

Don't miss the January 5th Professional Development Meeting as we tour Cold Spring Brewing Company! We'll also have a local APICS Member presentation on Lean/Continuous Improvement. Please note this is a Lunch time PDM, see schedule details below.

Cold Spring Brewing Company Overview

History:

Cold Spring (Gluek) Brewing Company was the first brewery in Minnesota, starting out in Minneapolis in 1857. G. Heileman bought the brewery in the mid 60's. At this time G. Heileman was producing "La Croix" water in competition with Cold Spring Brewery's "Cold Spring Sparkling Mineral Water". Cold Spring was "beating them like a drum." To eliminate the competition G. Heileman traded the Gluek Brands in exchange for the water. This is how Gluek ended up in Cold Spring!

Ownership:

After the original owners, ownership changed twice, in the mid 60's and again in 1994. The bank foreclosed on the brewery and shut it down in 1995. Maurice Bryan was brought in as a consultant to find a buyer. In 1996 Bryan and 4 others bought the brewery. Over the past 6 years they were bought out by John Lenore from San Diego.

Capacity:

- 100,000 sq ft of brewing, batching and bottling facility
- 350,000 sq ft of warehouse (all new)
- Brewing capacity is 300,000 bbls annually
- Cold Spring Brewing Company is the largest brewery in Minnesota
- Cold Spring Brewing Company is the largest energy drink producer in the U.S.
- We are ranked 27th out of the top 50 brewers in the U.S.
- In total cases produced, we are in the top 10
- We are the preferred co-packer in the industry

Products:

- We produce beer, maltalternatives, energy drinks, sports drinks, soda and carbonated juices
- Beer is approximately 10% of our total business
- Juice is approximately 10%
- Energy Drinks are 80%
- Cold Spring Brewing Company has grown over 100% for the past five years

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Capabilities:

- We have 2 can lines and a bottle line
- In March, 2006 we added a dedicated 16oz can line and a dedicated 24oz can line
- We can package 5.75 oz, 8oz both slim and squat, 10oz, 12oz standard and sleek, 16oz, 24oz cans, and 32 oz cans
- We can do bottles in 7oz -22oz
- Secondary Packaging -12 packs and suitcases in paperboard for 12oz. We can tray or drop pack into corrugate 12,15,18,24, or 36 packs
- We have 3 Arpac shrink tunnels, 3 depalletizers and 4 palletizers
- We typically run 90,000-110,000 cases in a 24 hour period, depending on the product mix

The Cold Spring Brewing Company Mission Statement:

Cold Spring Brewing Company is a long-term leader in making and selling quality beer and non-alcoholic beverages.

Cold Spring Brewing Company is the preferred industry co-packer for beer and other non-alcoholic beverages.

We grow through increased market share in beer and other non-alcoholic beverages by increasing value to our co-pack partners.

We deliver profitable returns to invest in capital, in employees, and to increase value to our owner.

**The Single Purpose of Cold Spring Brewing Company:
Quality cases out the back door**

Event Speaker:

Doug Connell, Director of Process Control and Improvement, Gold'n Plump Poultry

Doug received his Bachelors of Science Degrees from the University of Minnesota in Geology (1982) and Saint Cloud State University in Industrial Engineering (1986). After receiving the Industrial Engineering Degree he started working for Gold'n Plump Poultry in 1986 and has been there full and part time ever since. Major accomplishments have been two U.S. Patents, successful process and facility designs at Gold'n Plump Poultry, starting a technology company, Pure Technology of St. Cloud in 1996, and the beginning of his Continuous Improvement Education. Doug has worked in various engineering and new product development functions at Gold'n Plump Poultry and his current title is Director of Process Control and Improvement. He received his Six Sigma Black Belt training in 2005 from Pinnacle Partners, started his Lean training in 2007 with Pinnacle, and in 2008 he led the way for Gold'n Plump to utilize the APICS Lean Enterprise Workshop training for 26 Lean Facilitators across the company.

His presentation will be a comparison of various books pertaining to Lean Manufacturing function and implementation and how they relate to the Gold'n Path, Gold'n Plump's Continuous Improvement Plan.

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Your registration includes a hot beef lunch starting at 11:30 at Cold Spring American Legion, located at 209 Main Street in Cold Spring, MN 56320. The presentation will start at about 11:45. After the presentation, we'll head over to Cold Spring Brewery for the tour which starts at 1:00 p.m.

Cost:

Members	\$15.00
Non-members	\$25.00
Students	\$10.00

Please register on-line at www.apicscmn.org by noon on January 4th, 2010.

APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after noon on Monday January 4th will be billed.

Central MN Chapter's Education Calendar

CPIM Certification Review Classes

Hutchinson Class

Strategic Management of Resources

Date – Tuesdays (starts January 12th)

Instructor – Barb Tessmer, CPIM

Location – Hutchinson Technology, Inc.

St. Cloud Class

Master Planning of Resources

Date – Wednesdays (starting January 13th)

Instructor – Bruce Skalbeck CFPIM, CIRM, CSCP

Location – New Flyer

Strategic Management of Resource

Date – Thursdays (starting January 14th)

Instructor – Bruce Skalbeck CFPIM, CIRM, CSCP

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

Officer's Corner
Professional Development Meetings
By Doris C. Illies, V.P. Programs

I would like to start my article by introducing myself to the membership of APICS. I am a Placement Specialist for Productive Alternatives. We provide people challenged by disabilities the opportunity to work in their communities. I am responsible for matching people's skills and business's need for employees. At Productive Alternatives we also have a production facility at our Fergus Falls and Brainerd offices. At these sites we produce both our own product and do sub-contract work for business.

I am enjoying being on the board of Central MN APICS and my position as the V.P. Programs. I work with a committee to plan the Professional Development Meetings (PDM). I would recommend serving on the APICS board to our membership! What a great way to learn more and give back.

So how do we pick the speakers and tour for the Professional Development Meetings? The answer is YOU,... the membership!. We get ideas from the PDM evaluation forms, members send us emails with ideas, and board members make suggestions. Do you have ideas for topics or speakers? Please send them to me at dorisi@paiff.org.

So, where have we been, what have we learned, and what about future PDM's?

September 2009 the topic was "Making the most of your APICS membership" presented by APICS board members and a tour of Newman's Manufacturing in Royalton.

October 2009 was a tour of Gold'n Plump Cold Spring Facility. Thank you to Central MN APICS Darrell Watercott and the staff at Cold Spring for a fantastic tour!

The November 2009 PDM was a tour of Electrolux Home Products-- Thank you to Terry Davis and the staff for a tour of the plant. Our presenter was student chapter President Robert Diede speaking on the International Conference in Toronto.

December 2009 was a tour of Master Mark Plastics in Paynesville hosted by CEO Mark Reum, Phil Bailey and the staff. After which we had dinner at the Hilltop Restaurant with a presentation by Dave Gerhardson from New Flyer -- VP of Education for Central MN APICS on CSCP and CPIM Certification.

January 5th, 2010 will be a Tour of Cold Spring (Gluek) Brewing Company with a lunch presentation by Doug Connell from Gold'n Plump and a comparison of various books pertaining to Lean Manufacturing function and implementation and how they relate to the Gold'n Path, Gold'n Plump's Continuous Improvement Plan

February 2010 will be a tour of Kendeco Tool Crib with a presentation from their staff.

On March 4, 2010 we will be a lunch meeting and a presentation by St. Cloud State University Economic Department King Banian.

April 2010, tour of DCI and presenter TBD

May 2010, location and presenter TBD

As you can see, it's been busy!... We look forward to many more great facility tours and presenters. As mentioned above, please let us know what facilities/topics YOU the members would like for our PDM's. I will end this report with a Quote from my 95 year old grandmother. *Find time to Laugh, Sing or Dance Everyday.... life is short!*

THE UN-COMFORT ZONE with Robert Wilson

The Buck Starts Here

Recently I participated in a Murder Mystery weekend at a bed and breakfast lodge. Every guest was given a role to play. There were eight suspects; each of whom had one or more of the following: Means, Opportunity and Motive. Having the Means and Opportunity was very important, but having the right Motivation was the key to solving the puzzle. We interviewed the suspects, collected clues, then presented who we thought was the killer and why. It was great fun, but I failed to figure out *who done it*. I was very logical and surmised that a suspect with a monetary motive was the one. But, it turned out to be one with the emotional motive of anger and revenge.

Never-the-less, money is a powerful motivator. It is the original carrot dangling from the stick.

My friend Bill, the computer wizard, told me years ago, "I always follow the money." Meaning that he would learn those computer skills that paid the best. I did the same thing in my early years as a writer. I found journalism fun, but that advertising paid better. Subsequently, I pursued advertising work and honed my skills in motivating people to buy.

The exciting thing about money, or more specifically: prosperity, is that it is a great equalizer. Prosperity has a way of eliminating envy, hatred and bigotry. Increased wealth makes people more tolerant and giving. The formula for prosperity is simple: economic freedom plus property rights. In other words, minimal regulation and the right to keep what you earn.

Clearly we all know that money is a reliable method for motivating people. But, if you ever want to discover the motivation behind an action that appears to be random, backtracking the money trail is frequently a good way to find it. For example, have you ever noticed one of your favorite products disappearing from the store where you buy it? It probably means that there were not enough customers for it and the store quit carrying it. If, however, you can't find it anywhere, then the lack of users is widespread and the manufacturer discontinued it.

Sometimes, however, the money trail is even longer, and more convoluted. I recall a hot summer day, back in the late 1980s, when, after mowing the lawn, I popped open an ice cold soda pop and drained it in one long gulp. Moments later I was on the floor with a painful spasm in my back. It lasted nearly half an hour, and when it was over I made an appointment with my doctor. It turned out that I was allergic to the corn syrup in the soda.

"How could that be?" I asked. I'd drank thousands of sodas without having that reaction. What I learned was that up until that can of soda all the ones I'd drank before were made with sugar. So, I asked, "Why would they switch to corn syrup?" The answer was that the cost of sugar had gone up; and they did not want to raise the price. "Why was sugar more expensive?" Because Congress placed a tariff on imported sugar. "Why did Congress do that?" Sugar growers in Florida asked them to because they did not want to compete with low-cost Caribbean sugar. "Why would Congress comply when it would raise prices on all products made with sugar?" Because the sugar growers donated lots of campaign money to a majority of the members of Congress. The trail ends, and the puzzle is solved.

It turns out that my favorite soda pop is still made with sugar in every country on the planet except the United States. One day, I'm going to get a craving and drive a thousand miles to Mexico. Talk about motivation!

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.

What you missed at the last seminar . . .

By VP of Seminars Mark Bashans, CPIM, CSCP

Managing Obsolescence and Operations Management Seminar November 12th, 2009

Randall Schaefer, a long-time member, instructor and presenter for APICS, presented this terrific seminar on Managing Obsolescence and Operations Management. Randall was fresh of the International conference in Toronto. He is also a frequent contributor to the APICS magazine.

Randall explained and showed, through his unique speaking method, the different ways to manage and track inventory obsolescence within any organization. We started off with managing obsolescence to help us understand what is needed to help get the process off to a great start.

We then moved into the 10 principles of operations management. This presentation was to point out what successful operations management professionals do.

Lastly, we had a presentation on “Life’s lessons learned” in which Randall shared some of his philosophical and personal experiences with the group..

We discussed the importance of forecasting at the top levels. We defined objectives of inventory management and who should “own” the dead and excess inventory to really help drive improvements to any inventory process.

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.

**Wishing you all a happy and safe Holiday season. Hope to see you next year!
With warm regards,**

Mark Bashans, VP of Seminars Central MN APICS

Welcome new members

Robert Hultman	Team Industries	Julle Theilen	Team Industries
Amber Ochs	Student	Michael Valentiny	Student
Chris Martens	Student	Jason Wester	Student

Central Minnesota APICS S.C.S.U Student Chapter Accomplishments

By Katharine Duncombe, SCSU Student Chapter Director of Public Relations

With fall semester 2009 steadily approaching a close, students are staying actively engaged in APICS student chapter activities. The SCSU student chapter provides students with opportunities for growth and development of skills. Students are participating in many educational programs, and building critical functional relationships with others. They are being prepared for life after college, and are working hard to develop important management skills and tools to help them succeed in the working world.

The Central Minnesota parent chapter selected and sponsored current SCSU APICS chapter president Robert Diede, past president Katie Voigt, and current vice president Kari Orth to attend the 2009 APICS International Conference and Expo held in Toronto, Ontario, Canada on October 2-7, 2009.

The student scholars attended various educational workshops and lectures. They participated in networking discussions with members from other student chapters, regional and national officers, speakers, professionals from various industries, and expo company-exhibitors. Attendees were given learning paths designed to provide tools for navigating in today's society by providing individuals with new perspectives and relevant information. They connected with others from industries around the world to build communication channels, network proactively, and expand their knowledge base in a variety of ways.

The Central Minnesota chapter faculty advisor Alex Polacco's During the conference, the SCSU achieved the Gold status award for year. According to the conference student chapters in the United States have received the prestigious Gold administration approved the award citation plaque which CMN president Darrell Watercott presented to student chapter representatives at the November 3 PDM.



was honored to have one of its members, name on the APICS Hall of Fame board. student chapter was named as one that had its outstanding achievements in the past moderator, less than six percent of the 197 States have received the prestigious Gold administration approved the award citation plaque which CMN president Darrell

The APICS student chapter management program provides committee members with management tools and support in administration, education, pro-grams, membership, and public relations. Responsibilities include budgeting, planning, professional development, organizing factory tours, and developing internships. Based on its level of performance, the student chapter is given a gold, silver, or bronze award. If the chapter performs consistently at the gold level for five years, it is awarded the Platinum award.

Student chapter president Robert Diede extends his thanks to the leaders, committees, and members of the past year for establishing the base upon which the current awards and accomplishments have been made possible.

International Conference and Expo in Toronto. L-R: student chapter advisor Alex Polacco, CMN board member Deann Elfering, student chapter president Robert Diede, past student chapter President Katie Voigt, and Professor Emeritus Bruce Skalbeck.



Bruce Skalbeck points out Alex Polacco's name on the APICS Hall of Fame



CMN APICS Board President Darrell Watercott presents the Gold award to student chapter president Robert Diede and faculty advisor Alex Polacco at the November PDM.



A speaker session at the 2009 Toronto International Conference and Expo.

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