

Cedar Valley Views

Build Your Business - Build Your Team - Build Your Career

April 2010



The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals.

To learn more about the APICS community, visit:
www.apics.org



Locally, we're the Cedar Valley APICS Chapter - serving its members and the Cedar Rapids, Iowa City, and surrounding business community since 1972. We're a non-profit volunteer organization, dedicated to providing leading edge learning opportunities, professional certification, networking, and access to the education resources of APICS International. Our mission is to develop, promote, and recognize the professional management of resources by individuals and enterprises.

To learn more about the Cedar Valley Chapter, visit:
www.cedarvalleyapics.org

Contents:

(click on text or page number to jump directly to the section)

April PDM	2
2010-2011 Director Elections	2
Student Paper Contest 2010	3
New APICS Global Sourcing Workshop Series	4
New Basics of Inventory Management Workshop Series	4
Education Schedule	5
Resume Tips: Five Ways to Grab Employers' Attention... ..	6
Upcoming APICS Online Events	7
Useful Links / Resource Spotlight	7
Career Center	7
Member Benefits	8
Updating Contact E-Mail Addresses	8
New Members	8
Certification Anniversaries	9
Feedback	9
Board of Directors	10
Company Coordinators	10



The Cedar Valley Chapter has achieved the Chapter Benchmarking and Reporting (C-BAR) Gold award level. The submission demonstrates the chapter's dedication to providing exemplary member services and professional development opportunities to APICS members and customers.

April Professional Development Meeting

Topic: "Continuous Improvement" is more than 2 words for Toyota; it is a "Way of Life"

Presenter: Denny Larsen

Date: Tuesday, April 13, 2010

Location: Longbranch Hotel and Restaurant
90 Twixt Town Rd NE, Cedar Rapids, IA

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

RSVP Due Date: Friday, April 9, 2010, 5:00 pm

RSVP to: cedarvalleyapics@gmail.com

Cost (payable at check-in): \$10 Members / \$20 Non-members - **Please Note:** No-shows are billed

Preview: Gain a better understanding of the Toyota management philosophies and the problem solving steps and tools used by Toyota associates every day.

Presenter biography: Denny worked at John Deere for 30 years. He has a B.S. degree in Business Management. While at John Deere, Denny worked in numerous management positions. He managed shop floor schedulers, buyers, and material specialists. He worked on redevelopment projects for the Drive Train division of John Deere and was instrumental in setting up a new Deere facility in Mexico. He also worked with Deere suppliers to improve supply management techniques. He was responsible for implementing Demand Flow and was the team leader for the redevelopment of Material flow and Lean implementation for the John Deere Waterloo Works. After leaving Deere, Denny worked for 3 years for Toyota as their TPS Manager and was the Continuous Improvement Manager for Midland Forge in Cedar Rapids. Denny is currently employed by Rockwell Collins in Cedar Rapids, IA as a Sr Lean Consultant. Denny has also served as the International President of APICS.

Director Elections 2010-2011

Elections will be held at the April PDM
The proposed list of Directors for the 2010-2011 year

Position	Nominee
President	Rick Held
President Elect	Chad Wilson
Past President	Kristin King
Director of Administration	Mary Knutson
Director of Finance	Kay Pelusi
Director of Education	Andrew Kroll
Director of Membership	Melissa Williams
Director of Programs	Matt MacNider
Director of Marketing	Mark Burkman
Director of Web Site	Open
Director of Communications	Brian Nicola
Member At Large	Jim Milden
Member At Large	Gordon Baker

Additional nominations can be made on or before April 13th.

Please contact Rick Held at rick.held@mchsi.com if you are interested in any of the positions

Student Paper Contest 2010

For many years APICS has sponsored the Fogarty Student Paper Contest through the Education and Research Foundation. In 2008 the E&R Foundation and APICS discontinued the program.

The Terra Grande District (Region VI) and the Heartland District (Region V) have worked together to sponsor The Charles K. "Chuck" Nelson Student Paper Contest District competition. As many of you know, Chuck Nelson was a great leader in APICS and especially in the Terra Grande District prior to his passing away in 2007.

Below are the rules, prizes and details of the contest. The deadline for submissions is April 15, 2010.

Prizes of \$300 and \$500 will be awarded for first and second place for both Undergraduate and Graduate papers.

Papers should be submitted to Jim Mildén at email jim.milden@apachehb.com no later than April 15, 2010

I. ELIGIBILITY

An eligible paper must be:

1. The original work of one or more authors who submit a single paper to one local APICS Terra Grande and/or Heartland District chapter
2. Relevant only to the field of operations management
3. Written at any time during the school year and/or developed as part of normal class assignments*
4. Of no required length, but papers typically range between 10 and 20 pages
5. Conform to style guidelines required by the author's institution.

*Theses or dissertations are not eligible for submission.

II. PAPER CLASSIFICATIONS

Papers are evaluated in one of two classifications, based on the author's education level as of April 15 of the academic year.

- Graduate students either full-time or part-time
- Undergraduate students either full-time or part-time and not involved in graduate course work

Guidelines for Multiple Authors

Papers may have more than one author. The graduate category takes precedence over the undergraduate category if two or more students who are not in the same classification co-write a submission.

For example, a paper by two graduate students and an undergraduate student will be evaluated in the graduate category.

III. SUBMISSION GUIDELINES

1. Students must submit the original, electronic copy of the manuscript to the listed contact by April 15, 2010. Authors should ensure that the copy includes all of the pages required..
2. All copies should include the completed Student Paper Submission Form as a cover sheet.

IV. MANUSCRIPT GUIDELINES

The manuscript must be typed on 8 1/2 " x 11" paper double-spaced throughout (including footnotes, quotations, etc.) have margins of one inch or more at the top, bottom, and sides of each page.

Additional information and submission forms are available by contacting:

Education Coordinator
Jim Mildén, CPIM, CSCP
Email: jim.milden@apachehb.com

Introducing the New APICS Global Sourcing Workshop Series

Global sourcing offers the greatest opportunity for cutting sourcing costs. While the value proposition for global sourcing has never been stronger, many businesses still don't know how and where to start.

To help companies determine their needs and underlying problems APICS is introducing the new Global Sourcing Workshop Series. This workshop is tailored for participants to understand the key issues and complexities of sourcing activities in the international environment. The workshop highlights the various opportunities where companies can leverage international capital to enhance their competitive strength.

There are four workshops in the series:

Introduction: Gain information on the advantages and disadvantages of global sourcing. Discover how to select logistics partners, address supplier qualifications, and determine supply chain stability.

Global Suppliers: Learn how to locate and research international suppliers and evaluate potential markets in other countries.

Cultural Relationships: Recognize the challenges presented by global supply chains. Learn how to maintain productive international supplier communications.

Logistics Requirements: Discover how to construct a global logistics strategy. Find out how to apply contract terminology, navigate paperwork compliance requirements and manage cash flow.

Bring global sourcing world-class practices and thinking to your organization by joining our Global Sourcing Workshop Series.

Classes start Thursday, April 15 and run eight consecutive weeks.

Introducing the Basics of Inventory Management Workshop Series

This course introduces learners to the essential vocabulary and skills of inventory management. You will explore what to stock, how much, when to order, cycle counting, MRP, bills of material, and inventories in the supply chain.

Learn how to maximize your profits with minimal assets.

Class meets Monday evenings, 6-9 PM, from June 7-28 (four sessions)

Location: Kirkwood CC main campus. Building TBD.

Facilitator: Dennis Teel

Cost is \$349.00 Tuition includes workbook.

Registration deadline is Wednesday, June 2.

Get started today:

- View the education schedule and details for the educational offerings on the following pages -

- Visit the Cedar Valley website for classes and information -

2010 Education Schedule

CPIM: Detailed Scheduling and Planning: #CBPR-207-SLI01

Wednesdays, April 14 - June 9 (9 sessions), 6:00 pm - 9:00 pm

Exam: Saturday, June 12

Registration deadline is Friday, April 9

Workshop: Global Sourcing Workshop: #CBPR-203-SLI01

Thursdays, April 15 - June 3 (8 sessions), 6:00 pm - 8:30 pm

Registration deadline is Friday, April 9

Workshop: Basics of Inventory Management Workshop: #CBPR-2080-1759

Mondays, June 7 - June 28 (4 sessions), 6:00 pm - 9:00 pm

Registration deadline is Wednesday, June 2

Upcoming Courses for Fall 2010:

CPIM: Execution and Control of Operations: Course # To Be Determined

Mondays, September 27 - December 6 (10 sessions - No class on October 11), 6:00 pm - 9:00 pm

Exam: Date To Be Determined

Cost: \$489 (\$40 rebate for members)

Instructor: Dennis Teel

Registration deadline: Monday, September 20

Workshop: Lean Enterprise Certificate: Course # To Be Determined

Thursdays, September 9 - December 16 (14 sessions - No class on November 25), 6:00 pm - 8:30 pm

Cost: \$899 (\$50 rebate for members)

Instructor: Jim Mildren

Registration deadline: Friday, September 3

Register Through Kirkwood Community College using one of the following convenient options:

- Follow the easy phone registration instructions in the latest issue of the Kirkwood Catalog
- Phone 398-1022 or 1 (800) 332-8833 for assistance
- Register online at www.foryourlifetime.com

Payment options include:

- company billing
- credit card
- check

Up-to-date course descriptions can be viewed at the following locations:

- Kirkwood Website: www.kirkwood.edu/ce
- Cedar Valley APICS chapter website: www.cedarvalleyapics.org/Education/education.htm

For More Info, Contact:

Director of Education / Instructor

Jim Mildren CPIM, CIRM

Apache Hose & Belting

319-365-0471 x 293 (Work)

jim.mildren@apachehb.com

Resume Tips: Five Ways to Grab Employers' Attention

Deborah Walker, Certified Career Management Coach

With today's level of competition for good jobs your resume has got only one chance to make a great first impression. To be considered for interviews your resume must have that special something that grabs the reader's attention and motivates them to call you. Here are five strategies for transforming a blah document into a WOW resume that will get employers calling you.

1. Keep your focus clear and to the point.

The first thing potential employers need to know is what you do and the position you are interested in. In the past job seekers have used an objective statement at the top of their resume to indicate their employment interest. With the lightning speed scanning approach that recruiters take in viewing resumes, a wordy, vague objective statement taking up three or more lines of text just doesn't get the job done. In most cases they don't get read.

Instead, write a short, direct professional summary that clearly illustrates your career focus. Your statement should include your profession, how long you've done it and your particular areas of expertise. Something to the effect of:

Senior purchasing professional with 10 years' procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement.

Remember, your resume is not an historical tell-all. To keep your focus clear make sure that everything following in your resume relates to your focus. Leave off extraneous details.

2. Stuff your resume with key words.

The more key words you use the more frequently your resume will show up in online searches like LinkedIn, TheLadders and CareerBuilder, etc.. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored. Without key words, your resume is being shot off into a black void each time you submit it.

A good way to make sure your resume is full of key words is to check it against job postings. Use as many of the key words found in the responsibilities and qualifications sections of job postings. As much as you can, match up your terminology with what you find in job postings.

3. Keep your resume reader-friendly.

Nothing gets ignored like a resume full of lengthy blocks of text. No one has time to read through that much information. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate bullet points so that each stand out. Be sure that your font size is readable: nothing smaller than 11 point.

4. Include plenty of accomplishments.

If you want to stand out from the crowd you must include accomplishments throughout your resume. Write accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don't make the common mistake of combining responsibilities and accomplishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.

5. Get your best information on page one.

It's true, if you can't grab their attention on page one they won't stick it out to find out the wonderful things you've got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one of your resume. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills needed for the position you are interested in.

Don't delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.

Read more career tips and see sample resumes at: www.AlphaAdvantage.com

Upcoming APICS Online Events

The National chapter regularly offers webinars covering issues and topics pertinent to members of the organization. The following upcoming Webinars are currently posted on the APICS website (www.apics.org)

APICS Extra Live: Inventory with a View

Presented by: Kaye Cee McKay, CFPIM, CSCP

Date: April 22, 2010

Time: 1:00 p.m.- 2:00 p.m. CT

Attend APICS Extra Live to gain deeper insight into the March/April APICS magazine article by Kaye Cee McKay, CFPIM, CSCP, which demonstrates how to achieve results by dividing and conquering your inventory.

In this APICS Extra Live, learn about properly diagnosing trouble spots and controlling and reducing overall levels to improve bottom-line performance. Attend this online event to understand why a complete and informed view of your inventory can help you and your employer's performance.

[Register now.](#)

For updated details on the webinars, or to view up-to-the-minute webinar opportunities, visit the APICS Online Events section of the APICS website:

http://www.apics.org/Education/Online_Events.htm

Useful Links / Resource Spotlight

This section will highlight links to articles and resources that are pertinent to issues being covered in recent and upcoming PDM's or in current educational offerings

This month's link:

<http://www.apics.org/Membership/>

Summary:

This is a link to the page on the APICS corporate website containing links to membership-related information, including:

- The available membership categories
- The benefits available for each membership category
- How to join if you are not already an APICS member.

Career Center

Job Postings:

Up-to-the minute job postings are available on the chapter website, www.cedarvalleyapics.org

If you have a job you want listed on the CDVA website, please contact the CDVA Board at cedarvalleyapics@gmail.com

APICS Career Center:

All candidates may search jobs in the APICS Career Center, but only APICS members receive the added benefits of posting resumes and receiving e-mail alerts when new positions are listed. Visit the APICS Career Center at www.apics.org, phone (800)444-2742, or e-mail jobs@apicshq.org.

Member Benefits

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

Local Benefits:

The CDVA Board of Directors is actively looking into ways to provide added benefits to the local chapter members

- **Rebates are available for members attending selected certification courses and workshops offered through Kirkwood.**
- Discounted PDM rates were instituted this year- cost for current members has been cut in 1/2, to \$10 per PDM.
- Additional benefits are currently being planned and will be added to this section as they become available.

National Benefits:

APICS offers a number of membership options, with a number of benefits associated with each category of membership. Details on the benefits provided through membership in APICS can be found at the following link:

<http://www.apics.org/Membership/Categories/>

Updating Contact E-Mail Addresses

In order to ensure uninterrupted receipt the CDVA Newsletter and all other Chapter mailings, be sure to let us know when your e-mail address changes, or if you know anyone who hasn't been getting the newsletter because of a change in e-mail address.

Send any e-mail address changes or additions to cedarvalleyapics@gmail.com, using the subject line "E-mail Address Update." Once received, your requested updates will be made before distribution of the next Chapter mailing.

Also, be sure to update your profile on the Corporate site so you continue to receive updates their updates, as well.

New Members

Please welcome all the new members of the CDVA since publication of the last newsletter:

- Una Yang - 3/5/2010
- Jason Farley - 3/22/2010
- Geoff Dumolien - 3/29/2010
- Lindsay Johnson - 3/29/2010

Please Note: Every effort has been made to recognize all new members joining in the time-frame listed above. If you believe you should have appeared in this section, please contact cedarvalleyapics@gmail.com with the details you expected to see. Please use the subject line "New Member Recognition" to ensure we can begin investigating as soon as possible.

Certification Anniversaries

The following members marked anniversaries of their certifications during the months of April through August:

CPIM:

- James Milden - 4/17/1982 - 28 years
- Gale Mote - 8/4/1984 - 26 years
- Dennis Larsen - 4/5/1986 - 24 years
- Russell Rasmussen - 4/5/1986 - 24 years
- Michael Felton - 7/14/1990 - 20 years
- Melissa Williams - 4/16/1997 - 13 years
- Lori Field - 7/10/1999 - 11 years
- Keun Lee - 7/22/2000 - 10 years
- Kirk Schroeder - 8/12/2000 - 10 years
- Daniel Pollock - 4/13/2002 - 8 years
- Dennis Teel - 4/13/2002 - 8 years
- Gordon Baker - 4/13/2002 - 8 years
- Lori Miller - 4/13/2002 - 8 years
- Lori Jaspering - 5/2/2003 - 7 years
- Rick Held - 6/14/2003 - 7 years
- Theresa Heitman - 6/14/2003 - 7 years
- Todd Peterson - 6/14/2003 - 7 years
- James Folker - 8/9/2003 - 7 years
- Cheri Tholen - 4/9/2005 - 5 years
- Karen Anderson - 4/9/2005 - 5 years
- Kay Pelusi - 6/10/2005 - 5 years
- Chris Echols - 8/6/2005 - 5 years
- Chad Wilson - 4/8/2006 - 4 years
- Christian Elliott - 6/9/2007 - 3 years
- Jacob Larsen - 6/9/2007 - 3 years
- Lori Whitehead - 6/9/2007 - 3 years
- Andy Seals - 4/26/2008 - 2 years
- Lei Song - 7/5/2008 - 2 years
- Brian Nicola - 7/12/2008 - 2 years
- Brian Smith - 4/18/2009 - 1 years

CIRM:

- Jim Milden - 4/29/1995 - 15 years

CSCP:

- Karen Johnson - 6/23/2007 - 3 years
- Mark Burkman - 6/23/2007 - 3 years
- Lei Song - 6/20/2009 - 1 year

Please Note: Every effort has been made to recognize all certification anniversaries occurring in the time-frame listed above. If you believe you should have appeared in this section, please contact cedarvalleyapics@gmail.com with the details you expected to see. Please use the subject line "Certification Recognition" to ensure we can begin investigating as soon as possible.

Feedback

Questions/Comments/Concerns/Ideas related to the newsletter or CDVA chapter are always welcome. Please send any correspondence to cedarvalleyapics@gmail.com, using the subject line "Feedback."

Board of Directors

President
Rick Held CPIM
Four Oaks
319-929-8924 (Cell)
rick.held@mchsi.com

President Elect
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Past President
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Member-at-large
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Member-at-large (Programs)
Gordon Baker
Alliant Energy
gordonbaker@alliantenergy.com

Member-at-large
Andrew Kroll
PMX
Andrew.Kroll@ipmx.com

Company Coordinators

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

Company	Coordinator	Email Address
Apache Hose & Belting Inc.	Jim Milden CPIM CIRM CSCP	jim.milden@apachehb.com
Cargill Inc.	Debra Pingel CPIM	deb_pingel@cargill.com
Clipper Windpower	Dave Capouch CPIM	DCapouch@ClipperWind.com
Evergreen Packaging Equip.	Patricia Pattison	Pat.Pattison@ipaper.com
Genencor International Inc.	Michael Felton CPIM	mfelton@genencor.com
Hunters Specialties Inc.	Doug Roman CPIM	droman@hunterspec.com
Kinze Manufacturing Inc.	Joe Miller CPIM	jmiller@kinze.com
Kirkwood Community College	Janet Slimak	jslimak@kirkwood.edu
McLeod USA	Gregg Stark CPIM CIRM	gstark@McLeodUSA.com
Oral B	Marty Novak CPIM	marty_novak@gillette.com
Procter & Gamble Company	Eric Van Roekel CPIM	vanroekel.ed@pg.com
Quaker Oats Company	Kay Driscoll	kay_driscoll@quakeroats.com
Rockwell Collins	Tim Soukup	trsoukup@rockwellcollins.com