



Central Minnesota Chapter - P. O. Box 457, St. Cloud, MN 56302 February, 2008
Visit us at: www.cemnapics.org

February Professional Development Meeting/Tours

Tuesday, February 5th, 2008

February 5th, 2008 PDM is a Joint Meeting with Tri-State Manufacturers!

Make an afternoon of it and join us for not one, but TWO plant tours. Then stay for the networking, dinner and a great presentation!

The first tour starts at 2:30 hosted by:

Tastefully Simple

1920 Turning Leaf Lane SW, Alexandria

www.tastefullysimple.com



In a departure from the typical manufacturing plant, TSMA members are invited to tour Tastefully Simple in conjunction with the February 5 meeting. With 25,000 consultants nationwide, as well as 350 employees headquartered in their 200,000 square foot facility in Alexandria, Tastefully Simple has achieved tremendous success since the company was founded in 1995. Sales reach \$138 million last year. The tour will provide insight about warehousing and distribution, off-site sales teams, motivation techniques, personnel issues, corporate culture, etc.

Directions: From I94, exit on Hwy 27 (exit #100) and go slightly east to Cty Rd 45. Continue north 2.5 miles on Cty 45 and turn right into the Tastefully Simple parking lot.

The second tour starts at 4:30, hosted by:

Donnelly Custom Manufacturing

105 Donovan Drive, Alexandria

www.donnmfg.com



The second plant tour is scheduled at Donnelly Custom Manufacturing from 4:30 - 5:30 p.m.

Specializing in injection molding of thermal plastic, Donnelly Custom Manufacturing employs 200 people at its 100,000 square foot facility in Alexandria. Since 1984, Donnelly's business has been organized for short-run manufacturing excellence. By implementing ISO9001: 2000 standards, a Manufacturing War Room, Theory of Constraints management, Lean Manufacturing, and other techniques to support the goal of continuous improvement, Donnelly is setting the standard for "How short run is done."

Directions: From Hwy 27 east, turn left on McKay Ave. Then make a quick left on Donovan Drive.

After the tours please join us at the Holiday Inn, Alexandria for networking, dinner and a presentation:



**"Forging New Partnerships:
How to Thrive in Today's Global Value Chain"**

Presented by: **Tom Murphy**, RSM McGladrey

How does your firm serve global markets, harness innovation, finance investments, and build skilled worker pipelines? Compare your practices against the best practices of small and mid sized manufacturers. This session, presented during the business meeting, is based on a new report, the second of the Small and Medium Manufacturers series, which was jointly developed and produced by NAM, the Manufacturing Institute, and RSM McGladrey. Learn the obstacles and risks of participation in today's global value chain versus the supply chain of the past and gain an understanding of how leading manufacturers have turned this challenge into opportunities. Tom Murphy oversees RSM McGladrey's largest industry practice – manufacturing and wholesale distribution. As industry practice leader, Murphy ensures delivery of high quality service offerings that respond to the changing needs of midsized manufacturers, wholesalers and distributors.

Agenda:

2:30 - 4:00 PM TOUR: Tastefully Simple

4:30 - 5:30 PM TOUR: Donnelly Custom Mfg.

4:15 - 5:30 PM Tri-State Quality Council

5:30 - 6:00 PM Social Time

6:00 - 8:00 PM Dinner & Business Meeting held at the **Holiday Inn Alexandria** Located at the Intersection of I94 and Hwy 29 West.

MENU: Lasagna Dinner

This month only a reduced cost: \$15.00 per person

Please make reservations by Noon, on Thursday, January 31, 2008 with Doris Illies at Wacosa.

Phone: 320-309-0917; Fax: 320-259-4679; Email: dillies@wacosa.org

APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after January 31, 2008 will be billed

Officer's Corner

Supply Chain Initiatives for the New Year

By Marjorie LaTour, CEMN APICS Past President

After eight years of active involvement with the CEMN APICS Board of Directors, I am now enjoying the more passive role of Past President. This has allowed me more time to spend on investigation of the APICS Body of Knowledge, particularly the new Supply Chain Certification course.

For the past ten years, after selling my interest in a small fiberglass manufacturing company, I have been employed by RTE, a technology company providing ERP solutions throughout a five-state area. In my sales role at RTE, I have the opportunity to meet with companies who are currently using SYSPRO Software or considering new ERP software to look for ways that technology can help them become more profitable.

Although these companies are diverse in what they produce and how they do it, there seems to be a common thread among them about the challenges they face in their business. A few years ago, inventory control – what do we have and where is it located – was a common theme. Today, most companies have improved inventory accuracy through implementation of regular cycle counting processes and due diligence in tracking inventory. A common need among many manufacturing companies today centers on better supply chain management processes.

At the heart of supply chains is your relationship with your customers and suppliers. The APICS Dictionary describes customer relationship management as “A marketing philosophy based on putting the customer first,” and goes on to include the collection and analysis of information for use by sales and marketing in making decisions to support customer needs. This may mean an adjustment of philosophy within your organization to a customer-focused way of doing business. How well is your company doing on developing processes that put the focus on your customer's needs?

Supplier relationship management is all about developing relationships to ensure mutual profitability while still meeting marketplace needs. Supplier relationship management will normally involve only your company's key suppliers and will entail a greater sharing of information and collaboration – possibly even an integration of business processes.

How can technology enable better relationships with customers and suppliers? One of the 'hot' products in the software world today is CRM – a software tool for tracking activities and interaction with customers (or suppliers), tracking future sales opportunities with current or existing customers, tracking the results of marketing efforts to assure that they are producing results, and providing customer service through product returns or repairs. What tools is your company using to enable greater information sharing with your customers and suppliers?

Another buzz word you may hear is SOA – Service Oriented Architecture – which simply means software that is designed to allow for flexible sharing of services created by a service provider. Services are software pieces that connect applications, or have stand-alone functionality, and are governed by standards. An example of a service could be a credit checking facility. The results of using SOA are a dramatic decrease in application development time because many portions of an application can be reused. As an example, a web –based order entry system that is integrated with your ERP software would use the business rules of the ERP software for functions such as credit checking and inventory availability.

While many Tier 2 software products today are completely compliant with SOA, many others are just starting down that path. A good resource to research and compare software functionality is <http://www.technologyevaluation.com/> It is also an excellent source for White Papers and Case Studies on the newest technology solutions available on the market.

Going Paperless by Jan 1st 2008

Going, Going, Going Paperless

Our Drive to paperless communication is nearing reality, but it's not quite ready as this Newsletter edition needed to be delivered. We are sending a PDF version to everyone we have email addresses for and paper copies to the rest of our list. If you received a paper copy, and want to continue receiving our Monthly Newsletters, please send your name, company, email address, home or work address, and phone #'s to Dave Gerhardson at David_Gerhardson@Newflyer.com. Next month, when the March Newsletter goes out, we plan to be fully transitioned to the new website, and no paper copies will be sent. Everyone on our contact list will receive an email with links to the new site, where a PDF of the Newsletter will be available, along with links to other Chapter information. Prior to that March Newsletter going out, we hope to be able to send an email to everyone introducing the new site, it's features and links. Thanks for your patience during our transition and we appreciate you sending us your contact information.

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
RTE
Malco Tools

Andrew Pung
Sandy Machula
Darrell Watercott
Barb Hammer
David Gerhardson
Kim Benson
Sharon Haley
Deb Eisenshenk
Craig Kissinger
Marjorie LaTour
Val Peterson

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 Classes

Basics of Supply Chain Management

St. Cloud
Wednesdays (10 sessions – 6-9 pm)
Dates - Starts Wednesday Jan 30th
Instructor – Bruce Skalbeck
Location – New Flyer

Hutchinson
(10 sessions – 6-9 pm)
Dates: Starts mid February
Instructor – Barb Tessmer
Location – TBA

Alexandria
Mondays (10 sessions – 6-9 pm)
Dates - TBA
Instructor - TBA
Location - TBA

For more information:

www.cemnapics.org ("APICS Classes" page)
Contact Dave Gerhardson VP-Education

Central Minnesota APICS Board of Directors

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Position Open

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