

November Professional Development Meeting/Tour

Mark your calendar for the November 11th Central MN APICS Professional Development Meeting! This month we have added a special pre-tour meeting starting at 5:00 p.m. to learn more about Alexandria Extrusion's "Qroc Teams". After the tour, stay for a quick examination of the most recent demographic and economic statistics for Central Minnesota, along with a look at future projections.



Welcome to Alexandria Extrusion Company

Alexandria Extrusion Company is an ISO 9001:2000 certified supplier of [precision aluminum extrusions](#), including advanced engineering services and aluminum extrusion [design assistance](#). We offer custom aluminum extruded products with the highest degree of quality and tightest tolerances afforded through the aluminum extrusion process.

Our state of the art aluminum extrusion and fabrication facility offers our customers an extensive line of value-added aluminum extrusion services such as:

- [Fabrication and machining of aluminum extrusions](#)
- [Mechanical finishing](#)
- [Aluminum anodizing](#)
- [Powder coating and liquid paint](#)
- [Extrusion prototyping and testing](#)
- [Extrusion design assistance](#)
- [Variety of aluminum alloy selections and assistance](#)
- [Bending](#)
- [Stretch Forming](#)
- [Engineering and fabrication teams](#)
- [Specialty punching processes](#)

With [over 40 years of experience](#), Alexandria Extrusion Company (AEC) can help you from [prototype development](#) through final production. The end result: an aluminum extrusion that effectively meets your exact specifications.

AEC designs and manufactures aluminum extrusions using [6000 series alloys](#): 6005, 6060, 6061, 6063, and 6463 including customer specific specialty alloys 6XXX.

We have integrated [Quick Response Manufacturing](#) principles throughout the estimating, design, engineering, tooling, 3 extrusion press areas (2-7", 3.5"), entire value-added machine shop, [quality-inspection laboratory](#) and shipping departments to offer the shortest lead times possible in the aluminum extrusion industry.

AEC's degreed machinists, certified aluminum extruders and CNC programmers work together to take advantage of the [technological innovations](#) for which Alexandria Extrusion Company has been recognized by Minnesota Technology and the Minnesota High Tech Association - TEKNE.

Our customers agree that AEC's comprehensive knowledge of critical resources and services needed to produce a quality, machineable aluminum extrusion, is continually bolstered with outstanding in-house machining capabilities, and has set us apart from all the rest. Experience and knowledge make Alexandria Extrusion Company a strategic choice for your custom aluminum extruder.

Qroc teams that are currently set-up to handle all the needs of the customers they are assigned to. We have 4 teams that do estimating, process control, customer service and scheduling of their customer's orders. They are broke into 4 markets; 1) ex-plus, 2) medical, 3) power tools & linear motion,4) all others.

Alexandria Extrusion Company | 401 County Road 22 NW | Alexandria, MN 56308 • Phone: 320-763-6537

About our speaker:

Cameron Macht, serves as the Regional Labor Market Analyst, for the State of Minnesota, Department of Employment and Economic Development.

Location:	Schedule:	Cost:		
Alexandria Extrusion	Registration	4:45	Non-members	\$25.00
	Q-Teams meeting	5:00	Members	\$20.00
	Tour	5:30	Students	\$10.00
	Speaker and dinner	6:30		
	Wrap up	7:45		

Dinner will be Chicken and Roast Beef catered from the Depot in Alexandria.

Please make reservations by Friday, November 7th on our web site at www.apicscmn.org.

APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after noon on Monday November 10th will be billed.

Officer's Corner

By David Gerhardson VP-Education

The Central Minnesota chapter is pleased to announce our first Certified Supply Chain Professional (CSCP) offering. CSCP focuses on the entire supply chain. It looks from the supplier through operations to the end user. The information is presented in four modules.

Module 1: Supply Chain Management Fundamentals. Users will learn how to develop a supply chain strategy that aligns with corporate strategy. Included in the module is information, which shows how a successful supply chain adds value to the organization.

Module 2: Building Competitive Operations Planning and Logistics. This section looks at understanding natural dynamics within the supply chain to optimize performance and profitability. It teaches how to evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy.

Module 3: Managing Customer and Supplier Relationships. Effectively using customer data to improve service performance and increase value to both suppliers and customers. This module also shows how to understand the strategic importance of purchasing and supply relationships.

Module 4: Using Information Technology to Enable Supply Chain Management. Understanding the innovative technologies that enable collaborative commerce and global visibility. It also shows how to apply technology to enhance performance of distribution, reverse logistics, and global supply chain communications.

As you can see from the modules listed above CSCP provides a broad knowledge and understanding in the areas of supplier and customer relationship management, international trade, the use of information technology to enable the supply chain, and physical logistics. It extends beyond internal operations to encompass the entire supply chain and maximizes the value chain by effectively managing integration of activities.

We have 12 people in our current CSCP class, which is taught in 10 – 3 hour sessions. Our next class offering is now on our Calendar of Events starting in January.

Another exciting offering is the APICS Lean Enterprise workshop. In the spring of 2009 we will be offering an instructor led workshop which will cover all aspects of Lean Enterprise. Details on the date and cost of the workshop will be available shortly.

If you or your company has questions on future offerings please contact me. I will be happy to work with you to develop an education program to fit your needs. I can be reached at david_gerhardson@newflyer.com.

What you missed at the last seminar . . .

By VP of Seminars Mark Bashans, CPIM , CSCP

Project Management for Operations Management Professionals Seminar October 10th, 2008

Mike Loughrin from Transformance Advisors, a long-time member and instructor for APICS, presented this seminar on Project Management.

Mike explained and showed, through his exercises, the difference between a program and a project as well as how to best deal with either one. We started off with effective beginnings to help us understand what helps get a project off to a great start. We learned some helpful organization techniques along the way.

We then moved into implementation techniques to help understand which methodology one should use, from Six Sigma, lean, TOC and others. We discussed the complete importance of accurate inventory controls as well as value stream mapping. We developed a project plan for a real project that we want to work on and used as examples. Defining milestones and measurement importance was reinforced as well.

We discussed the 14 qualities of a leader and also the 7 habits of highly successful people in depth. As a group we also learned how to work within your center of influence and control. Finally, we covered the topics of ruthless prioritization...how to prioritize and hit your objectives. Scope creep was a very big topic, as we all have encountered it in our everyday lives.

Our final journey was down the path of rescuing a project going bad. Define your current situation and regroup the team. This step may be unpleasant but absolutely must be done if your project is failing!

We had a great day, with a very diverse cross section of folks in different stages of their careers as well as different jobs. Thank You to all that made this a successful event! Great food and a great topic / speaker all added up for a wonderful session.

With warm regards,
Mark Bashans VP of Seminars Central MN APICS

THE UN-COMFORT ZONE with Robert Wilson

Will You Freak-Out or Hunker Down?

Sometimes motivation is forced upon us. We are thrust into the Un-comfort Zone. And, whether we sink or swim depends on how we respond to the situation. How do you react during a crisis?

Here are the stories of two men who faced a crisis late in life and how they dealt with it. One was a restaurant owner; the other a janitor. The former went into bankruptcy at an age when most people retire, and the latter was fired from a job he'd had for nearly 20 years.

The restaurant owner enjoyed a successful business in a small town at the edge of the Appalachian Mountains. It was a great location along busy U.S. Route 25. And, because he offered the best food and service around, his eatery was jammed from sunup to sundown. But it wasn't to last.

The janitor started his job at St. Peter's Church in London as a teenager. Over the years he married and raised a family and enjoyed a perfectly predictable profession with solid job security. That is until the new vicar came along.

Over the course of 26 years, he was honored by the state governor for his recipes; and was praised by famous restaurant critic, Duncan Hines, in his column Adventures in Good Eating. Then in 1956, the new super highway bypassed the little town. It's amazing the difference just a few miles can make. Two years later the restaurant was closed and the property auctioned off to pay creditors. At 64 years old, the restaurant owner was broke.

It was around the turn of the twentieth century when the new vicar, a stickler for decorum, took over St. Peter's Church. When he learned that the janitor could not read, he gave him three months in which to learn. Quite depressed by the news, the man thought it might make him feel better if he smoked a cigarette.

Unable to afford the cost of opening another restaurant closer to the highway, he reviewed his assets. All he had left was his knowledge and the delicious recipes that made his food so popular. So, he got into his car.

As he walked home, the janitor searched for a tobacco shop. There was usually one on every block, but there were none near the church. He walked block after block without finding one. By the time he reached his house he knew exactly what he was going to do.

Town by town, he drove, stopping at every restaurant along the way. He told the owners they would be more successful if they served his secret recipes under his brand name and paid him a royalty. Two years later, in 1960, he had 400 restaurants serving his food. By 1963 he was making a profit of \$300,000 per year. And, in 1964, Colonel Harlan Sanders sold Kentucky Fried Chicken to investors for \$2 million, plus a lifetime salary of \$75,000 per year.

With his meager savings, he opened a tobacco shop near the church. It was an immediate success. His profits went to open a second, then a third and before long he had thriving tobacco shops all over London. Ten years later, he met with his banker about investing his earnings. The banker gave him some papers to sign. The man asked the banker to read the papers to him, explaining that he didn't know how. Shocked, the banker exclaimed, "You are so successful, just think where you'd be today if you could read!" Albert Edward Foreman smiled and sighed, "I'd be the janitor at St. Peter's Church." (Based on a true story by Somerset Maugham)

Did you know that in Chinese, the symbol for the word "crisis" is the same symbol used for the word "opportunity?" Two sides of the same coin. In other words, it's all in our perspective. Will you find the opportunity in your next crisis?

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.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.

Malco Tools	Val Peterson
Sartell Valves, Inc.	Sandy Machula
Gold'n Plump	Darrell Watercott
3M Inc. Hutchinson	Kristin Radunz
New Flyer	David Gerhardson
Redball LLC	Kim Benson
Suttle Appartus	Sharon Haley
The Antioch Company	Deb Eisenschenk
Trivirix	Craig Kissinger
Rt Enterprises	Marjorie LaTour
3M Inc. Alexandria	Scott Mclaughlin

Thinking about joining APICS?

APICS members can take advantage of discounts on exam fees, seminar, PDM, 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 Central MN Chapter Membership VP, Kris Radunz at VPMembership@apicscmn.org to find out how you can become an APICS member!

Welcome new members

David Torry	SCSU Student	Matthew Yonkovich	SCSU Student
Victoria Lintgen	SCSU Student	Derek Kunkel	SCSU Student
Thy Ho	SCSU Student	Katie Voigt	SCSU Student
Robert Kriedermacher	SCSU Student	Jenae Swanson	SCSU Student
Benjamin Johnson	SCSU Student	Emily Girtz	SCSU Student
Doug Slipka	SCSU Student	Katie Boots	SCSU Student
Robert Diede	SCSU Student	Shale Edman	SCSU Student
Brandon Johnson	SCSU Student	Nicholas Justin	SCSU Student
Boris Mitov	SCSU Student	Joseph Schwarzkopf	SCSU Student
Steven Wetterling	SCSU Student	Roger Young	SCSU Student

Central MN Chapter's Education Calendar

CPIM and CSCP Certification Review Classes

Alexandria Class

Master Planning of Resources

Date – Mondays (starting Jan. 26th)
Instructor – Peggy Angell, CPIM, CIRM
Location - Alexandria Extrusion

Hutchinson Class

Detail Scheduling and Planning

Date – Wednesdays (starting Jan. 14th)
Instructor – Barb Tessmer, CPIM
Location – Hutchinson Technology, Inc.

St. Cloud Classes

Strategic Management of Resources

Date – Mondays (starting Dec. 1st)
Instructor – Dr. Bruce Skalbeck, CFPIM, CIRM, CSCP
Location – New Flyer

CSCP Certification Class

Date – Tuesdays (started Oct. 14th)
Instructor – Les Forman
Location – New Flyer

For more information and to register for classes visit:

www.apicscmn.org ("Calendar of Events" page)

or Contact Dave Gerhardson VP-Education at VPEducation@apicscmn.org

APICS develops new 7-module "Lean" course

APICS released a seven session course "Lean Enterprise Workshop Series" earlier this year and began instructor training in June. Bruce Skalbeck attended a 3-day instructor training workshop in St. Louis, MO in late July. The 7-state Heartland District sponsored the training and had 16 instructors in the 3-day event.

The seven modules or workshops trace the "Lean Transformation Roadmap" that was developed by the course development team:

- Introduction
- Lean Culture
- Value Stream Mapping
- Stability & Process Improvement
- Just-in-Time
- Measuring
- Sustaining

The course is structured for seven 4-hour sessions with significant hands-on exercises included. An important aspect of the course is "Murphy's Toys", a case study that traces a toy manufacturing company's lean transformation.

Central Minnesota APICS is excited about this new courseware and is making plans to offer this course this fall. Watch your newsletter and e-mail announcements for further developments.

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