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Central Wisconsin Chapter

March 2008

Visit our web site at <http://www.apicscwi.org> and find out what you're missing!

Jon Bingol CFPIM, CQM, PCD, Jonah

Jon Bingol has earned the designations CFPIM, CQM, PCD, and Jonah. He has worked for organizations in non-profit, for profit, and government settings and has been a consultant and business educator for 15 years. Mr. Bingol has assisted such large companies as: Bosch, Kellogg's, Pfizer, Steelcase, Stryker, Tennaco, and Whirlpool, and worked with many smaller organizations as well. Over the past 20 years, he has reviewed and visited over 2,000 organizations and has conducted projects on strategic planning to continuous improvement. Jon has spoken to groups across the country in venues both large and small. His entertaining, yet, educational style should hold your attention.

Personal Productivity: Finding a work/life balance while expanding opportunities,

There is a growing concern with the loss of balance between our professional and personal lives. Many people seem to be getting squeezed from every direction as customers—employers—regulators—etc... want and need more from us. Also, we want to be good parents, friends, spouses, family members, citizens and the like but we are faced with limited resources to accomplish everything we are involved with. All of this pressure is leading to increased job/life dissatisfaction and the issues associated with it. The experts are predicting this trend to increase. This presentation will provide a framework for improving your resources and some innovative ways to help you increase your personal productivity for your work and non-work life.

Participants will learn how to:

- Define both professional & personal productivity
- Identify processes & uncover opportunities for improvement
- Create powerful plans to achieve more
- Utilize tools to make more possible

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APICS ANNOUNCEMENTS

Tools of the Trade

Leadership Institute Presentations Available Online

More than 400 APICS volunteer leaders and scholars attended the 2007 APICS Leadership Institute Denver before the opening of the APICS International Conference & Expo in October. The program focused on professional development, basics in chapter administration, region leadership, and scholars.

Now, the program is available online for your chapter management training needs. Here is what one attendee had to say about the program:

“The APICS Leadership Institute offered an array of timely topics with 'best of breed' tools to assist well-led chapters now and in the future. The knowledge I gained will improve my leadership skills directly benefiting my chapter, career, and personnel life. I highly recommend the APICS Leadership Institute to any current or future leaders.”

Denise Becker, CPIM
Master Scheduler, Alpha Technologies Ltd.
Burnaby, BC, Canada
President, APICS Vancouver Chapter

[View Leadership Institute Denver presentations online](http://www.apics.org/Membership/Volunteers/2007+APICS+Leadership+Institute+PowerPoint+Presentations+with+Instructor+Notes.htm) -

<http://www.apics.org/Membership/Volunteers/2007+APICS+Leadership+Institute+PowerPoint+Presentations+with+Instructor+Notes.htm>

Meeting Agenda

Date: March 13th

Speaker: Jon Bingol

Where: Midway Motel
2901 Martin Avenue
Wausau, WI

Agenda: 5:00 Networking
5:30 Dinner
6:30 Chapter Business
7:00 Speaker

Cost: \$25.00 Member

\$30.00 Non-member

RSVP: Noon on Thursday March 6th, 2008

(To RSVP please see the insert. APICS is responsible for payment after the registration is made. Payment will be required in full if cancellations are not made by 5:00 PM the Friday prior to the meeting.)

COMMUNITIES OF PRACTICE

Focus on Supply Chain Management: Vendor-Managed Inventory

Go for the Win

Will Rogers is credited with saying, "Even if you're on the right track, you'll get run over if you just sit there." We must continue to improve to stay ahead in business. We are falling behind if we are not developing vendor-managed inventory (VMI) and supply chains.

Almost all companies are trying to establish supply chains—one supplier providing what we need, as we need it, over a long period of time. Supply chains do not just happen, they are created. Suppliers are selected, and a long-term contract established. The underlying element of a supply chain is mutual trust. Trust is built over time, and win-win negotiation plays an important part.

Win-win negotiation is not an oxymoron. A generation ago, we taught purchasing agents that low price was the most important consideration, and they had to win the negotiation, which meant someone had to lose. We finally realized that the win-lose mentality actually resulted in lose-lose. There were no winners. Beating the vendors down to the lowest price drove them out of business. Finding other vendors cost everyone more money in the long run.

Saving Money

Vendor-managed inventory can save money for both the supplier and the customer. If one or the other decides to pocket all the savings, there is no reason for mutual participation, and VMI will fail. One of the tools necessary to start VMI is win-win negotiation.

Setting up VMI or a supply chain involves more than your purchasing agent (or supply management professional) talking with a salesperson. Extended talks involve many people at all levels within both companies. Everyone involved in these discussions needs to understand the concept of win-win negotiation and participate meaningfully.

If you are not certain that you should be involved, stop and think about the company objective: make money today and in the future. If your objective is to make all the money you can today without looking to the future, then sell the company and take the money out of the country. But, if you are interested in the future, you have to find solutions that meet your needs and your business partners' needs. Part of each negotiation is creating a relationship for future business—the very basis of win-win negotiation.

Best Deal

Many managers have a negative concept of negotiation. "Get the best deal you can" really meant "get the lowest price." You re-learn that getting the best deal means giving a fair price, which, in most cases, is not the lowest price. There are several different styles of negotiation—some lend themselves to win-win and others do not. A negotiator must learn several of these styles and be willing to use a particular style when appropriate, even if it is not the most comfortable one. Most managers think of negotiation as haggling. People who do not like to haggle tend to avoid negotiation. The people who do enjoy haggling, on the other hand, may find it hard to give up their style of negotiation for a win-win approach.

Negotiating appropriately is just another skill set that today's manager must have. You will recognize win-win negotiation because both sides will walk away feeling like winners. Achieving the win-win makes supply chains possible, makes vendor-managed inventories practical, and makes good business sense.

—Henry Alex Hutchins, CFPI, CIRM, C.P.M., is CEO of Procurement and Supply Seminars, Inc.

RSVP

Central WI APICS Chapter Professional Development Dinner Meeting

Meeting: March 13th, 2008

Reservations Must be Received by March 6th, 2008

Visit our web site at <http://www.apicscwi.org> to
Register OR

Call the automated attendant at (715) 842-5666 extension 1606.

Be sure to leave the following information:

- ♦ Name of person(s) attending
- ♦ Company name
- ♦ Whether each is member / non-member / student

E-Mail or Fax to:

Jerry Olson at Kolbe & Kolbe

E-Mail: Jolson@kolbe-kolbe.com

Fax: (715) 842-2863

Company _____

Please indicate member (M), non-member (NM), or student (S)

Name	March Dinner		M NM

Fox Valley PDM Schedule: 2008

Date of PDM	Location	PDM Dinner Speaker/Topic
Tuesday Mar. 11, 2008	Bridgewood	Round Table The Global Supply Chain
Wednesday April 16, 2008 TOP MANAGEMENT NIGHT	Ramada-FDL	Tour of Mercury Marine – Dwight Flaherty for speaker
Tuesday Nov. 18 2008	Liberty Hall	Gary Kusnierz-Affinity Green topic

2008 FOX Valley APICS Certification Schedule

Fox Valley Technical College in partnership with the Fox Valley Chapter of APICS is pleased to offer the entire CPIM series delivered to you in a classroom setting or online, and our CSCP course in the classroom. Our top-ranked Wisconsin-state certified instructor pool provides you with opportunities to grow professionally and personally. We are here to help you succeed!

Type	Class	Day	Dates	Time	Location	Tuition	Credits
CPIM	All CPIM Modules	Online	Anytime	24/7	Anywhere	\$475*	2
CPIM	Execution and Control of Operations	Tuesday	3-4, 3-11, 3-18, 3-25, 4-1, 4-8	5 pm	Appleton	\$375	1
CPIM	Strategic Management of Resources	Tuesday	4-29, 5-6, 5-13, 5-20, 5-27, 6-3	5 pm	Appleton	\$375	1
CSCP	Certified Supply Chain Professional	Tuesday	9-18, 9-25, 10-2, 10-9, 10-16, 10-23, 10-30, 11-6, 11-13, 11-20, 11-27, 12-4	5 pm	Appleton	\$1495	2
CSCP	Certified Supply Chain Professional	Tuesday	1-22, 1-29, 2-5, 2-12, 2-19, 2-26, 3-4, 3-11, 3-18, 3-25, 4-1, 4-8	5 pm	Appleton	\$1495	2

Register online at www.fvtc.edu/sc or via phone at 1-800-735-3882, ext. 4317

Any Questions?

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March 2008

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