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St. Louis Chapter

## September PDM

### HOW TO MANAGE CHANGE

It has been said, “Whatever doesn’t kill you outright, will strengthen you in the long-run.” This can certainly be true when talking about “change”. Change (if it doesn’t kill you) can be an excellent opportunity to grow personally and professionally. All that having been said, going *THROUGH* change can be an excruciating experience that can leave a person feeling like everything good and sacred has been tossed to the wind like worthless rubble. This is especially true in today’s workplace. In these competitive times, a new way of doing things can replace the current business almost overnight. Everything we knew and believed about how to do our jobs can be gone in a flash. This can cause us to feel betrayed, angry, afraid, helpless or uncertain so we may work like crazy to shore up anything that resembles the proven past. Most feel that the “pain” from these changes is only for those who are *Targets* of the change. The truth is, all who work in a changing environment have difficulty adjusting. It doesn’t matter where you are on the corporate *food chain*. Changes in the workplace can be just as hard on the *Change Agents* as on the *Targets* of the change. One thing is certain; things won’t settle down soon. Solid, familiar ground is almost impossible to find in today’s changing business climate.

Successful change in the workplace cannot be *dictated*. Successful change is dependent on the *sponsors* understanding of the dynamics of, and then carefully planning the implementation of the change based on those dynamics. In this presentation we will:

- Examine the emotional and professional effects of change on individuals
- Outline effective tools for implementing change
- Define personal expectations & needs of all the “players” in a changing environment

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Welcome New Members  
CPIM Test Vouchers  
2009 Class Schedule  
Fall, 2009 Seminar

## September PDM . . . continued

**Date:**

September 8, 2009

**Schedule:**

5:45—6:15 p.m. Registration  
 6:15—7:00 p.m. Dinner  
 7:00—8:00 p.m. Program

**Cost:**

\$25 (Members)  
 \$30 (Non-members)

**Location:**

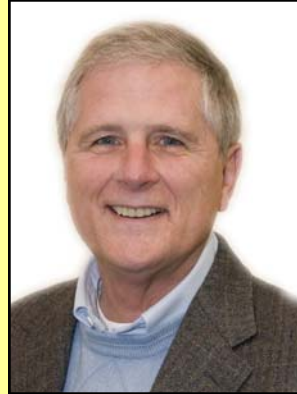
Sheraton – Westport  
 Lakeside Chalet

**Reservations:**

e-mail:  
[reservations@apics-stlouis.com](mailto:reservations@apics-stlouis.com)  
 or call Karen at 636-343-8877  
 Reservations due by 5:00 pm on  
 Thursday 9/3.

**About the Speaker:**

**Tom Schulte** spent most of his career working at a Fortune 100 manufacturing facility. His experience over the years includes serving as Manufacturing Supervisor, Senior Training Consultant, Change Management Facilitator and Development Manager for Business Excellence.



Tom has delivered hundreds of motivating, interesting, content-rich presentations to associations, corporations, conferences and civic organizations throughout the U.S., Canada, South Africa and Australia. He has been an invited speaker at most of the APICS International Conferences the past 18 years and was the highest rated speaker at the Conference many times. Tom also was awarded the best speaker award at the 2003 SAPICS

conference in South Africa. His ability to weave his years of corporate experience, life experiences and sense of humor into common sense presentations, combined with his enthusiasm and energy make his presentations and workshops dynamic, meaningful, motivating and fun to attend.

Tom currently works as a private consultant utilizing his knowledge and skills to help businesses “reawaken” the involvement, leadership, teamwork and spirits of their managers and associates. His belief in the power of each person to contribute combined with his respect for workers at every level make him credible and effective in bringing change and positive results to the workplace.

**WELCOME  
 NEW MEMBERS**

**William J. Bremer**  
 Bissingers

**Florinda Curtis**  
 Cardinal Health

**Kelly King**

**George R. Saffold**  
 Tyco Healthcare/  
 Mallinckrodt

**Anne Voyles**  
 Covidien

**Steve Hinkle**  
 Covidien

**Nader M. Jaouni, Sr.**

**APICS  
 THE ASSOCIATION FOR  
 OPERATIONS  
 MANAGEMENT**

**APPLY FOR MEMBERSHIP**

*On-Line*

Visit the St. Louis Chapter web site at [www.apics-stlouis.com](http://www.apics-stlouis.com) or Visit APICS National’s web page – [www.apics.org](http://www.apics.org) - click on “Join online today.”

*PHONE*

Call APICS Customer Service at (800) 444-2742 or (703) 354-8851, 8:30 a.m. to 6:30 p.m., EST, Monday through Friday, and have your credit card ready.

**TENTATIVE 2009—2010 Calendar of Events**

DATE	EVENT
September 8, 2009	PDM: “Managing Change”
October 13, 2009	PDM: “Solving Old Problems with New Ideas”
October 13, 2009	SEMINAR: Job & Career Development
November 10, 2009	PLANT TOUR
January 12, 2010	PDM: Round Table Discussion
February 16, 2010	PDM: “IT in the Supply Chain” Joint Meeting with ISM
March 9, 2010	PLANT TOUR
April 13, 2010	PDM
April 14, 2010	SEMINAR
May 11, 2010	PDM: “Leading without Authority”
June 15, 2010	PDM: Joint Meeting



St. Louis Chapter

## Chapter Message

**By: Bob Bielecki, CPIM, CSCP, CPM President**

I hope that everyone enjoyed their summer vacations whether they were stay-cations, long weekends visiting family or a week away from home. As we turn to the APICS St. Louis membership year of 2009-10, I would like to thank all of you who have supported APICS St. Louis in the past year by either renewing your membership, attending an APICS CPIM or CSCP class, attending a PDM or one of our educational seminars. This is your chapter and we measure our success on the satisfaction of our members. While the Board of Directors are still assembling the strategic plan for year 2009-10, we will all have a common theme – delivering value to our membership.

As we learn in our APICS BOK – we need to create value to our customers. You are the customer and we are committed to fulfilling our mission statement of providing a regional organized professional society centered on operations management that provides internationally recognized certifications, promotes networking and the professional development of our membership. I encourage you to deliver feedback and input to our Board. We the need VOC (voice of the customer). If you would like, you can ask to join the APICS St. Louis Linked-In page. It is just getting started, but the idea is to have an interactive Linked-In group to help our membership with topics of concern, jobs or general questions.

I know, it sounds like that was just taken from a CPIM, Lean, or CSCP class, but I its true. While I was on vacation I read an interesting article regarding what employers are looking for in employees both currently with the firm or as a potential hire – what is that person doing to stay current with developments in your field, or in other words “How do you keep yourself sharp?”. Ask yourself that question and be honest with your answers.

Here are some of the answers our APICS members could say - I actively attend PDM meeting which can offer great topics on a monthly basis, along with great dinners at an affordable price (\$25) - Now how about that! What a value. Or, I am currently seeking an APICS Certification and while the materials presented in class is of great practical value, I really enjoy the integration with the others participants that are facing some of the same issues we are. I plan to follow-up with them on some of the solutions that they have executed with success.

Again, ask yourself, how you would answer that question and how use could use APICS- St. Louis as a resource to aid your answer?

Welcome to the new APICS year, I hope to see you at a PDM\ CPIM – CSCP class soon!

APICS Economics 101:

### GIVE YOUR CAREER A BOOST

#### Master Planning of Resources

Wednesdays, for an 8 week term beginning Sept. 9 through Oct. 28  
6:00 — 8:30 p.m.  
\$450

Course Location:  
Meramec Community College

#### Certified Supply Chain Professional (CSCP)

Thursdays, for a 10 week term beginning Oct. 8 through Dec. 10  
6:00 — 9:00 p.m.  
\$1,795 through Sept. 18,  
\$1,995 thereafter  
Price includes Learning System and Exam  
This course held at Sunnen Products (Maplewood)

#### Basics of Supply Chain Management

Wednesdays, for a 10 week term beginning in October  
6:00 — 8:30 p.m. \$600  
(includes membership)  
This course held at Meramec Community College

**For more information or to register online, visit:**  
**[www.apics-stlouis.com](http://www.apics-stlouis.com)**  
**or contact the Association Office at**  
**636-343-8877**

## CPIM TEST VOUCHERS

APICS St. Louis is offering CPIM test vouchers for \$100. These vouchers expire on November 1, 2009. If you are interested, email Karen at [reservations@apics-stlouis.com](mailto:reservations@apics-stlouis.com) or call 636-343-8877.

## Fall 2009 Seminar

# How to Package and Market Your Most Valuable Product ...YOU!

### Summary:

**APICS gives back... helping unemployed members!**

You walk into a meeting. It might be an interview, a budget meeting, a contract negotiation, or the seemingly innocuous staff meeting. You are unaware of the volume of non-verbal communication that you are putting out. Everyone in the room is picking up on these messages and making snap judgments based upon them. What should you do to project the image and message that will help you ensure success?

This ½ day seminar will focus on non-verbal communication, appearance, body language, and attitude/knowledge. The seminar will show attendees how they are a product and that they need to package in order to make the statements they want about themselves non-verbally.

### Who

#### Should Attend:

- Unemployed job seekers
- Those concerned with their job security
- Anyone interested in professional development/career advancement

### Bonus:

Workbook, snacks, open networking time ...



### Speaker Bio:

Kay Wortman has 19+ years experience in sales and marketing with companies that include Clairol, Revlon and Chesebrough Ponds. She has held various sales and sales management positions with responsibility for managing and training national sales organizations. Kay has appeared on local television stations and a featured guest and co-host of Between Friends on KMOX radio.

Kay started her company, Kay Wortman, Inc. focusing on image. From there KWI grew to motivation and training in the areas of non-verbal communication, business/social etiquette and building relationships.

**Location:** ISC Surfaces Training Room  
9261 Dielman Industrial Drive  
St Louis, MO 63132

**Date:** October 13, 2009

**Time:** Check-in starts: 11:30 AM  
Session One: Noon to 1:30 PM  
Break 1:30 PM to 1:45 PM  
Session Two 1:45 PM to 3:00 PM  
Open Networking & Gallery Tour  
3:00 PM to 4:00 PM

**Fee:** Unemployed Members attend at no cost  
Employed Members: \$25  
Non-Members: \$35

**Reservations:**  
e-mail:  
[reservations@apics-stlouis.com](mailto:reservations@apics-stlouis.com)  
or call Karen at 636-343-8877  
Reservations due by 5:00 pm on October 8.

*Registration  
limited to 25*