

Don't miss the March 2nd Professional Development Meeting

March 2010 Professional Development Meeting – Central MN APICS Top Management PDM and Joint meeting with Central MN Business Woman

King Banaian, Professor of Economics at S.C.S.U. will present *The State of the Economy in 2010: What Happened to Manufacturing in St Cloud in the Last Decade* at 11:30 am at the St. Augusta Legion. This is our annual Top Management Meeting, so please forward an invite for your boss to attend. It is also a joint meeting with the Central MN Business Woman, so we are expecting a good turnout. The presentation and lunch are included in the admission cost.



Professor King Banaian is professor and chairman of the Department of Economics at St. Cloud State University. He holds a Ph.D. in economics from the Claremont Graduate School. He has consulted at the central banks of Ukraine, Egypt and Macedonia and the ministries of finance of Indonesia, Macedonia and Armenia. He is author of The Ukrainian Economy since Independence (Edward Elgar, 1998), co-editor of The Design and Use of Political Economy Indicators (Palgrave, 2008) and more than forty articles and book chapters discussing monetary policy and political economy. He directs the Center for Economic Education at SCSU. He is a fellow of the Armenian International Policy Research Group in Washington, DC and Yerevan, Armenia. He is also host of the King Banaian Show of the Northern Alliance Radio Network, broadcast in Minneapolis, and co-author of the St. Cloud Quarterly Business Report. He lives in St. Cloud, Minnesota, with his wife and daughter. A full resume is available by request.

Registration starts at 11:15am, with baked chicken lunch served at 11:30am, and Presentation to start at Noon. Register at www.apicscmn.org/events by Friday, February 26, 2010.

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 March 1st 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 once again 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 third year as VP of Seminars and the first & second years flew right by. We held a successful ½ day seminar on Managing Obsolescence and Operations Management Seminar on November 12th, 2009. Thanks to all of the members who requested and supported this seminar offering. We are currently working on planning the spring seminar event. Topic and dates will be announced when they are available.

We are currently experiencing a time like no other time with the current economy and driving out of the worst recession any of us has most likely endured. (And hope to never endure again) Let's hope there were lessons learned from all of the events that led us into this recession so they will not be repeated. 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 continue 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 as we all emerge from this event.

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.

Remember, Operations Management is a never ending journey that you should embrace for your entire career. Never stop trying to improve!

Thanks for your time, and best wishes for 2010.
Mark A Bashans

THE UN-COMFORT ZONE with Robert Wilson

Sometimes You Have to Rip the Cover Off the Book

On a summer weekend in 1977, my friend Tony and I made plans to go waterskiing. When he picked me up there were two people in the car that I did not know. He introduced his new girlfriend Sue, and her brother Bubba.

Bubba was the quintessential redneck. Within minutes of getting on the boat, he stuffed a wad of chewing tobacco the size of a baseball in his cheek, then chugged several beers. In less than an hour we were dealing with an irritable drunk. He belched loudly, spit constantly, complained incessantly, and couldn't string two words together without inserting a profanity. In short, Bubba made our visit to the lake completely unpleasant. Eventually he passed out in the back of the boat and we enjoyed the rest of the day.

My opinion of Bubba's character, talent and intelligence could not have been lower. I looked upon him as a total loser. A dimwit who would never amount to anything.

At the end of the day, Tony drove Sue and Bubba home first. When we arrived at their home, Bubba was awake and somewhat sober. Sue asked Tony to come inside and see the new dress she'd bought. Then she turned to Bubba and said, "Why don't you show Robert your chickens?"

We walked around to the back of the house and Bubba pointed toward a miniature barn. It was the cutest little building I'd ever seen. Rounded roof, little windows, bright colors and lots of lacy gingerbread all around.

"Where'd you get this?" I asked. "I built it," replied Bubba.

"From a kit?" I asked. "No, I built it after my grandfather's barn."

For the first time that day, I was impressed by Bubba. When we went inside, the first thing I saw was a display case full of blue ribbons. Dozens of them. These were first place awards from around the country that Bubba had won for his chickens. Then he started showing me his chickens and telling me about them. Suddenly the cussing and complaining Bubba became eloquent.

As we walked around the barn he showed me more than 50 of the most beautiful and exotic looking birds I'd ever seen. Unusual looking birds that I would never have known were chickens. These were not birds for eating or laying eggs – these were prize show chickens.

He explained to me that chickens originated in the jungles of Asia. He told me how he bred and raised them. What he did to make their plumage bright, colorful and plentiful. I was amazed by the extent of his knowledge and I listened eagerly to everything he said. He spoke with an enthusiasm and energy that I could not have imagined earlier. The difference was that I had entered his real world. The world he loved and was excited about. Here was his hobby, but he was so motivated by it that it brought out the very best in him.

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I learned a big lesson that day. I'd always heard my teachers say, "Don't judge a book by its cover," but until then I had not witnessed the truth of that proverb. I decided then and there that I would never judge another person completely by my first impression. That if time and opportunity allowed, I would look further, deeper.

When you discover someone's passion, you have discovered what motivates them. And, that is the key to communicating with them in the most productive way possible.

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.

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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 – 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

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