



SEPTEMBER  
2009

Peak your Interest:

- Don't Forget to Register for the National Conference
- Unemployed Membership Extension Program
- Register for September Webinar
- Events You Will Want to Attend.

Check us out on the web: [www.apicsmidlandschapter.org](http://www.apicsmidlandschapter.org)

**A Letter From Our President**

Welcome back from summer break. It has been a weird summer, weather wise. These unusually cool temperatures remind me that the Midlands professional development meetings should be starting up soon.

And they are. Ray Hogan, our Programs VP, has spent some of his summer lining up interesting programs for this season, kicking it off with Tom Schulte, one of our favorite speakers. He will give us some tips on how to give great presentations on Sept 10.

Do you know that you can register and pay for this PDM on line now? Dean Hyde, our technologies VP, has put much time and effort into make a smooth interface. You learn about the program, select your dinner choice and pay with PayPal or credit card. You can even print a receipt. Try it out.

As far as education, the chapter is on a roll this season. Chris Graham, from Valmont Industries, will continue to head up this post with assistance from a new BOD member, Dave Rossell. Dave hails from PURAC. PURAC is the world's largest and most experienced producer of natural lactic acid. His name may sound familiar. He has been around APICS in past and we welcome him back.

Our education strategy will be two fold – provide the latest APICS educational products and to evolve students. The Board held an education summit in August with Program Director Lou Soukop from Bellevue University, Donna Ehrlich, PhD Director of Business Administration from the College of Saint Mary and Dr. Jeff Ehrlich Dean of Professional Studies from Peru State College. It was a tremendously informative meeting, the purpose being to share our chapter's vision and opportunities and learn about the needs of their students. We agreed on an action plan and will start bringing these needs together.

Chris Wedgewood from Valmont Industries returns as VP of membership. She will keep you up to date on your membership status as well as recruit more APICS professionals.

(Continued on Page 3)

**Up-Coming Events**

**THURSDAY**  
**SEPTEMBER**  
**10th**

***"HOW TO GIVE GREAT PRESENTATIONS"***

by Tom Schulte

**WEDNESDAY**  
**SEPTEMBER**  
**23rd**

***"DISNEY'S KEYS TO EXCELLENCE"***

(Details page 5)

**CERTIFIED SUPPLY CHAIN PROFESSIONAL**

**\*\*NEW\*\***

**EDUCATIONAL PROGRAMMING**

(Details page 6)

Inside this issue:

APICS Partners With Involvement	2
Congratulations!!	2
Supply Chain Manager Competency Model	3
Professional Development Meeting Update	4
Disney's Keys to Excellence	5
2009 Board of Directors	6
Company Coordinators	9

## APICS Partners With Involvation

### What's in the News?



*"APICS strives to provide relevant and applicable education for today's supply chain management professions to help them ensure their organizations are successful."*

(Marketwire - September 1, 2009) - APICS The Association for Operations Management, the global leader in operations and supply chain management certification, education, and membership, and supply chain consultants & Involvation announced today a partnership to provide The Fresh Connection Supply Chain Competition to North America. Developed by Involvation, The Fresh Connection gives supply chain teams hands-on opportunities to compete and expand their functional knowledge of effective supply chain management. The Fresh Connection competition and learning program will be offered for the first time prior to the 2009 APICS International Conference & Expo October 3, 2009, in Toronto, Ontario, Canada. The Fresh Connection is a Web-based game developed to help supply chain management professionals use teamwork and supply chain management expertise to help an ailing manufacturer become profitable. Teams also have the opportunity to see how their team measures up against the competition.

"APICS strives to provide relevant and applicable education for today's supply chain management professions to help them ensure their organizations are successful," said APICS CEO Abe Eshkenazi, CSCP, CPA, CAE. "We think The Fresh Connection Supply Chain Competition will help our members serve their organizations more effectively."

"The Fresh Connection is a serious game that demonstrates and expands the expertise of supply chain professionals -- from teamwork to strategy, The Fresh Connection helps participants build more profitable enterprises," said Involvation owner and creator of The Fresh Connection Egge Haak, MSc, CIRM. "We look forward to working with APICS to provide this opportunity to APICS members."

"Involvation is pleased to partner with APICS to offer The Fresh Connection to APICS members," said Involvation senior supply chain consultant Hans Kremer, CPIM, CIRM, CSCP.

"With the help of a well-known supply chain and operations management association such as APICS, we believe The Fresh Connection will help improve the effectiveness of a wide array of supply chain management professionals."

For more information on The Fresh Connection, visit [www.thefreshconnection.biz](http://www.thefreshconnection.biz).

Involvation is a consultancy firm that focuses on improving the supply chain and its management. Involvation will help you to achieve visible results. At Involvation, we think and act both in concept and in detail. We design supply chains and ensure an effective implementation. We inspire and stimulate when it comes to innovation, we motivate and achieve when it comes to change. We support you with new ideas, commitment and, above all, effectiveness.

For more information about Involvation, visit [www.involvation.com](http://www.involvation.com).

If your company is interested in forming a team for the national conference in Toronto, Ontario, or if you would like additional information on this competition, please contact Karen Karlis, Director of Corporate Services, (773) 867-1800 [kkarlis@apics.org](mailto:kkarlis@apics.org)



## RECENTLY CERTIFIED

### CPIM

Rhonda Ferrara

Daniel White

Kevin Cada

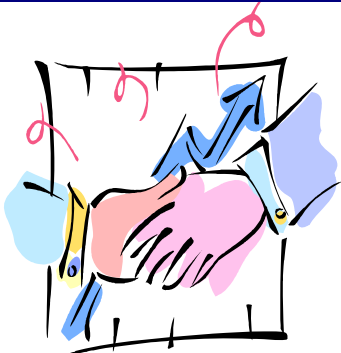
### CSCP

Joshua Ford

Timothy Golden

Reuben Olson

**\*\* If you see them....Give them a high five!**



## APICS Supply Chain Manager Competency Model

*New "APICS Supply Chain Manager Competency Model" Helps Employers Hire Qualified Supply Chain Professionals to Successfully Navigate Today's Economy*

(Marketwire—August 21, 2009) - APICS announced today the release of the "APICS Supply Chain Manager Competency Model" -- a model designed to guide individuals considering careers in supply chain management, supply chain professionals seeking to advance their positions, and human resource managers who are hiring in this fast-growing field.

Supply chain managers are part of a unique discipline responsible for supporting the global network of delivering products and services across the entire supply chain, from raw materials to end customers. Specifically, supply chain managers engage in the design, planning, execution, control, and supervision of supply chain activities with creating net value, building a competitive infrastructure, leveraging worldwide logistics, synchronizing supply with demand, and measuring performance globally.

"Today more than ever before, supply chain managers are crucial to building a strong global economy," said Robert Vokurka, Ph.D., CFPIM, CIRM, CSCP, C.P.M., chair of the model development team. "Employing highly skilled supply chain professionals helps make companies more profitable and enables the long-term success of enterprises."

"We are pleased to offer the 'APICS Supply Chain Manager Competency Model' as a tool for supply chain management field," said APICS CEO Abe Eshkenazi, CSCP, CPA, CAE. "The competency model provides the profession with a clear picture of what knowledge and skills are required of a qualified supply chain manager."

The model structure follows U.S. Department of Labor Employment and Training Administration guidelines. The "APICS Supply Chain Manager Competency Model" can be found at [www.apics.org](http://www.apics.org).



***"Today more than ever before, supply chain managers are crucial to building a strong global economy."***

---

## President's Corner (Continued)

I welcome new first time BOD member Beckie MacDonell. She is from Tri-V Tool & Mfg Co. She will bring much energy to the BOD. She has already assisted with this summer's golf outing and will lead our marketing efforts as VP. She will also head up our ten company coordinators. And, as you read this, you are reading the first formal newsletter the chapter has published in some time. Beckie will assume newsletter editor to continue this information channel. She welcomes ideas on articles and news. Thanks Beckie!

Jason Reiff from Valmont Industries will return as treasurer to keep us all honest. I am honored to continue as President for a second term but not, heaven forbid, as president for life. Reuben Olson from Valmont Industries returns as President Elect.

This will be a great BOD and we will have a great season.

Lastly, consider attending the International Conference & Expo October 4-6, 2009 in Toronto, Ontario, Canada. Get in-depth exposure to a wide array of subject areas integral to success in operations management—from demand management, forecasting, and S&OP to navigating the global supply chain—APICS 2009 will provide actionable education to prepare you for what's next in your career.

I look forward to seeing you at APICS events,

Steve Petersen, APICS Midland Chapter President

**APICS  
Supply Chain  
Management  
2009**

## PROFESSIONAL DEVELOPMENT MEETING SEPTEMBER 2009

### HOW TO GIVE GREAT PRESENTATIONS by Tom Schulte

The vast majority of people, when surveyed, will list speaking in front of a group as their #1 fear. At the same time most people are aware that in today's work environment the ability to speak in front of a group is considered a vital skill to advance one's career. A person may have innovative ideas that can improve his/her workplace but great ideas need great presentation skills to make them happen. An effective, successful career will depend on your ability to present yourself and your ideas well. While it may seem like some people are born in the spotlight, the truth is anyone can become an effective presenter with a little training, desire and a lot of practice.

This presentation will include all the steps needed to develop, create and deliver compelling presentations that are enjoyable for you and rewarding for your audience. You will learn how to structure and write a presentation, use nervousness to your advantage and build rapport you're your audience, use of your voice and gestures to hold interest, proper use of visuals and media, techniques for handling questions and more.

If you have wanted to find ways to improve your skills as a presenter, you won't want to miss this opportunity to learn the most important tips and techniques covered in Tom's content rich presentation.

#### PRESENTER BIO

Tom Schulte spent most of his career working at a Fortune 100 manufacturing facility. His experience over the years includes serving as *Manufacturing Supervisor*, *Senior Training Consultant*, *Change Management Facilitator* and *Development Manager 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, South Africa and Australia. He has been an invited speaker at most of the APICS International Conferences the past 18 years and was the highest rated speaker at the Conference many times. Tom also was awarded the best speaker award at the 2003 SAPICS conference in South Africa. 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.

**THURSDAY  
SEPTEMBER  
10TH**

#### Agenda:

- 5:30 pm - Networking (cash bar)
- 6:00 pm - Dinner
- 6:50 pm - Short Business Meeting
- 7:00 pm – Presentation

#### Menu: (Please select one when you make your reservation.)

**Fresh Salmon** – Served with baked potato, Salad Lazlo, Brownie, w/coffee, soda or tea.

**Prime Rib 8oz Steak** – Served with baked potato, Salad Lazlo, Brownie, w/coffee, soda or tea.



2425 S 192<sup>nd</sup> Street, Omaha

Reservations may also be sent via e-mail to Ray Hogan

[ray.hogan@firstdata.com](mailto:ray.hogan@firstdata.com)

(402) 222-6093

REGISTER BY

SEPTEMBER 8TH @  
NOON!

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



www.KeysOmaha.com

WELCOMES...  THE DISNEY KEYS TO EXCELLENCE

EVENT DATE: September 23, 2009

**Disney Keys to Excellence Program Topics:**

LEADERSHIP	MANAGEMENT	CUSTOMER SERVICE	LOYALTY
Discover how effective leadership has driven Disney's employee/customer satisfaction and bottom-line results, from the company's inception to today.	Understand the importance of integrating your corporate culture into selection, training, and care of your employees.	Explore world-renowned Disney principles for service excellence.	Learn key practices and principles in building and sustaining loyalty that have made Disney a trusted and revered brand around the world for more than 75 years.

It doesn't take any training to recognize that the world's economy has taken a significant downturn. It does take effective and proven professional development training to guide impacted organizations back to the summit.

The Association for Operations Management-Midlands Chapter is proud to partner with Creighton University School of Business to bring the Disney Keys to Excellence program, presented by the world renowned *Disney Institute*, to the Omaha area on September 23, 2009. A one-day local workshop, the Disney Keys to Excellence program is a rare and affordable opportunity to learn best business practices from Disney insiders, and discover ways to easily and immediately adapt and apply those best practices to pick up the pace in these slow economic times. Organizations from across the nation and around the world have learned proven philosophies, adapted critical lessons, and implemented effective processes to reap the rewards of improvements in **leadership, management, service, and brand loyalty.**

We invite your team to join thousands of professionals and discover the Disney business secrets to . . .

- Strengthening loyalty and **retaining valuable customers**
- Expanding their brand and **generating greater profits**
- **Building team involvement** and ownership
- **Creating a service culture** and motivating employees
- **Maintaining a competitive edge** in a sluggish economy

The Disney Keys to Excellence Program is...

- **Relevant:** Impacts critical drivers of success in a slow economy
- **Affordable:** Priced to serve more people under limited budgets
- **Actionable:** Easy to implement upon return to the office
- **Inspirational:** Generates team excitement and momentum
- **Short:** Takes only one day away from the office
- **Local:** No travel expenses

*Professional development doesn't cost—it pays. It pays by creating a framework of focused energy in a vacuum of uncertainty. It pays by helping an organization gain share in a slow economy. It pays because it has been proven to strengthen employee morale and retention, which will be critical to emerge from tough times.*

---

## MEET THE 2009 –2010 BOARD OF DIRECTORS

---

**President**

Steve Petersen CPIM  
Valmont Industries  
Phone: (402) 359-2201  
Email: [sep2@valmont.com](mailto:sep2@valmont.com)

**President Elect**

Reuben Olson CPIM, CSCP  
Valmont Industries  
Phone: (402) 359-6351  
Email: [reuben.olson@valmont.com](mailto:reuben.olson@valmont.com)

**Treasurer**

Jason Reiff  
Valmont Industries  
Phone: (402) 359-6531  
Email: [jpr@valmont.com](mailto:jpr@valmont.com)

**VP Membership**

Chris Wedgewood  
Valmont Industries  
Email: [chris.wedgewood@valmont.com](mailto:chris.wedgewood@valmont.com)

**VP Marketing / Company Coordinators**

Beckie MacDonell  
Tri-V Tool & Mfg. Co.  
Phone: (402) 895-9000 ext. 209  
Email: [beckiem@tri-vtool.com](mailto:beckiem@tri-vtool.com)

**VP Programs**

Ray Hogan  
First Data Resources  
Phone: (402) 222-6093  
Email: [ray.hogan@firstdata.com](mailto:ray.hogan@firstdata.com)

**VP Education**

Chris Graham  
Valmont Structures  
Phone: (800) 345-6825 ext. 3397  
Email: [Christopher.Graham@valmont.com](mailto:Christopher.Graham@valmont.com)

**Education Coordinator**

Dave Rossell, CPIM, CPM  
Email: [drossell@cox.net](mailto:drossell@cox.net)

**VP Technology**

Dean Hyde  
Phone: (402) 770-5425  
Email: [dean.e.hyde@hotmail.com](mailto:dean.e.hyde@hotmail.com)

---

### 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.



Join the Association for Operations Management-Midlands Chapter as We Welcome the Disney Keys to Excellence to Omaha on September 23, 2009

**WHEN:**

September 23, 2009  
8:00 a.m. to 4:30 p.m.

**LOCATION:**

Mike & Josie Harper Center For Student Life and Learning  
Ahmanson Ballroom  
602 N. 20th Street  
Omaha, NE 68178

**REGISTRATION AND INFORMATION:**

Phone: 877.544.2384  
Fax: 913.712.9247

Online: [www.KeysOmaha.com](http://www.KeysOmaha.com)  
Email: [registrations@keysUS.com](mailto:registrations@keysUS.com)

**Important:** Please use Association for Operations Management-Midlands Chapter promotional code AOMMEE to receive \$50 OFF PER GUEST when registering. Additional group discounts are available.

**WHY ATTEND:**

A one-day local workshop, the Disney Keys to Excellence program is a rare and affordable opportunity to learn best business practices from Disney insiders, and discover ways to easily and immediately adapt and apply those best practices to pick up the pace in these slow economic times.



Event organized by Solution Infusion



**Certified Supply Chain Professional (CSCP)**

*APICS Midlands Chapter is proud to introduce an exciting new educational program for our chapter!! Earn your CSCP now! Class now forming in preparation for March 2010 exam date.*

The APICS Certified Supply Chain Professional (CSCP) Learning System is a comprehensive professional development and certification preparation program. It is designed for individuals and organizations looking to develop or enhance skills to create and execute a supply chain strategy that meets customer needs, reduces cost, and increases profits.

Please contact Chris Graham: [Christopher.Graham@Valmont.com](mailto:Christopher.Graham@Valmont.com)

Phone: (800) 345-6825 ext. 3397



## EVENTS YOU WON'T WANT TO MISS!!

Page 8

SEPTEMBER 2009

Volume 18, Issue 1

# GLOBAL ABILITY

2009 APICS INTERNATIONAL CONFERENCE & EXPO  
OCTOBER 4-6 | TORONTO, ONTARIO, CANADA

# Sign Up Now

Join us for the  
**2009 APICS International Conference & Expo**

Compete in the global marketplace. Equip yourself with the skills needed to make your company run more effectively in an increasingly competitive economy. Attend APICS 2009 to enhance your Global Ability.

Registration Opens In March  
[apicsconference.org](http://apicsconference.org)



### **Distribution Requirements Planning: Minimize Surprises and Maximize Efficiency**

Presented by Dewey Stevens, CPIM, CSCP, C.P.M., CPP, Fox Valley Technical College  
Anne Haberhorn, CFPI, CSCP, C.P.M.,  
Jonah, Director, Lean Performance Center  
and Supply Chain Solutions, Fox Valley Technical College

**September 10, 2009**  
**1:00–2:00 p.m. CT**

Today, more than \$1 trillion is spent annually on supply chain costs in the United States. Executives estimate that nearly 10 percent of their companies' gross revenues are spent on supply chain costs, including transportation, inventory carrying costs, and so forth. To minimize these costs and maximize distribution efficiency, professionals must have a basic knowledge of distribution requirements planning (DRP).

Participate in this APICS Webinar to gain an understanding of the practical applications of supply chain distribution requirements planning and to gain a broad overview of distribution management.

*Your participation in this APICS online event earns you one professional development point toward your APICS certification maintenance.*

# Omaha Products SHOW

FOR BUSINESS AND INDUSTRY

24<sup>TH</sup> BIENNIAL • SINCE 1965

**Wednesday & Thursday**  
**September 16-17, 2009**

Produced by: Mid-America Expositions, Inc. [800] 475-SHOW  
7015 Spring Street • Omaha, NE 68106-3518  
[402] 346-8003 • FAX [402] 346-5412

EMAIL: [info@showofficeonline.com](mailto:info@showofficeonline.com)  
WEBSITE: [showofficeonline.com](http://showofficeonline.com)

SPONSORED BY: The Institute for Supply  
Management - Nebraska, Inc.

## MEET THE 2009 –2010 COMPANY COORDINATORS

### Conductix / Insul8

Michelle Morales, A.P.P., C.P.M

Office: (402) 952-9347

Email: [michelle.morales@conductix.com](mailto:michelle.morales@conductix.com)

### Connectivity Solutions Manuf.

Randy Ronspies

Work: (402) 691-2621

Email: [ronspies@csmf.com](mailto:ronspies@csmf.com)

### Lozier Corporation

Julie Rathbun

Office: (402) 547-3107

Email: [julie.rathbun@lozier.biz](mailto:julie.rathbun@lozier.biz)

### Covidien

Lesley Hanson

Office (402) 371-9010 x 314

Email: [Lesley.Hanson@Covidien.com](mailto:Lesley.Hanson@Covidien.com)

### Syngenta Crop Protection

Joe Jirka CPIM

Office (402) 731-8305

Email: [joseph.jirka@syngenta.com](mailto:joseph.jirka@syngenta.com)

### ConAgra Foods Customer Service: Omaha, NE

Pat Wingate

Phone (402) 998-2997

Email: [Pat.Wingate@conagrafoods.com](mailto:Pat.Wingate@conagrafoods.com)

### Lozier Corporation

Deanna Clites

Office: (402) 547-8403

Email: [Deanna.Clites@lozier.biz](mailto:Deanna.Clites@lozier.biz)

### EGS Electrical Group; Columbus, NE

Theresa Kovar, CPIM

(402) 563-2584

Email: [theresa.kovar@egseg.com](mailto:theresa.kovar@egseg.com)

### Valmont

Bernie Borer

Office: (402) 359-2201 x3114

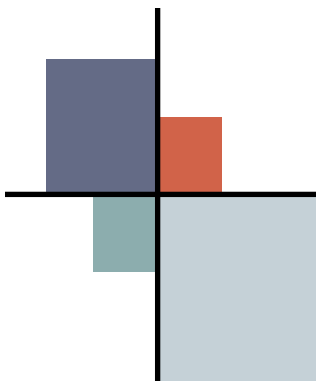
Email: [bborer@valmont.com](mailto:bborer@valmont.com)

## 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. This year's Board of Director's is very excited about the coming year. We feel there are going to be many exciting opportunities and developments within our chapter. Make sure to check them out in 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](mailto: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.