



**NOVEMBER
2009**

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- Volunteer Your Time
- Dual Student Membership Program
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Check us out on the web: www.apicsmidlandschapter.org

A Letter From Our President

Happy fall to all. Our region officially experienced the coldest period ever between June and the end of October. The good news is that a cold and snowy October historically precedes a mild winter. But you know about forecasts, they are always wrong, weather or otherwise.

Thank you to those who attended our October 22nd professional development meeting with Mark Williams. Mark was a great presenter, I hope you enjoyed it and were able to take away some useful knowledge. The food was also great. Your PDM surveys scored Brother Sebastian's as having the best food over several seasons of surveying. Be sure to sign up now for our November 12th event, "Learn the Lean Six Sigma Tools" presented by Rich Rozgay. This will be at the Upstream Brewing Company. It is hard to go wrong with a brewery.

At the beginning of October, I was fortunate enough to attend the 2009 APICS International Conference and Expo in Toronto Canada. I would like to share with you some information about the conference. It is a full four days of learning and networking with 1,200 other operations professionals. (It is a wonder how their businesses can function during those days without their master schedulers).

Day one is for chapter volunteers like me. We attended chapter management sessions with topics such as "Real Life, Real Company, Real Money: How APICS Helped Improve the Bottom Line" and "Being the Best Instructor You Can".

Day two starts the actual conference kicked off by the opening general session featuring Jason Jennings, business thought leader and best-selling author. He shared the insights he gained while writing "It's Not the Big That Eat the Small: It's the Fast That Eats the Slow" and "Hit the Ground Running - A Manual for New Leaders".

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Up-Coming Events

**THURSDAY
NOVEMBER
12TH**
"Learn the Lean Six Sigma Tools"
by Rich Rozgay

(CSCP) CERTIFIED SUPPLY CHAIN PROFESSIONAL EDUCATIONAL PROGRAMMING
(Details page 6)

**HURRY DON'T MISS OUT!!!
REGISTRATION DEADLINE FOR BOTH EVENTS IS NOVEMBER 9TH**

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“My Conference Experience” by Chris Graham

From Saturday October 3rd through Tuesday October 6th, I was fortunate enough to go to Toronto, Canada, for the 2009 APICS International Conference and Expo - Global Ability. It was a whirl wind trip with tons of information and speakers. Between sessions and over numerous lunches, it was great to interact and network with professionals from all over the world and across various industries. My Saturday was spent attending a Volunteer Leadership Workshop (VLW). Regular conference sessions started on Sunday. I had a tough time deciding which sessions to attend. In order to help this decision process the conference sessions were divided into categories.

- Lean
- Global Supply Chain
- Basics of Operations Management
- Demand Management, Forecasting, and Sales and Operations Planning
- Professional Advancement
- Special-Interest Topics

QUESTION OF THE DAY...

WHO IS THIS?

- A. DAVID LEE ROTH
- B. CHRIS GRAHAM
- C. BERNIE BORER IN THE 70'S
- D. ALL OF THE ABOVE



“It will be great ten years from now to say we were in the room when this first was mentioned.”

You could pick one path of interest or intertwine the sessions for your specific takeaway.

Saturday’s VLW sessions revolved primarily around Chapter leadership. The material from these sessions was all incredible. The Midlands Chapter Board of Directors decided this year that we needed renewed concentration on new members, specifically members new to the workforce, college students and recent graduates. If you stop to think about it, our companies are continuously looking for talented people and what better way to plant the seed for what we, the company, need and what they, the employee, need to know in order to be successful. To help with this track I attended two sessions. The first session was hosted by a former college chapter student and was focused on what students should expect to learn at the International Conference and how these students should interact with Professional members. The second session, and most vibrant session of the day, was lead by a College Chapter Mentor Faculty Advisor. This session was attended by student mentors and students. The session was lead by Karen Eboch from Bowling Green State University. It was standing room only as she explored ways for the 170 student chapters nationwide to gain membership, raise funds for events, interact with local businesses, and lastly overcome challenges of student chapters. There was good interaction between all parties present and some very creative ideas shared to overcome mutual problems.

Sunday I attended three sessions focused on Lean – the first titled “From Push to Lean Production in Just Eight Weeks” and the second on “Pursing Lean in the Global Marketplace”. My biggest takeaway this day was the last Lean session by Bill Kerber called “Lean for Materials Managers”. Mr. Kerber had some extremely thought provoking assertions about Lean especially when applied to S&OP through master planning and shop floor control. I had more than one professional mention that “it will be great ten years from now to say that we were in the room when this first got mentioned in a large forum”. The last session of Saturday was “Managing Inventories in a Changing Economy” by Gary Gossard which had a lot of solid information and ideas.

(Continued Page 6)



Dual Student Membership Program

Effective July 1, 2009, APICS student members enjoy dual membership with the Association for Manufacturing Excellence (AME).

Through AME, all APICS student members have access to the award-winning Target magazine; member-only resources on the AME Web sites, www.ame.org and www.target.ame.org; access to the new social networking site AMEConnect; discounted pricing and consideration for scholarships offered by the AME Institute; and special AME events and industry conferences.

For additional information about your student member benefits through AME, visit APICS Student Central at www.apics.org/membership/categories/student/default

Is Your Company Interested in Sponsoring a Student Member?

As the APICS Midlands Chapter works with area colleges to promote our organization and promote life-long learning we invite you to sponsor a student membership.

Please contact Steve Petersen if you are interested. sep2@valmont.com



In an increasingly challenging global economy, operations and supply chain professionals must constantly update their skills and knowledge to stay competitive and to thrive.

President's Corner (Continued)

The rest of the days are filled with 90 minute learning sessions and with some longer workshops. The sessions are color coded into learning paths; Lean, Global Supply Chain, Basics of Operations Management, Demand Management, Forecasting and S&OP, Professional Advancement and Special Interest Topics. I was interested in the Lean and Global Supply Chain topics. I was fortunate to choose sessions with excellent and knowledgeable speakers. Topics I attended included "Growing Assets with Visual Management and Lean Six Sigma", "World-Class Small and Mid-sized Business Supply Chains", "Lean for Material Managers", "Excel Tools and Techniques for Better Inventory Management" and "Divide and Conquer by Segmenting Your Inventory". This was all Great stuff!

I was very intrigued by an interactive session called "The Fresh Connection Session: Serious Gaming as a Trigger for Change". It is a serious web-based supply chain game used to develop better understanding and effective supply chain management. They have competitions in Europe and have yet to organize teams in North America. I hope to start a team in Omaha in the near future to challenge them.

One other speaker of note was our own Tom Schulte. Tom was our PDM presenter in September. His topic was "Giving Great Presentations" which we received a preview of.

For me, the most rewarding part of the conference is networking with operations folks from around the world. Our problems are the same whether you are making wine or cheese or irrigation equipment; whether you are making stuff in Italy or South Africa or China. These events really open your eyes to how global our supply chains are and how important it is to have Global Ability.

APICS Midlands Chapter President

Steve Petersen, CPIM

PROFESSIONAL DEVELOPMENT MEETING NOVEMBER 2009

“Learn the Lean Six Sigma Tools” Presented by Rich Rozgay

Learn how to take a simpler approach to improving any process using Lean Six Sigma. Easy tools and concepts to reduce steps in the process, take out waste, improve efficiency and increase customer satisfaction. You'll even have a chance to participate in a live process take-out activity.

SPEAKER BIO: Rich Rozgay is currently the Director of the Six Sigma program at Blue Cross Blue Shield of NE. Blue Cross is the largest health insurance company in Nebraska. His responsibilities include Six Sigma / Lean program development, training, coaching and developing Six Sigma Belts across the entire organization.

Rich is also a partner in Performance Enrichment, a consulting company that provides general management consulting services with specialties in Six Sigma, Business Process Management and Balanced Scorecards.

Prior to launching the consulting company, Rich was the VP of Six Sigma and Business Performance Services for First Data Resources (FDR), Inc. He was responsible for Change Management, Six Sigma, customer / employee feedback and internal and external performance reporting. First Data Resources is a processing leader in the credit card industry. Rich started his career at FDR managing a number of different operations and spent many years as the Vice President of First Data Corporation's (parent company of FDR) Procurement operations. At First Data Resources he implemented company and divisional Balanced Scorecards. His last model incorporated Six Sigma into the company's scorecard methodology with links to the voice of the customer and employee feedback systems, strategic plan, financial systems as well as the compensation planning system. Rich incorporated many of these aspects into the company's top ten external client scorecards and vendor management systems.

He has been a guest speaker for Robert Kaplan and David Norton (founders of the Balanced Scorecard model) lecturing how CEOs can improve their company Balanced Scorecards by integrating Six Sigma reporting principles into their existing report management systems.

Cost for this program is \$25.00

**THURSDAY
NOVEMBER
12TH**

**REGISTER BY
NOVEMBER 9TH @
NOON!**



17070 Wright Plaza, Omaha, NE 68130

Option 1 - Beer Braised Pot Roast with beef gravy, mashed potatoes

Option 2 – Raspberry Glazed Chicken with Feta and Pine Nuts, Rice Pilaf

All entrees include prepared salad, bread, vegetable, tea coffee, or water

Agenda:

5:30 pm - Networking (cash bar)

6:00 pm - Dinner

6:50 pm - Short Business Meeting

7:10 pm – Presentation

Please make reservations through the web whenever possible. Reservations may also be sent via e-mail to Ray Hogan
ray.hogan@firstdata.com
(402) 222-6093

MAKE RESERVATIONS NOW ON THE WEB: <http://www.apicsmidlandschapter.org> using **PayPal**

MEET THE 2009 –2010 BOARD OF DIRECTORS

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Unemployed Membership Extension Program

During these tough economic times, don't let your APICS membership lapse! If you are an unemployed APICS member whose membership is coming up for renewal and you are actively seeking work within the production and inventory management field, you may apply for an extension of membership benefits through the Unemployed Membership Extension Program.

This program enables members seeking employment within the production and inventory management industry to extend their membership for six months free of charge*. If you meet this criterion and are interested in applying for an extension of membership benefits due to unemployment, [download an application](#) or contact APICS Customer Support.

*Note: Members may apply for this extension up to three times for coverage over an 18 month period. Members apply for the extension through their local chapter, which must approve the request and waive chapter dues. Members approved for this waiver will receive electronic membership for the duration of the waiver, which entitles you to electronic communication of all member benefit materials.

"Conference Experience" (Continued)

Monday was perhaps my favorite day as I was able to go to the meat of my conference interest and one of the longer sessions. The session was called "Excel Tools and Techniques for Better Inventory Management" by Stephen Cimorelli. It dealt with utilizing Pivot tables, V Match Lookup, Statistical functions and a variety of other useful applications in Excel that deal with inventory issues that older ERP systems cannot perform efficiently.

Regrettably, Tuesday was a short day for me as I flew out early to get back to Omaha. As I rode the bus to the airport, I was able to visit with four other APICS members and we discussed some of the sessions we attended. They shared with me that I missed good sessions on "World-Class Leadership Essentials" by Anna VerSteeg, "Resolving Conflict in Collaboration" by John Canfield and last but not least "Giving Superior Presentations" by Tom Schulte. I was glad to hear that the last one was well received as Tom presented his session to us on the Chapter level for our first PDM this year.

Overall, the trip was great and overwhelming all in one shot. On that note, it was hard to keep up with all of the material, so the APICS society recorded all sessions and posted the Power Point slides on

<http://softconference.com/apics/am.asp> for all members to view and listen to. I would highly recommend attending international conference to any professional looking to advance personally and to help their business prosper. I look forward to seeing my new national and international friends next year at the International Conference in Memphis, Tennessee and hopefully to see some of you there also.

Certified Supply Chain Professional (CSCP)



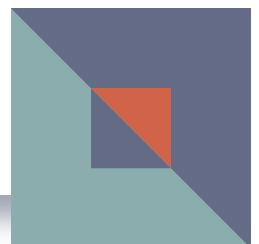
APICS Midlands Chapter is proud to introduce an exciting new educational program for our chapter!! Earn your CSCP now!

The CSCP Learning System is a comprehensive training tool that helps students prepare for the CSCP examination. To offer this review course, the learning system is based on the CSCP body of knowledge and features print-based study modules as well as online tools, including an assessment component that enhances the learning experience by enabling participants to check the progress of their studies and their understanding of the content. This is a more intense certification and there are exam eligibility requirements, please review the web links listed below for further explanation or questions related to the requirements and materials - www.learnscsp.com/info/learnmore or www.apics.org/Certification/faq.htm#CSCP. As I stated above, this certification is a more intensive certification – just ask any of the CSCP's in our chapter – Reuben Olsen has taken the test and will be the instructor for this class. We plan to offer this course at the ConAgra Training Room on the ConAgra campus at 680 and North 72nd (7350 World Communications Drive). The class is twelve sessions long and will meet Monday's from 5:30PM until 8:30PM starting November 16th, 2009. The class will be offered to members for \$1745 and nonmembers for \$2045. This price includes all the class and online materials as well as an exam voucher for the test. The CSCP certification costs less than the CPIM certification in aggregate. **Deadline for Registration is November 9th, 2009.**

For detailed questions or more information, please contact Chris Graham:

Christopher.Graham@Valmont.com

Phone: (800) 345-6825 ext. 3397



Connect with APICS Social Networking

APICS Blogs - See the world through the eyes of fellow industry professionals and share your point of view. Each blog continues for a four month period. [View the first ever APICS Blog here.](#)

APICS Learning Communities - An online forum where you can share and develop ideas, best practices, and solutions. [Get involved here.](#)

APICS on Facebook - Interact with fellow industry students and colleagues in a dynamic, electronic social environment with relevant content, videos and pictures. [Become a fan here.](#)

APICS Midlands Chapter on Facebook - Join this growing group to keep up to date on the latest happenings with the Midlands Chapter. Network with other professionals. [Join Here.](#)

APICS on LinkedIn - Connect and network professionally with other in your field. [Join Now!](#)

APICS YouTube Channel - View APICS related videos or share videos you have from APICS events. [Access the APICS video here.](#)



JOB POSTINGS

VIEW COMPLETE LISTING ON THE WEB....[CLICK HERE.](#)

THEN GO TO JOB LIST.

FREE WEBINARS ON DEMAND

APICS offers its members free access to a selection of recorded APICS Webinars. These sessions enable you to connect with industry experts for specialized topic-focused education. Each 60-minute event features an educational discussion, case studies, and a Q&A session. Participate in an APICS Webinar On-Demand from your home or office—all you need is an Internet connection and computer speakers.

APICS Webinars On-Demand cover important operations management subjects, including, accounting, e-business, forecasting, inventory, lean, management, other, six sigma, supply chain, theory of constraints (TOC), and more. Free APICS Webinars On Demand are available to APICS members free of charge. Begin exploring this APICS member benefit today!

[START NOW!!!](#)

“VALUABLE TRAINING” by Beckie MacDonell

Unless you had your head in the sand for the last year, you have come to know the term recession very well. This term gets thrown around as if it is a hot potato looking for a place to land and cool off for a while. I don't know about you, but I certainly hope this terminology leaves our daily vernacular soon. It seems like the more we talk recession the more it affects the decisions we make every day. Regardless of the terminology used to classify the last year plus of economic turmoil, we have had to stand up and take notice. Currently our national unemployment rate is edging ever so close to 10%. A figure that is probably slightly understated considering a fair number of individuals have given up on searching for employment and an even larger number of people have taken early retirements or buy-outs as part of the last year's downsizing windfall, people that in some capacity still wish to be employed.

Yet almost as often as we hear about the staggering unemployment rate, we hear how incredibly difficult it is to find well trained and skilled workers. Companies, even during the tough economic times are struggling to fill positions with the right individuals. So I ask why? How do we bridge the gap? Let's find a way to bring that 10% of unemployed individuals together with the open positions within our companies. I know the government has come up with some plan to subsidize training for the unemployed workforce and "claims" they are doing well with it. In actuality recent studies (by the Labor Department) have shown that these retrained workers are not fairing any better in the job market than those who have not been honing their skills while collecting their unemployment checks. These workers are still having a difficult time finding jobs and when they do, all of this training has only resulted in about a 4% wage increase. Barely enough to cover an annual cost of living increase. Maybe we need a different approach.

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MEET THE 2009 –2010 COMPANY COORDINATORS

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CALLING ALL GOLF ENTHUSIASTS!!

The APICS Midlands Chapter is making plans for their annual Golf Outing in June.

We are looking for volunteers to help organize this event. Please contact Ray Hogan if you would be interested in lending your time and talents to this great event for our group.

ray.hogan@firstdata.com

(402) 222-6093

HELP SUPPORT OUR STUDENT SCHOLARSHIPS!!

APICS Midlands Chapter is now offering Advertisement Space in our newsletter. The revenue from the advertisements will be used to create a scholarship fund to be awarded to outstanding students. Please help support this worthy cause and promote your company to over 400 readers of this newsletter! Ads will be sold as one year commitments and can be purchased by contacting:

Beckie MacDonell

beckiem@tri-vtool.com

(402) 895-9000 x 209

“VALUABLE TRAINING” (Continued)

Let's talk supply and demand. This is an approach we should all be able to relate to, the basic principle we know. We have an overabundant supply of workers. This has resulted in a market poised to allow employers to choose from hundreds of applicants for a single position. So why is it that these positions are remaining open because qualified candidates cannot be located? Companies these days are less willing to take a risk on potential employees who lack the skills necessary to perform a job, so in turn they wait until a qualified candidate comes along.

It seems to me that currently there is a real disconnect between the unemployed and the companies with open positions. Bridging the gap may not be as difficult as you think. Get involved in workforce development. Currently there are many groups seeking to improve the lines of communication between educational institutions and corporate America, including our own APICS Midlands Chapter. Companies, now more than ever can demand a specific skill set. I'm here to tell you though, demanding isn't going to make it happen. We need to be part of the solution. Develop educational protocol and guidelines within your company and share these with area educational institutions. Develop a partnership in education in order to have better access to the skills you are searching for. Internally, create and foster an environment of learning. Encourage employees to not be complacent in their jobs. Reward successful educational programs and promote continued learning.

Companies currently have an opportunity to help train the workforce of the future. They have the opportunity to demand a specific skill set. By joining with organizations such as APICS, with an outstanding body of knowledge, and working within these professional and educational organizations we can work to resolve this disconnect. We can continue to make the training count and provide value to our companies.

NOTES FROM THE EDITOR

Hopefully you have enjoyed this edition of our newsletter. I feel this is a great way to keep the lines of communication strong within our chapter. As our chapter continues to grow, it becomes more important than ever to stay connected to our peers. What better way to learn about current issues facing our companies and the global marketplace. Make sure to check out future issues of the newsletter. I plan on issuing a newsletter at the beginning of each month. Hopefully I can hold myself to this commitment! If I falter, feel free to give me a hard time and whip me into shape! Please feel free to contact me with any questions or concerns regarding the newsletter.

Beckie MacDonell

beckiem@tri-vtool.com

WOULD YOU LIKE TO CONTRIBUTE TO THE NEWSLETTER??

Please submit your news, articles of interest, or editorials to Beckie MacDonell by the last Monday of the month in order to have it posted in the following month's newsletter.

