

APICS The Association for Operations Management

Central MN Chapter

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

February, 2009

Visit us at: www.apicscmn.org



Central MN APICS February 3rd 2009 Professional Development meeting features a tour of the new National Vision plant followed by speaker Jan Hepola from Enterprise Minnesota. Jan will present a shortened version of "Training With-in Industry-Job Relations". Job Relations is a proven problem solving method used by supervisors that teaches to get the facts, weigh them, make the decision, take action and check results.

National Vision is the 4th largest retail chain in the country with approximately 500 stores. We have 4 retail formats and an internet contact lens business.

We have 3 labs in the country; St. Cloud, Pennsauken, NJ and a lab attached to our home office in Lawrenceville, GA. There are about 550 lab employees.

National Vision moved into the new 43,000 sq. ft. plant on the week of December 15th, 2008. We should have the capability of doing at least 35,000 jobs a week in the new plant.

Jan Hepola has over 15 years experience in analyzing the training needs of organizations, and creating and delivering programs that develop business leaders. Ms. Hepola has qualified with the TWI Institute as a Certified Trainer of the Job Relations and Job Instructions programs. These programs develop the leadership, problem solving, and instructional skills of front-line supervisors and team leads. She is also a certified Social Styles program trainer, which focuses on building effective communication skills with teams, supervisors, salespeople and managers.

Ms Hepola brings leadership experiences as a program lead, staff supervisor, and project manager (in both private and public sector organizations) to her role as a facilitator and trainer of the frontline leadership development services offered by Enterprise Minnesota.

Ms Hepola holds her Bachelor of Science in Human Relations from the University of Minnesota and has continued with graduate work in business, leadership development and organizational management. She is certified as a TWI Instructor by the Central New York Technology Development Organization, Inc., and as a Social Styles Trainer by TRACOM Corporation.



Enterprise Minnesota is a consulting organization that helps the state's manufacturers become more efficient, grow business, and compete globally. They have helped thousands of Minnesota companies achieve recognizable and repeatable results. Chartered by the Minnesota State Legislature in 1987, Enterprise Minnesota is an affiliate of the U.S. Department of Commerce National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership) (MEP). As the state's sole NIST/MEP network affiliate, Enterprise Minnesota works with manufacturing companies to create and retain high-wage jobs, and strengthen Minnesota's economic vitality. Their offices are located in Minneapolis, Bemidji, Moorhead and Owatonna. Find out more online at www.enterpriseminnesota.org.

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The tour, dinner and presentation will all take place at National Vision, located at 3400 Energy Drive, St. Cloud MN 56304. **Directions: Take Hwy 23 East out of St. Cloud. After going 3 miles east of the Hwy 10 overpass, turn right on 35th Ave SE (also know as Co Rd 8, Dusty's Bar is on SE corner of the intersection), go 1/2 mile south and National Vision will be on the Right side, just south of the Donlin Company.**

Schedule:		Cost:	
Registration	5:15	Non-members	\$25.00
Plant Tour	5:30	Members	\$20.00
Buffet Dinner	6:15	Students	\$10.00
Speaker	6:30		
Wrap up	7:30		

Dinner will be a Chicken buffet catered by Creative Catering.

Please make reservations 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 February 2nd will be billed.

Officer's Corner Seminars and Workshops

By Mark A Bashans CPIM, CSCP, V.P. Seminars

Greetings to all! Please allow me to introduce myself to the Central MN APICS community. I am a Supply Chain Analyst for the 3M Company located in Hutchinson, MN. We are 3M's largest manufacturing facility in North America. We make a very broad range of products for consumers and industrial applications from the famous Scotch ® Scotch-Blue™ painters tape, Post-It ® notes and Post-It ® flags, Scotch ® Premium vinyl electrical tapes, and of course Scotch ® Transparent and Magic tapes. And the list goes on....

I am now in my second year as VP of Seminars and the first year flew right by. We held a successful all day seminar on Project Management in October 2008. Thanks to all of the members who requested and supported this seminar offering. We are currently working on planning a joint event with the Twin Cities chapter this spring. Topic and dates will be announced when they are available.

I attended the APICS expo in Kansas City this year, and enjoyed every minute of it. It was a fantastic opportunity to meet members from all walks of life as well as many students. I was fortunate to be asked to be a mentor this year which was also a rewarding experience. For all who attended or have read any of Abe Eshkanazi's speeches, there was a very clear message: Operations Management & Supply Chain professionals will be key players in most all businesses successes.

We are currently experiencing a time like no other time with the current economy and recession. It will be especially necessary during this critical time for Supply Chain professionals to really shine and prove the true value of what we do. We will all need to work diligently at reducing costs wherever we can...from raw material supply to finished goods inventories. We must communicate clearly and proactively with our suppliers to help them be successful as well. It will be in our control to reduce inventory and free up needed cash for our companies to make it through this challenging time and even prosper.

Please remember that the APICS community is always available to seek out best practices and advice. Feel free to contact any of the board members at any time with questions. I am currently working on ideas for a spring seminar and any suggestions will be welcome and considered.

Thanks for your time, and best wishes for 2009.

Mark A Bashans

THE UN-COMFORT ZONE with Robert Wilson

What Drives Your Desire?

It was love at first sight. I was a 15 year old working as a parking lot cashier, when a brand new car pulled up to the booth. I'd never seen anything like it; it was a new model from Toyota called Celica. Approaching the legal driving age, I dreamed of owning a car. Now my dream had a form. For the next two years, I saved all my money and during that time a Celica couldn't come within my peripheral vision without my noticing it. It was the only car I wanted. I went to the showroom dozens of times to sit in it, feel it, smell it. I talked with every owner of one who passed through my parking lot. I was driven.

Unfortunately, a new one was too expensive, so I looked in the newspaper every day for a used one, but I was always more than \$1,000 short. At 17 and half years old, borrowing my parents car was painful. The desire and the peer pressure to own a car – any car – was nearly overwhelming, and my dream was wavering. My friends began suggesting cars that I could afford. Then my Dad introduced me to a car wholesaler. When I met with him, I reluctantly gave him a list of cars I thought I could afford. As we talked about them, he seemed to sense my lack of enthusiasm. He pressed me, “Are there any others you're interested in?” “Well... there's the Toyota Celica,” I replied, “but I know I can't afford it.” He jotted it down and said, “You let me worry about that.” My eyes lit up as he asked me about colors and options. Then he drew a big circle around the word Celica. Less than a week later, he phoned me. He found one I could afford. It had a small dent in the fender which I could fix for under \$100. Cha-ching Desire satisfied.

When was the last time you were obsessed with something? Desire is a powerful motivator, but unlike Fear it cannot be easily triggered. Oh, sure, I can create a television ad depicting a thick juicy steak sizzling on a grill and make your mouth water. Maybe I can even get you off the couch and into your car to go get one. As a marketer, an employer, or even as a parent, I can plant the seeds of desire, but in order for it to blossom, it must develop from within. Once it takes root, Desire has the amazing ability to drive itself. When it becomes very powerful, we call it Ambition. So few people reach this level, that we use the word Hunger to describe it, because that is a Desire that everyone can understand.

When you observe the world's most successful people - - in business, sports, or politics - - you see that Desire takes precedence over every other aspect of their lives. As Frank Sinatra sings in *I've Got You Under My Skin*: “I'd sacrifice anything come what might.” Most us have many things we are unwilling to sacrifice. Family and friends are two of the most common. Winners give their Desire complete attention, focus and energy. Michael Jordan is an excellent example; he became one of the greatest basketball players by making 2000 practice shots everyday. Are you that dedicated to your dream?

On the other hand, perhaps you gain more satisfaction from your hobbies than your work. In that case, you probably wish you could spend more time pursuing them instead of your job. That is because pleasure is the force that fans the flames of Desire. Marsha Sinetar in her book *Do What You Love the Money Will Follow* writes: “When you study people who are successful...it is abundantly clear that their achievements are directly related to the enjoyment they derive from their work.” Are you ready to give up everything for your Desire?

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.

Welcome new members

David Johansen

Sappi

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
Sartell Valves, Inc.
Gold'n Plump
3M Inc. Hutchinson
New Flyer
Suttle Appartus
The Antioch Company
Trivirix
R T Enterprises
3M Inc. Alexandria
Team Industries

Val Peterson
Sandy Machula
Darrell Watcott
Kristin Radunz
David Gerhardson
Sharon Haley
Deb Eisenschenk
Craig Kissinger
Marjorie LaTour
Scott Mclaughlin
James Russ

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!

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

Detail Scheduling and Planning

Date – Wednesdays (starting April 1st)
Instructor – TBA
Location – Alexandria Extrusion

St. Cloud Class

Basics of Supply Chain Management

Date – Wednesdays (starting March 4th)
Instructor – Dr. Bruce Skalbeck, CFPIM, CIRM, CSCP
Location – New Flyer

Hutchinson Class

Detail Scheduling and Planning

Date – Wednesdays (starting Jan. 28th)
Instructor – Barb Tessmer, CPIM
Location – Hutchinson Technology, Inc.

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 in the near future. Watch your newsletter and e-mail announcements for further developments.

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