in control of themselves and won't allow anything or anyone to change the positive direction they have chosen for their life.

It is refreshing to be around a positive-thinker. Someone who brings hope, humor, encouragement, and positive solutions is a breath of fresh air in a *stale* work environment. What is their secret? How do they do it? Where does all that positive energy come from and more importantly, can *anyone* learn to stay positive in a negative environment or is it just an inborn trait? The truth is that while the demand, changes, rumors, chaos, negativity, and workload in today's workplace can leave a person feeling grateful to have just survived, positive living is a learned trait and can be chosen by anyone. There is a way each of us can make our workday a more fulfilling, positive, energizing personal experience.

This motivating, upbeat presentation will look at negative issues associated with living in today's environment and offer some simple approaches for regaining control of your life and becoming a positive influence in the lives of those around you.

Tom Schulte spent most of his career working as a team facilitator, manufacturing supervisor, and training consultant at a Fortune 100 manufacturing facility in Omaha Nebraska. He has delivered hundreds of motivating, interesting, content-rich presentations to associations, corporations, conferences and civic organizations throughout the U.S., Canada and Australia, and was the highest rated speaker at the 1998 APICS International Conference.

PLEASE REMEMBER!

Reservations are due by Friday, April 5 \$20.00 (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, or FAX 319.365.7127:

Name: _____ Co.: _____

Name: _____ Co.: _____

Focus On CDVA Progress 2001-02!

Beginning with the transition of Directors and strategic planning in May of 2001, chapter volunteers have worked hard to improve the efficiency and effectiveness of our programs and administration. The Education and PDM schedules were finalized by July, budgets were finalized by August, a promotion piece was mailed in early August, and members received their updated newsletter by September 1. Throughout the program year, our activities have remained on schedule and on budget. We have achieved most of the functional goals in our strategic plan, and are on target to deliver strong submissions to the "Passport" chapter management and "Fit To Print" newsletter evaluation programs.

My congratulations and sincere appreciation to all the Directors and Program Team volunteers who committed their time, energy, and other resources to build an ever-better chapter.

Gregg Stark, President

MISSION STATEMENT:

The mission of the Cedar Valley APICS Chapter is to develop, promote, and recognize the professional management of resources by individuals and enterprises.

CEDAR VALLEY APICS CHAPTER GOALS:

1. Increased awareness of the Cedar Valley APICS Chapter by area enterprises.
2. Increased participation in education programs.
3. Increased opportunities for education and professional development.
4. Increased members and member enterprises.
5. Increased recognition of members and member enterprises.
6. Increased value for the members.
7. Improved infrastructure to ensure continued success of the chapter.

ADMINISTRATION Functional Goal Accomplishments

Prepared & distributed Director reference binders, 8/1/01.
Developed Annual Strategic Plan, 8/23/01.
Developed & published Annual Budget, 8/23/01.
Published annual planning calendar, 7/25/01.
Confirmed & recruited Company Coordinators, 8/28/01.
Emailed agendas to Directors 1 week prior to board meetings, monthly.
Emailed minutes to Directors within 2 weeks following board meetings, monthly.
Secured participation by Mt. Mercy students in several PDMs, fall 01.
Scheduled & held board meetings first Thursday of each month at KTOS.
Revised chapter financial procedures, reimbursement & invoicing, 11/01/01.
Developed leadership transition plan, 2/1/02.
On schedule to submit Passport Program entry by 7/1/02.
Outside financial review of chapter is currently in process.

MEMBERSHIP Functional Goal Accomplishments

Implemented SAMCA membership database software, 1/15/02.
Published monthly membership metrics in newsletter, 1/1/02.
Developed membership recruitment information packet, 10/1/01.
Performed membership renewal/retention efforts throughout year.

EDUCATION Functional Goal Accomplishments

Published Annual Education course schedule, 7/1/01.
Prepared Education Budget, 8/1/01.
Confirmed Education Support Team members, 10/1/01.
Recruited & developed instructor resources, ongoing.

PROGRAMS Functional Goal Accomplishments

Published Annual Professional Development Meeting schedule, 7/1/01.
Prepared PDM Budget, 8/1/01.
Exceeded goal of 36 attendees/PDM, year to date.
Coordinated networking & PDM activities, monthly.
Ensured sufficient staff to coordinate PDM activities, monthly.

NEWSLETTER Functional Goal Accomplishments

Published & delivered newsletter by the first of each month, all issues.
Secured advertiser to help offset cost of newsletter, all issues.
Secured submissions by the 15th of the prior month, all issues.
Increased the use of photos, all issues.
Developed a checklist for monthly items, 9/1/01.
Developed a "Focus of the Month" schedule, 9/1/01.
Increased email delivery of newsletter to members to 25%, 3/1/02.
On schedule to submit "Fit To Print" program entry by 5/1/02.

MARKETING Functional Goal Accomplishments

Created and distributed Cedar Valley APICS promo piece, 8/15/01.
Secured board approval of paid advertising proposal, 8/23/01.
Maximized use of unpaid news releases to Gazette, monthly.
Published Marketing/Promo schedule, 1/1/02.
Published Marketing Plan, 1/1/02.
Assisted promotion of PDMs, Education, Membership.

Director Slate for 2002-03; Election April 9

Julie Stull and the Director Nominations Team propose the following slate of Directors for election at the CDVA Annual Meeting on April 9. Nominations will also be taken from the floor prior to the election. Please contact Julie Stull if you are interested in any of the positions.

President, Julie Stull, Operations Facilitator, Rockwell Collins.

President-elect, Open.

Past President & Director of Marketing, Gregg Stark CPIM CIRM, Supply Chain Lead, McLeodUSA.

Director of Finance, Kirk Schroeder CPIM, Production Control Manager, Rockwell Collins.

Director of Administration, Gerry Lowry, Master Scheduler, Rockwell Collins.

Chapter Historian, Steve Rose CPIM, Purchasing Manager, Midland Forge .

Director of Membership, Patricia Schiel. Project Planner, Evergreen Packaging.

Director of Education, Jim Milden CPIM CIRM, Purchasing Manager, Apache Hose & Belt.

Director of Programs, Tim Soukup, Master Scheduler, Rockwell Collins.

Director of Communication (Newsletter), Open.

Director of Student Activities, Open.

Director of Website, Kai Stark, Production Planner, Frontier Natural Products.

Director-at-Large, Lori Miller, Product Configuration Manager, Apache Hose & Belt.

Director-at-Large, Open.

Donation Wanted:

Collapsible table-top display unit which your chapter can refurbish and use to promote Cedar Valley APICS at college career fairs, job fairs, product shows.
Please contact Gregg Stark, 319-377-8038 H, gstark@mcleodusa.com.

CEDAR VALLEY APICS ANNUAL GOLF OUTING

May 8, 2002
HILLCREST COUNTRY CLUB
MT. VERNON, IOWA

GOLF TEE TIMES START AT 12:30 P.M.
SOCIAL HOUR BEGINS AT 5:00 P.M.
STEAK FRY (COOK YOUR OWN) \$12

GOLF RESERVATIONS (\$12/Person)(NAMES):

CART RESERVATIONS (\$10/Person--\$20/Cart):

STEAK RESERVATIONS (NAMES)(Steaks provided by Hillcrest):

Come out and join your fellow APICS members, enjoy the weather, and have some fun hitting that little white ball around. Beginners are welcome. Hillcrest has limited sets of clubs to rent, so please call them to reserve clubs if you need them. Prizes will be awarded.

For golf reservations, cart reservations, and steak reservations, please call Steve Rose at 319-362-1111 or fax 319-362-4492, or email steve.rose@cmworks.com. Hillcrest's phone number is 319-895-8193.

PLEASE REGISTER BY MAY 1.

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

Good News—Great turnout for the March PDM! If you were among our 43 registrants, thanks for coming out, and I'm sure you learned something from Rhonda Lummus. If you were not present, you missed a terrific opportunity to help Build Your Business—Build Your Team—Build Your Career.

Good News—Tom Schulte will be a great speaker at the April PDM. Please take advantage of this opportunity. People drive hundreds of miles and pay hundreds of dollars to learn from Tom. For \$20, right here in Cedar Rapids, you can enjoy the presentation and gain the knowledge—and you get a great meal! Plus a chance to recognize our chapter volunteers and vote for 2002-03 Directors.

Good News—Chapter volunteers have stepped forward to serve in most of the open chapter leadership positions. And they bring a lot of leadership experience to the board.

Good News—There are still a couple opportunities for you to step forward and volunteer to become a chapter leader. Another great opportunity to Build Your Business—Build Your Team—Build Your Career.

Good News—Our CDVA Annual Golf Outing is scheduled for Wednesday, May 8. Please send your registration to Steve Rose as soon as possible.

Best regards, and hope to see you at the April 9 PDM and Annual Meeting,

Gregg

Cedar Valley APICS Member Seeks Employment

Supervisory experience in purchasing, inventory management, outsourcing, material handling and shipping. Proven organization and prioritization skills, communication, and attention to detail. Key strengths include computer skills, problem solving skills, and ability to work in a team environment.

Career history includes successful performance as Maintenance Procurement Supervisor, Process Operator, Power Plant Operator, with experience in safety, quality, maintenance & security. U.S. Navy veteran. Currently pursuing APICS certification.

Richard H. Held Jr.
180 27th Street
Marion, IA 52302

(319) 377-9606
email: rickheldjr@juno.com

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 15th 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, phone 800.444.2742, or email 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.

Next CPIM Review Course Begins April 4

Enrollment is now open for “Master Planning of Resources,” one of the three content courses in the CPIM series. This will be the next step for the 11 students now completing the foundation course in the series, and a great opportunity for anyone whose progression through CPIM has been interrupted. Register through Kirkwood at 319-398-1022 or 1-800-332-8833.

Certification exams are scheduled for June 8, 2002 (advance registration required). “Detailed Scheduling & Planning” and “Execution & Control of Operations” are scheduled for Fall 2002 and Winter 2003.

Please contact Ken Nelson, Director of Education, for information on any upcoming classes or certification exams

(knelson@kirkwood.cc.ia.us, 319.398.5671 W). Classes and exams are held at the Kirkwood Training and Outreach Services (KTOS) Center, 3375 Armar Drive, Marion.



Cedar Valley Membership Report—February 2002

Began month with 130, 0 adds, 2 reinstates, 4 renewals, 17 suspends, new total 113 members.

If you need membership information, or know of someone who might benefit from joining Cedar Valley APICS, please contact Julie Stull, 319-295-6191 W, or email jastull@collins.rockwell.com.

March PDM had 70 attendees

Rhonda Lummus shared the latest information on the implementation and use of the Supply Chain Management concept. The joint meeting of APICS and ISM (NAPM) drew over 70 attendees, 43 registered through Cedar Valley APICS. “First-timers” included Pam Kidder & Diane Albers of Mycogen Seeds in Marshalltown, Keun Man Lee of Rockwell, & Kavi Parupally of Systems America.

Attending the March PDM were Gordon Baker, Alliant Energy; Jeff Berhow, Alpha Intl; Jim Mildren, Lori Miller, Jack Sweet, Apache Inc.; Teresa Kline, Cedarapids Inc.; David Lees, Chesapeake Pkg; Patricia Schiel, Lee Staszak, Evergreen Packaging Equipment; Marilyn Kies, Genencor Intl; Theresa Heitman, GSTC Logistics; Nancy Dean, Hunters Specialties; Kenneth Nelson, Kirkwood CC; Will Allen, Gregg Stark, McLeod USA; Steve Rose, Midland Forge Div; Diane Albers, Pam Kidder, Mycogen Seeds; Rose Slaymaker, Nemecc; Rob Oberbroeckling, Brian Smith, PMX Industries; Kurt Carr, Cheryl Cook, David Crowley, Kay Landuyt, Keun Man Lee, Gerry Lowry, Cheri Manternach, Jan Obrien, Kay Pelusi, Kirk Schroeder, Tim Soukup, Jennifer Stanfield, Julie Stull, Rockwell Collins; Benjamin Davis, Delphine Diekman, Christopher Hanzelka, Cynthia Hathaway Square D Co; Brenda King, Svedala Industries; Kavi Parupally, Systems America; Richard Held, George Slusher. (Earns 1 point toward CPIM Maintenance.)



CPIM Maintenance requires 75 points within each 5 year cycle. APICS membership, PDM attendance, and chapter leadership service are convenient ways to earn points.

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!



Keep More of What You Earn. It's not like it grows on trees.

Are you aware your competition is

- Satisfying *their* customers with 98% on-time deliveries?
 - Responding instantly to *their* customers order inquiries?
 - Eliminating their year-end inventories?
 - Focusing efforts on products/operations that maximize *their* profits?
- AND
- Evaluating *their* key performance indicators on a daily basis?

END RESULT - THEY'RE MAKING MORE MONEY

- ? How satisfied are your customers with your delivery performance?
- ? How long does it take you to look up your customer order information?
- ? How much does your annual inventory cost you?
- ? Do you know your product costs and sources of variance?
- ? How long after month-end does it take you to know how you did last month?

RSM McGladrey's Integrated Technology Solutions team can perform a business systems evaluation to determine how well your business systems are currently performing. The primary objective of a business system evaluation is to assist in defining information systems needs to meet your business requirements. Through this business system evaluation, RSM McGladrey will help you determine how well your business is functioning.

To keep more of what you earn, contact RSM McGladrey's Integrated Technology Solutions team today to take advantage of a business systems evaluation for your organization. Dial 800-293-5114 or e-mail itsinfo@rsml.com for further information.

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

Address Correction Requested

Visit your website:
www.cedarvalleyapics.org



April, 2002

Build Your Business—Build Your Team—Build Your Career

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

Pg 3 Tom Teaches How to “Stay Positive In A Tough Work Environment.”

Pg 4 Focus on “CDVA Progress Report.”

Pg 6 Annual Meeting, Election of Directors on April 9.

Pg 7 Register for May 8 Golf Outing.

Fastest Way to Join APICS? 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, or call 319.377.8038 H.