

/ YR 2009 | Volume 2 | Fourth Quarter /

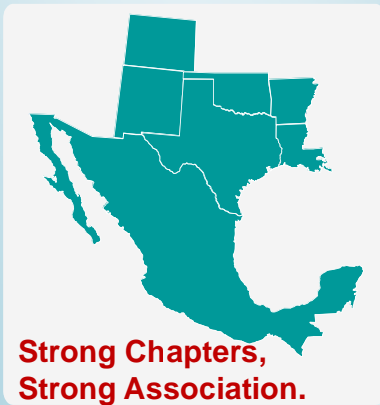
District Manager's Message

Sales Tips

District Metrics

2010 District Events

District Staff and DFA



District Manager's Message

Topics

- 1) Introduction
- 2) New 2010 District Staff and Assignments
- 3) District Field Associates Changes
- 4) New Budget Process and Next Year Budget
- 5) DM's activities
- 6) Strategic Direction
- 7) District Meeting and District Conference (Six Pack) in February 2010
- 8) APICS BOD News

Introduction

Dear Chapter Leaders,
It's been some time since our last formal communication. Many good things have happened, along with some exciting things.

In this news letter you will find most of what the BOD, your District Staff, and the different committees are doing.

Hoping you will find this news letter informative and useful.

Best regards

Luis

2) 2010 District Staff and Assignments

A while ago, I sent an e-mail asking for volunteers to serve on our District Staff, to be able to start developing future District leaders. While there were many people interested and all with the right qualifications, we have a limited budget for this.

Two of our current District Staff people are leaving next year, Mike Bell and Javier Rojas, I want to thank them for a wonderful job.

Mike is leaving after ten years of service at the District Staff, very many good things and processes were implemented and done by Mike. He will be missed, but I am sure he will come back after taking some time off.

We have a new District Staff volunteer for the 2010 term. Vern Teichroeb. Vern, has served on the BOD as Region Vice President, and served with me on the BOK committee when I was BOK VP. He is bringing experience and commitment.

Here is a matrix of the District Staff Duties, Responsibilities and Chapters Assigned. Please feel free to contact you District representative.

	Honey	Roger	Buzz	Chet	Chuck	Bruno	Vern	Luis
1) Coordinate District Meetings		X					X	
3) District Elections							X	
4) Min Stds, C-bar	X							
5) District Roster.	X							
6) Web Site			X					
7) Chuck Nelson Paper Contest		X						
8) District Budget		X						X
9) News Letter								X
10) Six Packed				X	X	X	X	
11) District Strategy								X

Assigned Chapters

Honey Johnson:

NEAR; NWAR; RIOG; SCTX

Roger Harris:

ALBU; NOCO; PIKE

Charles Busby:

AKTX; AUST; FTSM; HOTX; HOUS; LUBB

Chet Frame:

Tulsa

Chuck Connelly:

NTEX

Bruno Acosta:

GDL, CHI, MEX

Vern Teichroeb:

COLO; ETEX; FARK; GFTW; OKLA

Luis Barcón:

QUER; MONT; PASO/JUA; PUE

At the end of this e-mail, you can find the 2010 District Staff Data.

3) District Field Associate Changes

As you might recall, the District Filed Associate is an APICS HQ staff position working full time to serve the needs of the chapters in each District. This year there were 8 people serving the Districts and Sue Widner was in charge of our chapter.

At the last BOD meeting, there was a decision to reduce the number of DFA's from 8 to 3 and while we are going to miss Sue, I applaud this initiative, most of the DFA's work could be done by volunteer work, and three is the right amount of personnel.

The three DFA's that remain with us are the following:

- 1) Tawana Collins
- 2) Leann Goettel
- 3) Joan Walker

Joan Walker is the person assigned to our District. I have been in touch with her, and I know she will do a great job.

If you have any concerns regarding APICS materials, membership, etc, you can contact her directly or the APICS customer service department.

You will find Joan's data at the end of this news letter.

4) New Budget Process and Next Year Budget

On August 22, the District Managers met at Chicago to have our District Managers meeting. The main objective was to review the current District's budget and come out with a suggestion to the finance committee.

While we still have a lot of work to do to improve the process, I am pleased to announce that our budget suggestions were heard by the finance committee, and our 2010 new budget will let us have three meetings **(See 2010 District events at the end of this news letter)**

5) District Managers Activities

The district managers committee has had conference calls every month, to review what is needed by our chapters, discuss problems and suggest changes to our BOD.

The following are the main initiatives that we have been working on:

- 1) Distant Learning Proposal to the BOD
- 2) Key Service Indicators for the Districts and for the APICS staff (Chapter Service)
- 3) Task force to make sure that the CMS/C-BAR is aligned with the APICS strategic priorities. (Work in progress)
- 4) Serving on the Volunteer Leadership Workshop and on the following committees:
 - a. Strategic Direction
 - b. Nomination
 - c. Governance
 - d. Voice of the Customer

6) Strategic Direction

The BOD ratified our recommendation regarding the strategic priorities the strategic direction committee recommended. I am pleased to say that Channel Partners (Chapters) is one of them. The following are the 2010 -2012 priorities approved by the BOD.

- 1) Membership
- 2) Channel Partners
- 3) Products
- 4) Body of Knowledge
- 5) Globalization
- 6) Awareness

7) District Meeting and District Conference in February 2010

Our first District meeting of 2010, will be done along with the District conference in February 2010 in Dallas, TX.

The District meeting is going to be held Thursday, February 25 all day and Friday, February 26 from 8 AM to 12 PM. The District conference is February 26 and 27 all day.

Friday morning will be a guest speaker event for both District chapters' attendees as well as for the District conference ones, and we are leaving it open for the district meeting attendees, to either come back to the district meeting or attend the district conference.

Friday morning district meeting topics will be on chapter management, since we are expecting new chapter leaders.

8) APICS BOD News

Here are some BOD highlights:

1) Budget

	8/31/09 Actual	8/31/09 Forecast	2009 Approved Budget	2009 Forecast	2009 Revised Forecast
Total Revenue	\$10,835	\$10,967	\$23,794	\$18,668	\$18,425
Total Expenditures	12,429	12,082	24,166	19,040	18,979
Net Income From Operations	\$(1,594)	\$(1,115)	\$(372)	\$(372)	\$(555)

2) The following slate of 2010 Officers and 2010-11 Functional Committee Chairs was accepted by the Board:

- a. Eric Schaudt, CPIM, CSCP
 - i. *Chair-Elect*
- b. Robert Castleman, CPIM, CIRM, CSCP
 - i. *Secretary-Treasurer*
- c. Nicholas M. Testa, Jr., CFPIM, CIRM, CSCP, Jonah
 - i. *VOC - Membership Development Committee Chair*
- d. Donald H. Sheldon, CFPIM, CIRM, CSCP
 - i. *BOK - Professional Development Committee Chair*

3) Membership

	Year 2008	Change From Start Total	Change from Previous Qtr	Year 2009	Change From Start Total	Change from Previous Qtr	Change From Previous Year
Start Total	43,159			38,897			
3rd Quarter Total <i>(through August)</i>	41,839	3.06%	-3.06%	34,743	-10.6%	-1.4	-17%

Certified Member Retention Rate

(5-year average = 32% of total membership)

5-year Retention Average: 83%

2010-2012 Strategic Objective: 82%

Non-Certified Members Retention Rates

(5-year average = 68% of total membership)

5-year Retention Average: 58%

2010-2012 Strategic Objective: 60%

4) International Conference

- APICS 2009 Attendance
 - 1,662 total attendees
 - 883 paid, full registrations—*goal exceeded*
- Exhibit Show
 - 42 exhibiting companies
 - 55 booth spaces sold
- Sponsors
 - 7 sponsors

Future Sites

- 2010—Nashville, Tennessee, *Save the Date, October 17-19*
- 2011—Pittsburgh, Pennsylvania
- 2012—Denver, Colorado



Sales Tips

SALES, SALES, SALES ...

With economies around the world still having problems and many of our members and colleagues out of work, I thought it would be good to discuss what I call "long term SALES investment". What I am talking about is investing now so that you achieve higher sales in the future. Ask any sales professional and he or she will tell you that sales are much easier when there is a sound relationship as the foundations before the sale. A strong relationship formed between a company or a member and your chapter can go a long way toward that person's or company's support of your chapter in the future. Many folks are having a hard time making a living in these tough times, many companies are struggling just to keep folks on the payroll and the doors open. When this occurs, training is usually one of the first things cut from the budget. When you are trying to put food on the table and pay the mortgage, APICS training may be far from your mind. Many of your chapters are planning for the coming APICS year, why not put together a plan to invest in the future and help your local members and companies? You can help companies and individuals better their knowledge with more affordable APICS courses. Maybe you can find a way to decrease the cost of the courses so that pricing could be lowered for everyone, maybe you could offer special discounts for the unemployed, maybe you could help find state or federal funding for the unemployed to pay for APICS courses. Professional Development meetings (dinner meetings) are another arena that has

been cut from many corporate and individual budgets. Dinner meetings are a great place to network and they are a great place to gain improvement knowledge from the speaker. Why not find a way to allow some unemployed folks to attend the meetings with little or no cost?

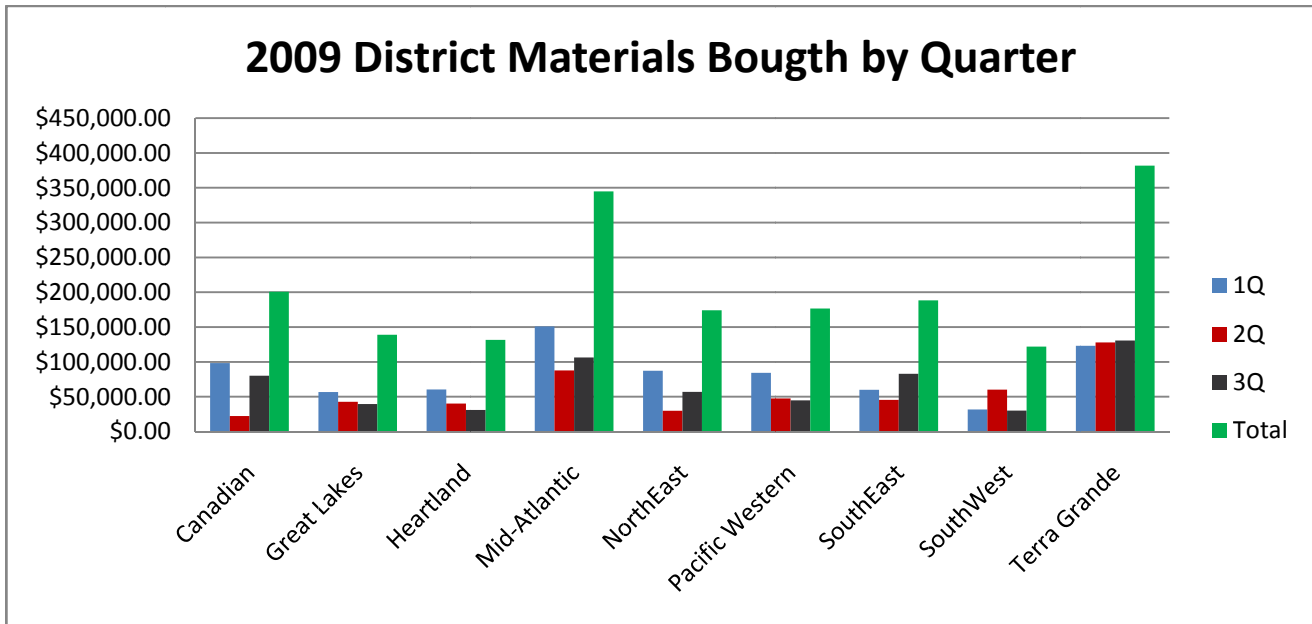
Some say that these approaches devalue your APICS offerings, this is the wrong way to look at it, this is a short term view. These types of programs are an investment in future sales, much like hiring good sales folks and investing in marketing. There have been critics of the strategies suggested here, but these are the types of things that will help build long lasting relationships and loyalty to your APICS chapter. A wise salesman (Jeffery Gitomer) once said "Customer Satisfaction is Worthless.....Customer Loyalty is Priceless". He is right, loyal customers will come back to APICS in the future when times are better and they will attend and pay for dinner meetings, they will pay full price for classes and they will encourage others to come to our programs. Investments are always a gamble, but this one seems like a pretty sure bet.....you help fellow supply chain management professionals today....and will build tremendous loyalty to your chapter for tomorrow. Look in future editions for more sales tips. Until then.....Happy Selling!

Roger Harris, CFPIM, CIRM, C.P.M., PMP, CSCP, CPSM
Terra Grande District Staff
President, Colorado Chapter 81

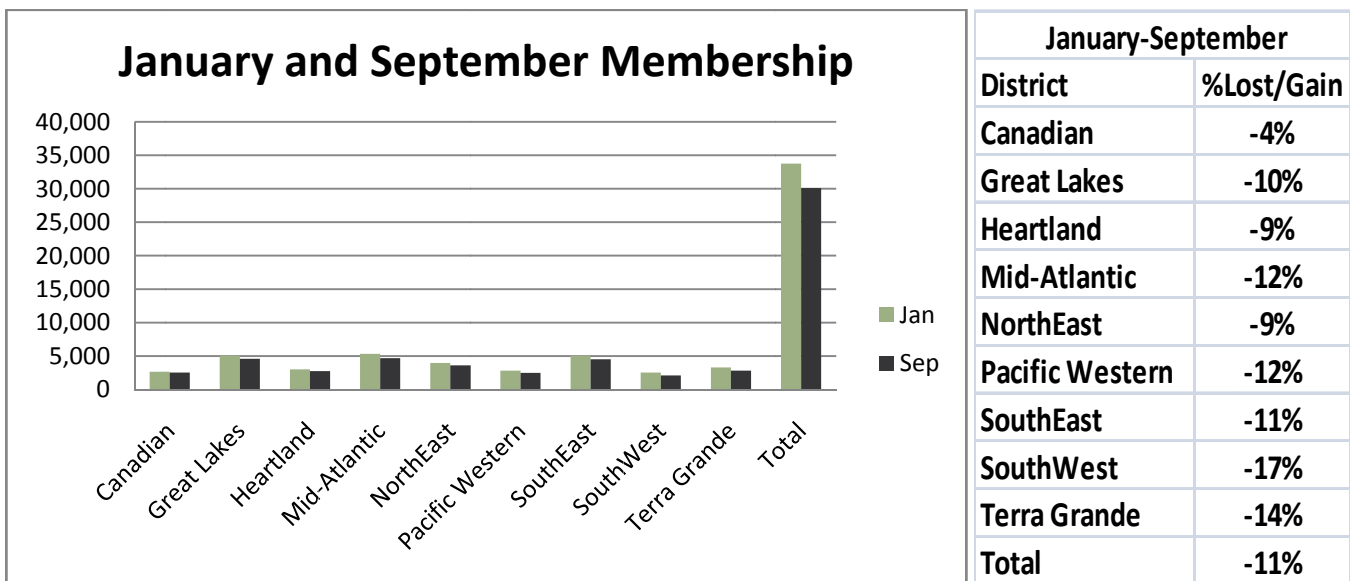


DISTRICT METRICS

Sales



Members



Terra Grande District 2010 Events

Dallas, TX

February 25 – 26

District Meeting

<http://www.apicsterragrande.org>

February 26 - 27

TGD Conference – Six Pack

<http://www.6packed.org/>

Crowne Plaza Dallas

Near the Galleria
14315 Midway Road
Addison, TX 75001



Cancun, México

June 11 and 12

Holiday Inn Arenas. (All inclusive price \$100.00 USD, additional person \$70.00 USD)

BLVD. KUKULCAN KM 2.5

ZONA HOTELERA

CANCUN, 77500

MÉXICO

Mega Districts Meeting in Nashville


October 15-16 (Need to Refine Dates)

Districts Attending:

- 1) Southeast
- 2) Greatlakes
- 3) Mid-Atlantic
- 4) Terra Grande

2010 District Staff

APICS 2010 Terra Grande District Staff

Staff Position	Assignment
<p>Terra Grande District Director Joe Schriever, CIRM, CSCP 8207 Madrone Trail Austin, TX 78737 Phone: 512-458-7404 Email: js2408@aol.com</p>	
<p>Terra Grande District Manager Luis Barcon, MBA, CPIM, CIRM, CQM, C.P.M., PMP, CSCP, CPF CEO SCM Avenida Niño Obrero 300-3 Zapopan, Jalisco 45040 Mexico Cell: 52-33-36624906 Phone: 52-33-31210444 Email: lbarcon@scm.com.mx</p>	<p>QUER MONT PASO/JUA PUE</p>
<p>Staff - Chapter Support Roger Harris, CFPIM, CIRM, CSCP. C.P.M., PMP MSSTECH P.O. Box 40242 Denver, CO 80204 Phone: 303-271-1818 ext. 105 Fax: 303-271-1425 EMail: rharris@msstech.com</p>	<p>ALBU NOCO PIKE</p>
<p>Staff - Chapter Support Vern Teichroeb, CPIM Standard Aereo Phone: 1.210.334.6144 Cell: 1.210.825-1768 EMail: Vern.Teichroeb@StandardAero.com</p>	<p>COLO ETEX FARK GFTW OKLA</p>
<p>Staff - Chapter Support Chet Frame, CPIM, CSCP Border Business Consultants 6244 Los Altos El Paso, TX 79912 Phone: 915-833-3731 Fax : 915-833-3731 Cell: 915-203-8040 EMail: cframe1@elp.rr.com</p>	<p>TULS</p>

Staff – Chapter Support
Chuck Connelly, CFPIM, CIRM, CSCP, CPA
5439 Kingfisher Drive Houston, TX 77096 Phone: 713-256-7500
EMail: Chuck.Connelly@gmail.com

NTEX

Staff – Chapter Support
Charles A. Busby, CFPIM, CIRM, CSCP, CLT
4222 Sheffield Drive Grand Prairie, TX 75052
Phone: 972-641-1067 Fax: 972-641-1087
EMail: buzz@cbusby.us

AKTX
AUST
FTSM
HOTX
HOUS
LUBB

Staff - Chapter Support
Honey Johnson, CFPIM, CIRM, CSCP, C.P.M.
MSS Technologies Inc., 165 South Union Blvd., Suite 260, Lakewood, CO 80228
Phone: 303-271-1818 x123
EMail: hjohnson@msstech.com

NEAR
NWAR
RIOG
SCTX

Staff - Mexican Chapter Support
Bruno Acosta, CPIM, CSCP, Jonah
Queretaro, Mexico Nextel: +52 442-125-3872
Nextel ID: 52*262690*1 Office: +52 442-215-1958 01 800 70
APICS (Only in Mexico)
EMail: brunoa@apicsqueretaro.org

GDL
CHI
MEX

District Field Associate:

Joan Wallner, MS
District Field Associate
APICS The Association for Operations Management
(773)867-1839, ext. 5534
(773)860-7300, cell
jwallner@apics.org
www.apics.org