



January Professional Development Meeting

Wednesday, January 11, 2012

Charlie's on the Lake (4150 South 144th Street)

The Economy Needs a Shot of What? Mistakes and Successes over the Past Four Years

Dr. Ernie Goss is a distinguished Economics Professor at Creighton University and Director of the Goss Institute. He will describe what actually happened over the last four tumultuous years and then analyze the efforts to influence the economy; conducting a review of what worked, what didn't, and what we should do next.

In addition, this is Top Management Night. Please invite you bosses and co-workers so they can hear this great speaker, learn more about APICS and see how your participation benefits the Company!

5:30 Social Hour
6:00 Dinner **Buffet and dessert, Cost \$25**
7:00 Speaker

Please register on our website at www.apicsmidlandschapter.org or contact Kevin Siemens at k Siemens@lbt-inc.com

Registration by Monday January 9th!! Limited Seats are still available.

Jobs Page

Please submit any job openings at your company to rm33@valmont.com and they will be posted on our website and published in the monthly newsletter.

Check out this website for information on APICS Certification Maintenance <http://www.apics.org/Certification/Maintenance/certmain.asp>

Education Updates

Certified in Production and Inventory Management (CPIM)

The next CPIM class we have scheduled will be Execution and Control of Operations (ECO). This module is designed to be taken after the Basics of Supply Chain Management (Basics) class. ECO will be held on Tuesday nights at 4:30 pm until 7:30PM starting January 17th **and registration is open now. Deadline for registration will be January 9th**. This class will be instructed by Reuben Olson at a new venue for our chapter, **LALA Branded Products on 72 and J Street in Omaha**. For APICS members this class will cost \$450, non-members \$525, and includes all class materials with a test voucher. To register for the class please send me an email. To pay for the class please either respond to this email and ask for an invoice, or use our convenient Pay Pal link on the ECO class link (look under classes on the left side of the screen) <http://www.apicsmidlandschapter.org/>

We intend to have our annual spring Basics of Supply Chain Management (Basics) class starting in March 2012. This class is a great introduction to APICS and is the first class in the five module CPIM certification series. Please watch for future updates with specific dates and times.

Certified Supply Chain Professional (CSCP)

CSCP will start again on Monday nights on February 13th, 2012. (**Deadline for registration will be February 6th**) and **registration is open now**. This class is for the 2012 class version (see the CSCP note below). These Monday classes will be offered to members for \$1845 and nonmembers for \$2145. Pricing includes all the class materials as well as an exam voucher for the test. To register for the class please send me an email. To pay for the class please either respond to this email and ask for an invoice, or use our convenient Pay Pal link on the CSCP class link (look under classes on the left side of the screen) <http://www.apicsmidlandschapter.org/>

Notice Regarding APICS CSCP Exam Versions Offered
In 2012, the APICS CSCP exam will be updated to reflect changes in the supply chain management profession. To enable candidates who prepared for the 2011 version of the APICS CSCP exam to earn the designation, APICS will continue to offer the 2011 version of the APICS CSCP exam for a limited time in 2012.

Listed below is last exam window with the 2011 version.

2012			
	Exam window	Reservations	Location
2011 and 2012	April 7 – May 19, 2012	February 7, 2012	World-

If you participated in the 2011 version of CSCP, you will need to take the test in this above time frame. After this window, only the 2012 test version will be available.

Other classes

In addition to our two mainstay certifications, we have other education classes that can be offered. One class that has been recently inquired about was **Principles of Inventory Management (which replace the class formerly known as Fundamentals of Inventory Control)**. The goal of this course is to impart an operational knowledge and understanding of inventory management principles and techniques, roles and responsibilities, and the impact that inventory can have on a business.

If you have interest in focusing on this part of your business, please let me know so that I can fill out a class with others that are currently asking for this offering.

Thanks,
Chris Graham

President's Corner by Steve Petersen, CPIM

Hello APICS friends,

As we race headlong into 2012, please take a moment to think about yourself and who you are and can be. Becoming acutely aware of all of your actions and how those actions affect others is a step toward mindfulness. This entails becoming free of your limiting beliefs. Those old standards, unless continually modified or improved, keep you from becoming more of who you are. Striving for excellence in action is paramount to becoming a successful and productive human being.

To those familiar with Lean continuous improvement, you know this is a concept on a company and employee team level. It breaks down your current processes into the "not so obvious". Efficient and effective are two of many end results that are part of practicing lean tools. Change is imminent for all of us and learning to let go of resistance and embrace change is an attribute that goes a long way both personally and professionally. It allows you to become unstuck. What are your daily habits and how do you show up in the world?

APICS has many avenues for education. Complacency is the demise of any business in today's fast-paced world. A football game is not won by one individual, but by many, who come together with their differences and highly honed skills. Each member practices as a team continually in order to win. You are meant to be magnanimous. Don't settle for less than who you want to become. Time is a limited resource, but our minds are endless. Take time to broaden your thinking. There are so many attributes and values you can instill in yourself. By becoming a model or mentor for others, you will create the circle of excellence.

Become an APICS member. Take a Midlands chapter class. Mentor a student. Do a presentation. Attend a PDM. Volunteer to help the chapter. Do it this year.

And thank you, our customers, for being interested in APICS and our chapter.

If you are not a member, join APICS today to access a vast array of APICS member benefits. You can join on line at www.apics.org.

See you at our next event,

February 2012 Professional Development Meeting

**Oriental Trading Company
Order Fulfillment Center Tour
Thursday February 16, 2012**

Oriental Trading Company is a major provider of party supplies and decorations for all seasons. We'll see product arrive at their massive warehouse, walk along as the computerized voice tells us what items to pick and see the automated conveyors deliver these items into a gigantic bin system where it's packed for shipment. It's an amazing facility, but wear your walking shoes!

We'll get together at our normal time at the Pizza Gourmet just up the street for a quick meal and meeting. Afterwards we'll all drive down to the warehouse for the tour.

5:30 Social Hour
6:00-6:45 Dinner
7:00 – 9:15 Tour
11201 Giles Rd
La Vista, NE, 68128

Pizza Gourmet
12040 McDermott Plaza (see map below)
La Vista, NE 68128

Pizza buffet and drink
Cost \$15
Students \$10

Please register on our website at www.apicsmidlandschapter.org or contact Kevin Siemens at k Siemens@lbt-inc.com

Program Updates

Kevin Siemens has put together an excellent program schedule for our year. Please reserve your calendar for the following dates:

February 16th 2012—Plant Tour, Oriental Trading Company

March 2012—Student Development Focus Event

April 12th, Nebraska Business Development Center at UNO Inventory Management and ERP systems benchmarking.

Friday May 18th— Dr. Erik Jones will be at Mahoney State Park—Six Sigma instruction and potential for Green Belt Certification.

Watch our website for location updates and to register: www.apicsmidlandschapter.org

Membership Updates

MEMBERSHIP update

	2010/11 BASE	2011/12 GOAL	Monthly Oct 2011
Members	110	125	Current 116
GOAL	15%	14%	% to Goal 93%
Companies:	20	25	Current 31
Certified Members:	43%	66 (55%)	Current 47
CPIM members	30%	50 (40%)	Current 33
Academic	1	3	Current 1
Student *	0	15	Current 1

STUDENT Chapter update

- Seven students in APICS for the November PDM!
- One student joined APICS! - Kevin Peele - OUR 1st STUDENT MEMBER!
- Academic member pursuit: 2 Professors from Bellevue to join and support our Student Chapter initially.
- Midlands will officially have a Student Chapter at 15 students, 2 Academic members and a University liaison partnership. Pursuing Bellevue University.
- University pursuit: Bellevue, UNO and UNL student prospects

March 8, 2011 PDM: "APICS and Academia - Focus for Students and Professionals"
Please forward any student leads to any member of the BOD

Thank you
Dan Hedberg
dhedberg@certifiedtransmission.com

How to Ask for What You Want—and Get It by John Baker

If you're like most people, when it comes down to it, you're downright scared of being direct and the vulnerable and telling people in no uncertain terms, "Here's what I want!" It's normal to feel vulnerable about being honest and up-front. Yet, when it comes to being successful in business, being frank and clearly asking people to give you what you want is what wins the day.

I have spent several years studying the fears and trepidation people demonstrate in situations across the whole spectrum of human interactions. I have documented the simplest tactics and strategies that I observed in the people who were getting exactly what they were after. My discovery was simple: The most successful people ask for what they want. Then they give the three very best reasons that explain why it makes perfect sense to say yes.

Here's an example: A high-tech operations manager worked for months with his client, producing pilot models, demonstrations, tests, and technical reports, an integration plan, customization of the software, a robust training plan, and more. After much time, effort, and energy, he knew that he had overcome the financial, technological, and human issues with flying colors. What he didn't know was if the client was ready to commit to the deal.

The quickest and best way to ask for the order would have been to go right up to his client and say, "What do we need to do make a final decision? Would you please let me know specifically? I want you to know what you need me to do to move things forward. You've seen how everything works, how well integrated it will be, that it's going to make a real difference. Can we meet at 10 a.m. to close a deal?"

How to get there

It is crucial to identify the exact most important request and brainstorm before you decide on the best reasons. Each reason needs to be carefully selected from a larger number of options and be backed by three important facts. This method can be used to penetrate difficult accounts, close sales calls, shorten a sales cycle, protect price margins, reduce meeting time, speed up presentations, structure personnel reviews, communicate better with suppliers, and so on.

My formula has three basic rules:

1. Only offer information that is meaningful. Everything else is trivial.
2. Get to the point and ask for what you want.
3. Be quick about it.

Building a relationship is great, but taking responsibility and delivering the results is what creates trust. The biggest problem with never getting a direct answer is that it gets in the way of real progress. It's pointless. It wastes time and effort. It allows for procrastination. It enables people to avoid rejection. After all, if you are busy probing the needs of the prospect, you don't have to risk actually doing the work.

Can you imagine a vendor at a ballpark selling you a hot dog like a consultant: "On a scale of 1 to 10, rate your level of discomfort with your hunger? Tell me your main objective with the hot dog. When you had a hot dog before, how satisfied were you with the mustard and ketchup ratio?" Isn't he more effective when he just yells, "Hot dogs, hot dogs, come and get your hot dogs!"? Try out my method for yourself—and remember, it's all about being *frank*.

John Baker has held top leadership positions in sales, client service, and operations in Fortune 25 companies for more than 25 years. He is a member of the National Speakers Association and a noted speaker on topics of leadership, leader development, and building winning organizations. For more information, visit www.theaskingformula.com.

To remove your name from our mailing list, please [click here](#).

Questions or comments? E-mail us at rm33@valmont.com or call (402) 359-2201 x 3615

WEBINAR

APICS Vendor Webcast
Manage What Matters: The Pareto Principle, ABC Analysis and How to Manage by Exception, sponsored by Demand Solutions
Presented by Bill Whiteside, Demand Solutions Northeast
January 31, 2012 | 2:00 p.m.-3:00 p.m. ET
[Register now.](#)

2011—2012 APICS Midlands Chapter Board of Directors

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Please feel free to email any of these outstanding volunteers with questions or comments. Full contact information is available at our website under "Board Members".

Member Benefits **NEW**

APICS Competency models. Free to members only. Download your copy now by clicking here.

- Available models:
- Supply Chain Manager
 - Buyer / Planner
 - Distribution and logistics Managers
 - Materials Manager
 - Master Scheduling Manager

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[Download Now](#)

Upcoming Conferences

2012 APICS Asia Supply Chain & Operations conferences
April 2-3, 2012
Seoul, South Korea

April 5-6, 2012
Shanghai, China
[Register now.](#)

Best of the Best S&OP conferences, presented by APICS and IBF

May 10-11, 2012
London, England

June 14-15, 2012
Chicago, Illinois, USA

2012 APICS International Conference & Expo

October 14-16, 2012
Denver, Colorado, USA

APICS Midlands Chapter Wants to Hear from You!!

As part of our annual chapter evaluation, we request you complete a survey to inform us of your needs. This information helps us to plan our programs for next year as well as our education offerings and timetable. If you have already completed this survey at one of our Professional Development Meetings, I thank you. If you have not completed the survey, please take a few minutes and do so now. Your input is very important to us!!

Here is the link:
<http://www.surveymonkey.com/s/apicssurvey>