



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

February, 2010

Visit us at: www.apicscmn.org

February 2nd Professional Development Meeting Tour & Presentation at Kendeco Tool Crib

Founded in 1969, Kendeco is an integrated, multi-channel distributor. As a leader in industrial distribution serving Minnesota, North Dakota, South Dakota and Wisconsin, Kendeco has become synonymous with quality products, advanced tooling and procurement solutions, and service above all. Kendeco's main office and warehouse are centrally located in St. Cloud, Minnesota. They also have sales support locations in Fargo, ND; Watertown, SD; and Rochester, MN. As one of the region's leading industrial distributors, Kendeco specializes in cutting tools, abrasives, safety supplies and much more. With unmatched technical expertise and extensive procurement solutions they help streamline manufacturers' processes while improving productivity and reducing acquisition costs.

Kendeco's working philosophy is "Commitment to Excellence." This philosophy drove Kendeco to become an ISO certified company in 1995 and they continue to be an ISO 9001 certified company. This philosophy is an essential part of their business environment and success. With hundreds of vendor lines available to choose from, unsurpassed service levels and various automated ordering options, Kendeco is the partner of choice for many manufacturing facilities.

Kendeco Tool Crib is located at 1202 Sun Ridge Dr., St. Cloud MN 56301 – phone 320-253-1020

The tour starts at 5:30 with check-in starting at 5:15. Your registration includes a rib dinner buffet from Creative Catering starting at 6:30 with presentation from 7:00 to 7:45. Please register on-line by February 1st at www.apicscmn.org.

Cost:

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

APICS is responsible for all meal reservations, including no-shows. Cancellations and no-shows received after noon on Monday February 1st will be billed.

Officer's Corner

Would you Qualify?

by Marjorie LaTour, CEMN Past President

I recently attended a ceremony at my granddaughter's school where she and several of her 8th grade classmates were inducted into the Junior High National Honor Society. As part of the program, the students explained the five criteria for membership consideration – scholarship, service, leadership, character, and citizenship. As I listened to the student's accomplishments, I wondered if we as adults would qualify for membership on the basis of our performance.

Scholarship –

Students need to maintain a cumulative grade point average of 85 percent.

While we are not being measured by our grade point average, learning opportunities for us are everywhere – it could be learning a new program or software for your job, working towards APICS certification, or working on a college degree. Attending Professional Development Meetings, Seminars, and Workshops offer learning opportunities every month. Or you may want to study something just for fun – such as learning to play a musical instrument or learning a foreign language. Just as exercise is essential for maintaining a healthy body, learning is essential for maintaining a healthy mind.

Never quit learning!

Service –

Students need to make voluntary contributions to the school or community, without compensation, with a positive, courteous, and enthusiastic spirit.

If you have school age children, you are certainly called upon to help with your children's school activities. But we should also actively pursue service activities that will benefit our communities and fellow man. People who are active in volunteer opportunities, particularly those that help others, say that they receive far more in non tangible rewards than what they give of their time and talent. The Sunday edition of the local newspaper includes a listing of organizations that need volunteer assistance with the time commitment necessary for each opportunity.

Develop a service to others mindset!

Leadership –

Student leaders are good problem solvers, promoters of school activities, idea-contributors, dependable, and exemplify positive attitudes about life.

If you have never been in a position of leadership, a good place to start might be on the CEMN APICS Board of Directors. Board members receive regular leadership training from the APICS district on managing their chapters; training topics include anything from running a meeting properly to interpersonal skills in working with your fellow team members. The skills learned here can be put to use in other areas of your life – your job, your volunteer activities, or your personal life.

Become a leader!

Character –

Students of good character uphold principles of morality and ethics, are cooperative, demonstrate high standards of honesty and reliability, show courtesy, concern, and respect for others, and generally maintain a good and clean lifestyle.

Your character is who you are, but is something you need to be aware of and work on every day. Employers value their workers who are reliable, are concerned about the company's assets and use them wisely.

Develop the habit of concern for those you come in contact with every day, whether it is your co-worker or the reckless driver behind you on a busy highway.

Be of good character!

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Citizenship -

Students understand the importance of civic involvement, have a high regard for freedom, justice, and democracy, and demonstrate mature participation and responsibility through involvement with such activities as scouting, community organizations, and school clubs.

One of our most prized freedoms is the responsibility and duty to exercise our vote. We need to carry that a step further by participating in the democratic process and letting our duly elected representatives know what is important to us, to our company and to our community as a whole. In addition, an important part of citizenship is to leave the world a better place than when we arrived. Using our environmental resources wisely will preserve our planet for future generations. Going green is for everyone. Develop the habits of reduce – reuse – recycle in your personal life; we already adhere to those principles at work if our company has lean initiatives in place.

Be a good citizen!

Junior High National Honor Society members are selected for two years; they must continue their work to maintain and become members of the National Honor Society. Even though we are not applying for membership, we can put these practices to use every day.

Would you qualify?

Central MN Chapter's Education Calendar

CPIM Certification Review Classes

Alexandria Class

Basics of Supply Chain Management

Date – Tuesdays (starting April 6th)

Instructor TBA

Location – Alexandria Extrusion

St. Cloud Class

Detail Scheduling and Planning

Date – Wednesdays (starting April 21st)

Instructor – TBA

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

THE UN-COMFORT ZONE with Robert Wilson

The Reward is in the Eye of the Beholder

In the early 1970s I was a young teenager who was completely caught up in the *Zeitgeist*. I admired the long-haired rebels and radicals who were engaged in protesting the establishment and developing the counter-culture. I didn't really know what any of that meant, but to me it was all about empowering youth and declaring our independence from the adults. My parents in particular.

As with any normal teenager, I was trying to grow up as fast as I could. And, because it annoyed my parents, wearing my hair long was its perfect expression. That, and it was *de rigueur* among all the teenagers who wanted to be cool. So, the longer the better – or in the immortal words from the title song to the 1968 Broadway Musical *HAIR*, “Oh, say can you see, My eyes if you can... Then my hair's too short!”

It drove my parents completely crazy. They could not understand why any male would want to wear long hair. We fought about it all the time.

Meanwhile, I was in my first year of high school and the transition to a new school was causing my grades to drop dramatically. My parents saw an advantage, and the law was laid down: keep my grades above a certain minimum or cut my hair. It worked. I brought home a dismal report card, and it was off to the barber shop. Not surprisingly, my next report card met the minimum.

The formula is simple: if you can find out what is valuable to someone, then you have the key to motivating them. For me, at age 13, the length of my hair became the coin of the realm.

A year later, I accidentally made the Honor Roll. I say it was an accident because I was only trying to meet the minimum grades required by my parents and I somehow exceeded that. When I received the engraved certificate with the embossed gold seal, I was surprised by the feeling it gave me. I felt important – especially when my teachers praised me. I liked that feeling, and I wanted to experience it again. Suddenly the coin of the realm changed, and it was no longer the length of my hair that was motivating me. It was high grades and the sense of pride they gave me. Oh, my hair continued to grow, but my grades were all about achievement. From that point forward until I graduated, I never failed to make the Honor Roll.

Find out what is valuable to the person you want to motivate. What hobbies do they have? What are they passionate about? How do they spend their spare time? Then when you learn what rocks their world, find a way to tie your goals to it.

If you're not sure what is valuable to someone, you can always make them feel important with an award or some other public acknowledgment. Everyone likes to hear their name announced in recognition at company or association meetings. Everyone likes to read their name in print in the organizational newsletter or website. Many business newspapers have a section where you can post your employees promotions and accomplishments. These low-cost to no-cost incentives truly have the power to motivate.

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.

Greetings and Happy New Year to all of you on behalf of the Central Minnesota Chapter of APICS Board of Directors!

My name is Deann Elfering and I'm a volunteer on the CEMN APICS board supporting the membership area. My 2010 goal is to create a company coordinator program to continue to provide support to our members. Before I get into the details, let me give you more information about company coordinators and the vision for the program:

The Role: Company Coordinators are individuals dedicated to the professional and educational philosophies of APICS and represents the educational and certification needs of the employees within his/her company. The coordinator disseminates meeting information, coordinates registration for programs and certifications and makes membership applications and information available. They make a significant difference in the success of APICS membership recruitment and retention in a company.

Time Commitment: Approximately 1 hour/month coordinating and sharing information within their organization. The program is voluntary and time required will vary depending on the size and membership of your company.

What's in it for you? Advanced notice of upcoming activities, the opportunity to network with other company coordinators, board members and members, support the local APICS chapter and stay closely connected to the board of directors without making a large time commitment. In addition, you can showcase your accomplishments on your resume!

What are the duties involved:

- 1) Provide feedback to the Board of Directors regarding your companies educational needs and chapter performance. What can the chapter do differently or better to support members?
- 2) Promote and distribute newsletters, seminar brochures and other information
- 3) Be a key source of information regarding APICS
- 4) Assist with coordination of Chapter activities within your company (as necessary)
- 5) Volunteer to help with special activities such as:
 - a) Mentoring new member
 - b) Helping implement new programs
 - c) Assisting suspended members
 - d) Representing the chapter at sponsored events
 - e) Donating promotional items from your company for APICS sponsored events

Next Steps:

- 1) If you are interested in becoming a company coordinator or know someone that would be interested, please email VPmembership@apicsmn.org
 - a) In your email, please include:
 - i. What level of involvement would you like to have? Are you willing to meet with a group of company coordinators?
 - ii. What interests you most about being connected to the chapter and the program?

Thank you for your time and I look forward to hearing from you!

Deann Elfering
VP of Membership, Central Minnesota Chapter of APICS
VPmembership@apicsmn.org

Central Minnesota APICS Board of Directors

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