



Central Minnesota Chapter - P. O. Box 457, St. Cloud, MN 56302 October, 2007

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

# November Professional Development Meeting

**Tuesday, November 6th 2007**

The November Professional Development Meeting speaker will be Kent Kedl, General Manager of Technomic Asia. Kent will talk about the Asian market, what the process of getting started and building you business there might look like now and in the future.

Technomic Asia is a market entry and growth strategy consulting firm based in Shanghai, China. For over 20 years, Technomic Asia has provided a rigorous and systematic process to support their clients' growth strategies in Asia by walking them through the Asia Growth Cycle. Technomic's process builds a strong business case for their clients' growth strategies which are founded on a detailed understanding of market dynamics.

For over 20 years, Technomic Asia has been assisting clients to:

- Understand the Asian market and its key participants
- Determine if and to what extent they should invest in Asia
- Identify where they can profitably participate
- Develop the optimum approach for their entry or expansion
- Support startup or implementation of their defined growth initiatives

Technomic Asia understands the unique needs of small- to mid-sized companies in Asia, that they are often:

- Feeling immense pressure to establish more of a presence in Asia from customers already in Asia;
- Challenged to meet the "China Price";
- Concerned about growing competition from Asia;
- Frustrated by shrinking domestic markets and wondering if there might be growth opportunities in Asia.

Our unique methodologies support SMBs to accurately and efficiently assess their Asia opportunities and then craft a strategy to exploit them:

- A street-smart, face-to-face approach to gathering market intelligence resulting in accurate, actionable insight;
- Support from the Exploration phase all the way through Start-up, ensuring that the growth strategy remains in the forefront of your planning.

For more information on Technomic Asia, visit [www.technomicasia.com](http://www.technomicasia.com)

<b>Location:</b>	<b>Schedule:</b>	<b>Cost:</b>
St. Augusta Legion 1894 247 <sup>th</sup> St St. Augusta MN 56301-8775 320-252-6693	Registration 5:15 Buffet Dinner 5:30 Speaker 6:00 Wrap up 7:30	Members and non-members \$25.00 Students \$10.00

Please make reservations by Noon, on Thursday, November 1<sup>st</sup>, 2007 with Doris Illies at WACOSA. Phone: 320-309-0917; Fax 320-259-4679; Email [dillies@wacosa.org](mailto:dillies@wacosa.org)  
APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after November 2<sup>nd</sup>, 2007 will be billed.

# Officer's Corner

By Darrell Watercott, VP-Finance

Greetings everyone! I hope you are well into the Fall spirit with Halloween just around the corner. Our Central MN APICS Chapter is off and running with a full slate of activities to start the new fiscal year. We've held two PDM's, with September 11<sup>th</sup> being an informational session titled "What APICS has to Offer", and October 2<sup>nd</sup> was a great tour at Spee-Dee Delivery Service, Inc. A big "Thank You" goes out to Donald Weeres & company for sharing their business process and insights. We are also currently hosting two CPIM Certification Review Classes this fall, Basics of Supply Chain Management (BSCM) and Master Planning of Resources (MPR).

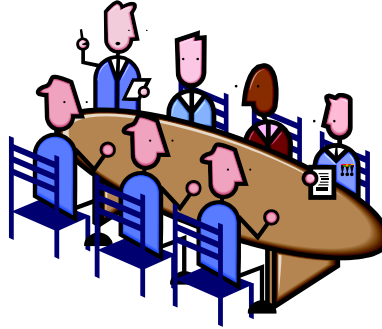
Unfortunately though, due to lack of attendance, we had to cancel our October 12<sup>th</sup> Lean Six Sigma seminar with Ron Crabtree from MetaOps. Ron is a knowledgeable, dynamic, and internationally recognized speaker that would have for sure brought each of us some value we could bring back to our companies on a topic that is very current and relevant, with a location and price that couldn't be beat for those of us here in Central Minnesota. We are going to work with Ron to organize another seminar later on, but in the mean time, our CEMN APICS Board would like to hear from you as to why this seminar did not appeal to you and/or what topics are of interest for you and your company for both Seminars and PDM speakers. Please either call or email any of the Board members listed on the back page of this newsletter with any comments or suggestions that you have.

One of the Board's key goals this year is to increase membership and involvement in our local Chapter events. We have several strategies in place to accomplish this goal. We are working on ways to better market the value and benefits of membership. John Lien presented this initiative at our September PDM, where we introduced the forming of a "Membership Team", on which we are looking for non-Board volunteers to meet periodically to bring new ideas and get involved, but with limited commitment and time invested. We are trying to reach out in a better way to our Student Chapter, and we are working on creating membership packets and tool kits for existing and potential members, to help tell the story of the value to be gained from active membership in APICS. Finally, we are working to formalize the "Company Coordinator" relationship, which is key to keeping the APICS educational opportunities front and center for our group membership companies.

In addition to all of these membership initiatives, we will also be working to establish a better connection, and get more feedback and involvement at our events from you, our customer. We are working on a plan to go paperless with all of our communications and possibly even provide online event registration. These new capabilities would: a) give you better access to all the information you need online, b) give us the ability to do electronic surveys with our customers to get better feedback on what programs and events you want to see, c) allow us to maintain a centralized contact database, and d) reduce printing, paper, and postage costs by sending out our monthly newsletter electronically instead of on paper.

Our Board is looking forward to these exciting changes that will allow your APICS affiliation to bring even greater value to you and your company. I encourage all of you to speak up and let us know how we can better serve you. We are always listening and have a broad array of resources at our fingertips that can be leveraged to improve your skills and your company's efficiency. I wish you well and look forward to seeing you at a future APICS event.

# Call for Committee Members!



The membership services team, made up of the VP-Membership and VP-Marketing, are recruiting to form a committee to support our initiatives to grow our membership base. Membership is the key to our chapter's success and this is a great opportunity for you to get involved without having to commit to a board position.

The committee will be meeting in October to discuss objectives, goals, and potential projects to help meet our overall strategic membership goals. The committee will be coordinated through our VP-Marketing John Lien, please contact John (see contact info in the board member section) if your interested.

## Going Paperless by Jan 1<sup>st</sup> 2008

As we transition to a paperless system, we will be asking for your e-mail addressees and updated contact info to ensure our electronic database is accurate. If you currently receive a paper newsletter, or if your not on our electronic mailing list, or if your contact info has changed, please send your name, member status, APICS ID # (if a member), company, e-mail address, home or work address, and phone # to Dave Gerhardson [mailto:David\\_Gerhardson@newflyer.com](mailto:David_Gerhardson@newflyer.com).

### 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. This is a crucial link Between our chapter and the companies we serve.

3 M Alexandria Abrasives  
DeZurik Water Controls  
Gold'n N Plump  
Hunt Technology  
New Flyer  
Redball LLC  
Suttle Appartus  
The Antioch Company  
Trivirix

Andrew Pung  
Sandy Machula  
Darrell Watcrott  
Barb Hammer  
David Gerhardson  
Kim Benson  
Sharon Haley  
Deb Eisenshenk  
Craig Kissinger

### Welcome to these new APICS Members:

Randall Murrah  
Timothy Packard  
Bev Messer  
Steve Schoot  
Don Sorby  
DCI Incorporated  
The Antioch Company  
Clarke Engineering Tech

### Thinking about joining APICS?

APICS members can take advantage of discounts on exam fees, seminar and certification class fees, APICS bookstore items, certification self study materials, and more. As an APICS member you get a free subscription to the APICS magazine and access to the career center where you can search hundreds of career opportunities. There are many additional benefits, to find out more, check out the membership portion of APICS.org via the following website → <https://www.apics.org/Membership> or Contact your local CEMN VP-Membership Scott McLaughlin (see contact info in the board member section) to find out how you can become a member.

## CEMN Educational Calendar

### **CSCP Certification Review Class**

Spring course offering:

Certified Supply Chain Professional  
Tuesdays (13 sessions – 5-8 pm)  
Dates - Feb 5<sup>th</sup> – Tues April 29<sup>th</sup>, 2008  
Instructor – Andrew Pung ([apung@mmm.com](mailto:apung@mmm.com))  
Location - Alexandria Technical College –  
Customized Training Center

For more information:

<http://www.cemnapics.org/> (CSCP page)  
<http://web.alextech.edu/web/Default2.aspx?pid=425>

### **CPIM Certification Review Class - Detailed Scheduling & Planning**

Certified Production & Inventory Management  
Dates: TBD (Starting in Feb, 2008)

Instructor – TBD  
Location - TBD

For more information:

[www.cemnapics.org](http://www.cemnapics.org) (“APICS Classes” page)

## Central Minnesota APICS Board of Directors

Position Open  
(Acting President Andrew Pung)

Position Open

Darrell Watercott  
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Scott Imhoff

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