



Central MN Chapter  
P. O. Box 457  
St. Cloud, MN 56302



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March, 2007

Visit us at: [www.cemnapics.org](http://www.cemnapics.org)

**March Professional Development Meeting  
Tuesday, March 13, 2007  
AN IN-DEPTH LOOK AT RFID AND WHAT IT MEANS FOR YOU  
DISPLAY OF RFID EQUIPMENT BY ABE TECH**

**RFID: READY FOR INTELLIGENT DECISIONS**

Presented by: John Roberts, IBM

John Roberts is a Senior Client Representative with IBM, with a focus on small and mid-sized manufacturing and consumer packaged goods companies in Minnesota. He has been with IBM for 28 years, holding a variety of positions in sales, marketing and finance. He holds a B.S. degree from the University of Minnesota and an MBA from the University of St. Thomas.

IBM works with customers large and small to help execute an end-to-end RFID solution strategy from business case to pilots, implementation and rollout. At the core of this strategy is a comprehensive, flexible solution framework designed to deliver rapid return on investment while providing a roadmap for the future. IBM has moved aggressively to support the industry through early research, involvement in industry standards organizations, and customer pilot projects. Based on this early experience coupled with the breadth and depth of the solution components we offer, IBM is uniquely positioned to support you in leveraging RFID to transform your business.

**A PRACTICAL APPROACH TO RFID IMPLEMENTATION**

Presented by Sam Gould, Minnesota Technology

For more than 25 years, Sam Gould has built a pool of expertise directly applicable to the production and commercialization of new products, and the management of manufacturing technology. Sam's strong educational background -- including Masters of Science in both Technology Management, from U of M Carlson School, and Electrical Engineering from Tennessee -- is coupled with his experience with the federal lab at Oak Ridge. This unique combination gives MTI clients the best opportunity to realize the growth potential provided by successfully identifying and moving products to market.

Recently Sam was certified as a CompTIA RFID+ Implementer. His expertise in Radio Frequency Identification technology enables him to assist companies in planning and implementation of their RFID strategies for tracking of products and assets throughout manufacturing and the supply chain.

**Please see Page 3 for information about AbeTech**

<b>Location:</b>	Holiday Inn 37th & Division, St. Cloud, MN	<b>Schedule:</b>	Registration	5:15 PM
<b>Menu:</b>	Appetizer Buffet		Appetizer Buffet/Cash Bar	5:30 PM
<b>Cost:</b>	Members and Non-members \$ 22		John Roberts - IBM	6:00 PM
	Students \$ 8		Break	6:45 PM
			Sam Gould - MN Technology	7:00 PM
			Q & A	7:45 PM
			AbeTech Product Showcase	5:30 - 8:00 PM

**Please make reservations by Noon, on Thursday, March 8, 2007 with Donna Messer at DCI, Inc.  
Phone: 320-257-4354; Fax: 320-252-0866; Email: [dmmesser@dcinc.com](mailto:dmmesser@dcinc.com)  
APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after March 8 will be billed**

**Central Minnesota APICS Board of Directors**

**President**

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**VP of Membership**

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**President-Elect**

Position Open

**VP of Education**

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**VP of Communications & Technology**

Position Open

**VP of Finance**

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**Past President**

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**Faculty Advisor**

Dr. Bruce Skalbeck, PhD, CFPIM, CIRM  
SCSU College of Business  
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**Region 5 Liaison**

Carol Graves

**President-Elect**

Position Open

# Officer's Corner

by Darrell Watercott, VP of Finance

I am new to the CEMN APICS Board as of last July, and I look forward to meeting most of you over the coming years. We have a tremendous Board of hard working individuals and it has been a very rewarding experience for me thus far. Although new to the Board, I am certainly not new to APICS. Over my career, I have attended many PDM's and encouraged fellow employees to attend APICS seminars, classes and certification, knowing that our local chapter provided some of the best educational opportunities around for Operations, Inventory, and Supply Chain Management. Now, I'm very excited to help the Board continue to provide these services, and educate all of our company's about the benefits of APICS membership and encourage involvement. If you ever have a question on the CEMN Chapter or APICS offerings, please don't hesitate to ask; all of our contact information is on the back page of every newsletter!

Wisconsin to produce wholesome, high-quality

with more than 250 growers in Minnesota and

Much of what we do in IS at Gold'n Plump,

besides making sure all the transactional

systems and infrastructure support the business

properly, is looking for opportunities to improve

business information processes with workflow

tools, data marts and business intelligence

areas of the business to learn together the

help that team better understand how their

piece of the business fits with all the others and

how dependent they are on each other. This

cumulative body of knowledge will come in

handy when it comes to making decisions later

on about how to setup the system to support

our company's goal of best in class customer

service. I wouldn't have seen this opportunity if

I hadn't taken that first step and practiced what

I'm preaching, by taking my first APICS class,

the BSCM right now!

In my first paragraph I mentioned encouraging

involvement. I'll leave you with this challenge.

Get involved and you will be rewarded by the

people you will meet and the things you will

learn. Sign up for a PDM (our March RFID

meeting would be a great start!), go to our

next seminar or take a CPIM class. Talk to us

if your company is contemplating a major ERP

system upgrade or implementation, because

APICS training can help your company get

more value out of those investments. I wish

you all well and hope to see you again soon at

an APICS event.

## CEMN Educational Calendar

### CPIM Certification Review Classes

Classes currently in Process:

Basics of Supply Chain Management

Execution and Control of Operations

### Strategic Management of Resources

Date:

March 21 - May 16, 2007

27 instructional hours

Time:

6:00 PM - 9:00 PM

Location:

Gold'n Plump Corporate Office

Instructor:

Dr. Bruce Skalbeck

### Welcome to these new APICS Members:

#### Professional Membership

Christina Skappel

Beth Sueker

Doris Illies

Wacosa

Wacosa

HTI

## CEMN PDM Schedule

April 3, 2007

Student Chapter Night

May 1, 2007

Tour

### Company Coordinators

Company Coordinators serve as the liaison between their company and the APICS Chapter Board of Directors. They are the source of APICS information about the chapter's educational offerings for their co-workers, and provide feedback to the chapter about the educational needs of their company's management.

3 M Alexandra Abrasives

Andrew Pung

DeZurk Water Controls

Sandy Machula

Darrell Watercott

Barb Hammer

David Gerhardsen

Kim Benson

Sharon Haley

Deb Eisenshenk

Craig Kissinger

### Certifications ~

The demonstration will allow you to witness the flexibility and return on investment with an automated product handling line. As product moves down a conveyor it is automatically identified, tracked, verified, weighed, labeled and presented for inventory. The system incorporates a wide variety of automated data collection technology from photo eyes and scale systems to labeling systems and RFID readers and antennas.

AbeTech has obtained RFID system certifications and partnerships covering the entire scope of your application needs.

Alien Technologies

Intermec

SAMSys

ThingMagic

Zebra

Paragon & CTM

EPCSolutions

Printronix

AbeTech has been integrating complete bar code, RFID and labeling solutions since 1992. As a comprehensive data capture solutions provider, AbeTech has been a trusted advisor to over 13,000 satisfied clients throughout the Midwest, including 25% of the Fortune 500. Our staff of seasoned professionals is available to assist with needs assessments, product selection, integration and service nationwide.

AbeTech's staff of professional services consultants has been trained in RFID technology by the drivers of this leading-edge technology. Their expertise has been tested through a variety of various pilot programs and hands-on testing and training. AbeTech is available to assist you with answering both your functional and technical RFID questions; whether your application is compliance or infrastructure driven.

AbeTech also offers the only live RFID lab in the Midwest. AbeTech's Solution Center eliminates the uncertainty around RFID and other amazing product handling technology by providing a true demonstration of the technology.