



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

September, 2009

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

---

**Make plans to attend Central MN APICS meeting and tour of Newman's Manufacturing on September 15<sup>th</sup>, 2009.**



Join us for a tour and Professional Development Meeting at **Newman's Manufacturing – Free Time By The Best.** To learn more about Newmans, visit [www.newmansinc.com](http://www.newmansinc.com)

You wrote your check...so how do you make the most out of your APICS membership? Today more than ever we are concerned about our Return On Investment. The Central MN APICS board will share with you ways to get the most Value out of your membership. This will help both members and nonmembers understand the Chapter and it's offerings, and what APICS can do for companies as well as individuals.

**Agenda:**

7:15 – 7:30 Registration

7:30 – 8:30 Breakfast & Board Presentation on Membership Overview & Value

8:30 – 8:00 Tour of Newman's Manufacturing

207 N Highway 10

Royalton MN 56373

320-584-5506

MENU: Breakfast Buffet

Register on-line at [http://www.apicscmn.org/events/100\\_538001.aspx?PROG=TOUR](http://www.apicscmn.org/events/100_538001.aspx?PROG=TOUR)

Please make reservations by Noon, on Friday, September 11 2009, APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after September 14, 2009 will be billed.

## Officer's Corner

By Darrell Watcrott, President

As I write this article for our September Newsletter, August is rushing by in a flash. The specter of the new school year and with it, the end of the lazy days of summer, seems to hurry August along as we are trying to wring the most out of the remaining days before Labor Day.

But fear not, your Central MN APICS Board has been busy embarking on the 2009-10 program year, and we are excited to start another exciting APICS year with you. We have welcomed the addition and contributions of several new members to the Board over the summer. They were introduced in our special edition June Newsletter, which highlighted the Awards, Recognition, and Accomplishments over the 2008-09 program year, and is still available on the [Newsletter Archives link](#) on our website. We'll get pictures added to our website's [Our Board page](#) as we get them in, so you'll be able to match a name to a face at our events. Be sure to get to know our Board, we are here for you!

2009-10 will be a challenging year. Most companies are just beginning to come out of a sort of furlough mode necessitated by the recession. I don't think boom times are anywhere near, but I hope we have hit the bottom and many companies are starting to make that climb back to better times. We on the local APICS Board, are hopeful that means an increased investment in your organizations long term growth and sustainability by utilizing the education and networking resources APICS has to offer. APICS Membership, Certification programs, and Networking Events are a great way to surround yourself with the experts in your field in helping to build for a more successful future for you and your company. APICS wants to help you achieve your goals and objectives by providing the best educational resources available in operations and supply chain management!

A big focus on our Board this year will be to better communicate the "Value" of APICS Membership. Come to our very first PDM on September 15<sup>th</sup> and you'll learn how to "Get the most Value from your APICS Membership", in addition to a great tour of Newman's Manufacturing! We have lowered the member cost of attending Professional Development Meetings this year, to further differentiate the "Value" of becoming an APICS Member. Whether you are a member or are still "kicking the tires", there's something at this PDM for all.

We'll be assessing and adjusting the pricing of all of our educational and networking events to coincide with this strategy of providing a better value to your membership. In addition, in the near future we'll be upgrading our website, at which time there will be many password protected "Members Only" areas to again, provide more value to our members. You guessed it, this is a good time to learn more about [becoming an APICS member!](#) I look forward to another exciting year with APICS and getting to know more of you. Please feel free to contact myself or any of the other board members. We want to make the Central MN APICS Chapter the best it can be by providing You, our members, what you need to succeed!

## **THE UN-COMFORT ZONE with Robert Wilson**

### *Thrown into the Driver's Seat*

On June 29, 1863, a 23 year old First Lieutenant received an unexpected promotion. The freckle faced, strawberry blonde, who graduated at the bottom of his class at West Point, was elevated directly to the rank of Brigadier General in the Union Army. He completely skipped over the traditional ranks in between of Captain, Major, and Colonel. As you can imagine such a promotion was met with skepticism, dismay, and envy by his former peers and superiors. Especially at a time when the South was winning against the North during the American Civil War.

Major General Alfred Pleasonton, who promoted the boy, saw his gamble put to the test just four days later in the Battle of Gettysburg. The young general was put in charge of the Michigan Cavalry and tasked with keeping Confederate General Jeb Stuart from attacking the Union Army's rear.

Was he up to the task? Could he keep that dubious star on his shoulder that so many wanted removed? Motivated by the desire to prove himself, George Armstrong Custer, his gleaming saber outstretched in front of him, led the cavalry charge and held the Union line. His successful leadership served as a crucial contribution to the battle that was the turning point in the North winning the war.

When leadership is thrust upon us, many of us are motivated to rise to the occasion. Sometimes, however, leadership must rise in a vacuum. What motivates us to become leaders when there are none?

A few years ago, five friends and I went white water rafting for the very first time. We went on the upper Ocoee River in Tennessee where the rapids are rated Class Four. Not exactly the best choice for beginners, but we had a competent guide, who gave us plenty of instructions on when and how to paddle. He was so good that we were the only rafters in a group of ten rafts that did not capsize and get soaked.

Then halfway through our trip, we went over a small waterfall. When our rubber raft hit the bottom it bent in the middle and folded up like a book. When it sprung back apart our guide was catapulted from the boat and landed several feet behind us. As our leaderless raft sped forward, getting further and further away from our guide, five of us thought, "Uh, oh, what are we going to do!" Before we could panic, my friend Bill started barking commands, "Left side four strokes! Right side two strokes!" With great relief we followed his orders and within minutes he had us safely out of the rushing white water and into the calmer water by the river bank where our guide was able to catch up to us.

A leadership role can jump start motivation. When you have the responsibility of guiding others, it forces you to guide yourself first. I have found that volunteering for leadership roles at work and for non-profit organizations to be self-motivating. Back in the early 1990's, I had a particularly bad year. My mother passed away, a business venture failed, and I had a falling out with my best friend. Needless to say, I was in a funk, and seriously needed something to move me out of it. That's when I learned that my community association needed a new President. It was a huge job with a two year commitment that required fund raising, event planning, managing several committees, and supervising dozens of volunteers. It consumed tons of my time, but it also taught me that I could do more in a day than I ever knew. During that same two year period, I launched two new businesses both of which became success stories.

(Continued on the Next Page)

As a manager, you can motivate your employees (or your volunteers) by giving them a mantle of leadership. Suddenly he or she will no longer be just another disaffected cog in the wheel. But with a position of responsibility, those persons will be empowered to do more and be more. Sure, it may require a greater effort on your part, but you will challenge their minds, expand their abilities, and imbue them with a sense of accomplishment.

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](http://www.jumpstartyourmeeting.com).

---

## Welcome new members

|                  |         |                    |         |
|------------------|---------|--------------------|---------|
| Paul Fleegel     | DeZurik | Anna Solomka       | Student |
| Warren Schmidt   | DeZurik | Bretta Edwards     | Student |
| William Cogliano |         | Erik Wuollet       | Student |
| Sharon Haider    |         | Jahnvi Chintakunta |         |
| Thomas Beechy    |         |                    |         |

---

## Central MN Chapter's Education Calendar

### *CPIM Certification Review Classes*

#### Alexandria Class

##### **Execution and Control of Operations**

Date – Tuesdays (starting September 1st)

Instructor – TBA

Location - Alexandria Extrusion

#### Hutchinson Class

##### **Basics of Supply Chain Management**

Date – Tuesdays (starting September 15<sup>th</sup>)

Instructor – Barb Tessmer, CPIM

Location – Hutchinson Technology, Inc.

#### St. Cloud Class

##### **Basics of Supply Chain Management**

Date – Mondays (starting September 28th)

Instructor – Bruce Skalbeck, CPIM CSCP

Location – New Flyer.

For more information and to register for classes visit:

[www.apicscmn.org](http://www.apicscmn.org) (“Calendar of Events” page)

or Contact Dave Gerhardson VP-Education at [VPEducation@apicscmn.org](mailto:VPEducation@apicscmn.org)

# Central Minnesota APICS Board of Directors

## President

Darrell Watercott  
Gold'n Plump Poultry  
Phone: 320-240-6240  
Email: [President@apicscmn.org](mailto:President@apicscmn.org)

## President-Elect

Position Open

## VP of Finance

Donna Messer  
DCI, Inc.  
Phone: 320-257-4354  
Email: [VPfinance@apicscmn.org](mailto:VPfinance@apicscmn.org)

## Past President

Marjorie LaTour  
RT Enterprises  
Phone: 320-252-6830 Ext.103  
Email: [PastPresident@apicscmn.org](mailto:PastPresident@apicscmn.org)

## VP of Marketing

Andrew Stevens  
Precision Inc.  
763-852-6740  
Email: [VPmarketing@apicscmn.org](mailto:VPmarketing@apicscmn.org)

## VP of Programs

Doris Illies  
Wacosa  
320-251-0087 ex 203  
Email: [VPprograms@apicscmn.org](mailto:VPprograms@apicscmn.org)

## Member At Large

Bruce Skalbeck, PH.D., CFPIM,  
CIRM, CSCP  
St. Cloud State University (retired)  
Phone: 320-255-3200  
Email: [MemberAtLarge@apicscmn.org](mailto:MemberAtLarge@apicscmn.org)

## VP of Seminars

Mark Bashans CPIM, CSCP  
3M Hutchinson  
Phone: 320-234-1666  
Email: [VPseminars@apicscmn.org](mailto:VPseminars@apicscmn.org)

## Faculty Advisor

Alex Polacco, MBA, CPIM  
St. Cloud State University  
Phone: 320-308-3935  
Email: [Facultyadvisor@apicscmn.org](mailto:Facultyadvisor@apicscmn.org)

## VP of Membership

Deann Elfering CPIM  
The Antioch Company  
Phone: 320-529-5318  
Email: [VPmembership@apicscmn.org](mailto:VPmembership@apicscmn.org)

## VP of Education

Dave Gerhardson  
New Flyer of America, Inc  
320-266-5326  
Email: [VPeducation@apicscmn.org](mailto:VPeducation@apicscmn.org)

## Programs Committee

Elaine Ohman  
Park Industries  
Phone: 320-229-3309  
Email: [ProgramsCmtty-Elaine@apicscmn.org](mailto:ProgramsCmtty-Elaine@apicscmn.org)

Mark Gough CPIM, CSCP  
3M Alexandria  
Phone: 320-763-6521 Ext. 220  
Email: [ProgramsCmtty-Mark@apicscmn.org](mailto:ProgramsCmtty-Mark@apicscmn.org)

Sandi Lambrect  
DCI, Inc.  
Phone: 320-257-4317  
Email: [ProgramsCmtty-Sandra@apicscmn.org](mailto:ProgramsCmtty-Sandra@apicscmn.org)