



APICS Professional Development Corner

Plant Tour Denso Manufacturing – Tuesday, September 8th

One Denso Road, Battle Creek, MI

Registration is only available at <http://www.apicsswmi.com> under Monthly PDM's

Registration Deadline is August 28th

This tour is limited to the first 95 Registrants – No competitors, please

With over **one million square feet** of manufacturing and administrative floor space and 96 acres of land, DMMI is the largest facility in the Fort Custer Industrial Park. Included onsite is a pharmacy and a recreation/fitness center for associates and their families. With FY 22008 Sales of \$1 Billion and 1,810 employees (as of 6/30/2009), DMMI serves customers such as BMW, Chrysler, Ford, General Motors, Honda, Mitsubishi, Subaru, and Toyota.

Preferred Products:

DMMI Components are recognized as industry benchmarks. Creative and efficient product designs result in high performance, low weight and compact size for complete customer satisfaction. Our products offer customers the best solutions to satisfy challenging specifications. We accomplish this through close communication with the customer throughout the entire process – from concept through mass production.

Manufacturing Inroads:

Innovation is a result of continuously re-evaluating and researching alternative process methodology. DMMI takes pride in regularly implementing improved procedures which lower manufacturing costs while improving quality.

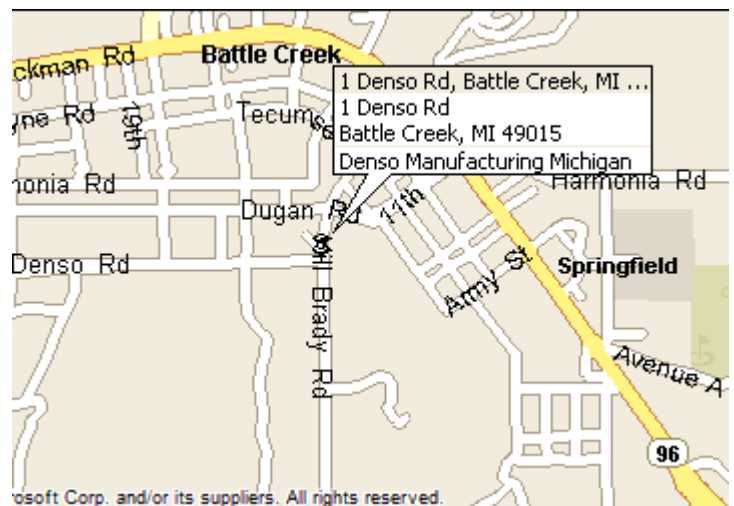
- Key manufacturing processes are designed and built by DENSO to ensure we meet our high standards for quality, cost and delivery. In-house experts improve and maintain these key processes.
- DENSO heat exchanger lines are an industry benchmark for quality, speed, capacity, and advanced technology.
- DENSO process technology continues to pursue environmentally "green" solutions through energy, VOC (volatile organic compound) and material reductions.
- DENSO process design's prioritize added value solutions through an Efficient Factory Manufacturing System. (Examples: pull systems, small lot size, frequent pick-up, quick change over's, and standard work.)

See the Chapter website for the full write up on DENSO!

APICS SWMI Members & Guests - Please join us for September's PDM, along with our colleagues from ISM and ASQ.

EVENT INFORMATION

- Date/Time:** Tuesday, September 8, 2009
 Introduction to Denso 5:30 pm
 Tour Begins 6:00 pm
 Hors d'oeuvres 7:00 pm
- Location:** One Denso Road, Battle Creek, MI:
 From I-94 Exit 92 (M-37/Springfield), head North on Columbia Ave. W., turn slight left at Skyline Drive, turn left onto Hill Brady Rd., and left again at Denso Road. *See map below:*
- Pricing:** No charge.
- Registration:** Due **August 28th**
- Contact:** <http://www.apicsswmi.com>



2009 SWMI Chapter Board of Directors

President and VP of Education
Micheal Manchester, CPIM, C.P.M.
Pfizer, Inc.
president@apicsswmi.com
education@apicsswmi.com

President-Elect and VP of Communication
Ed Huver, CPIM
president-elect@apicsswmi.com
communication@apicsswmi.com

Past President and VP of Finance
Jeff Taft
Blackmer, A Dover Company
past-president@apicsswmi.com
finance@apicsswmi.com
webmaster@apicsswmi.com

Vice President of Administration
Denise Jacobs
Kazoo, Inc.
administration@apicsswmi.com

Vice President of Marketing
Megan McFadden, CPIM
Graphic Packaging
marketing@apicsswmi.com

Vice President of Membership
Cindy Troyer, CPM
Eaton Corp.
membership@apicsswmi.com

Vice President of Quality
Kitty Horng, CPIM
Pfizer Inc.
quality@apicsswmi.com

Vice President of University Relations
Amy Montanye, CPIM, CSCP
The Kellogg Company
university-relations@apicsswmi.com

Vice President of Programs
Mark Rose
Pfizer, Inc.
programs@apicsswmi.com

Director at Large
Mark Breuer, CPIM, CSCP, CIRM, PMP
director.mark@apicsswmi.com

Director at Large
Melinda Lowrie
Pfizer, Inc.
director.melinda@apicsswmi.com

Director at Large
Robert Montgomery, CPIM
Manufacturing Mgmt. Assoc.
director.bob@apicsswmi.com

Director at Large
Viswanathan "Raj" Rajagopal, CPIM
Pfizer, Inc.
director.raj@apicsswmi.com

Director at Large
Dr. Bruce Ferrin
Western Michigan University
director.bruce@apicsswmi.com

APICS SWMI President's Corner

The summer season has just flown by us with all of the activity we have during the nice weather. Hopefully you were able to get some time off and away from the demands of your busy work lives. But summer is winding down and while you have been enjoying this time, your local APICS Chapter has been busy preparing for the upcoming program year.

We held our annual transition meeting in June and the new BOD members have taken on their new responsibilities. I am now the President of the SWMI Chapter, stepping in after Jeff Taft. I want to thank Jeff for all of his hard work this past year. His leadership of the Chapter has been invaluable and we are now in a great position to continue to offer our membership valuable PDM meetings, certification preparation classes, inventory workshops, lean workshops, and more. We have a full staff of BOD members that are working toward providing you the best service and programs we can.

We all know that companies are cutting back on training expenses but in conjunction with ISM and ASQ, we will have a complete program of monthly professional development meetings that are free to our membership. There are 2 plant tours scheduled to start our program year. Now more than ever you should take advantage of the programs we are offering to help you add to your Supply Chain knowledge. The networking with others in our professions could prove to be invaluable as we all navigate these uncertain times.

Make a commitment to become more involved with our Chapter this coming program year. We have as good a Chapter as you will find anywhere, and the programs and education offerings are second to none. Please go to our website and sign up for our events. All events are posted at apicsswmi.com under the "Upcoming Chapter Events" section. You will find all the information you need to know to help you improve your knowledge base.

I look forward to serving you in this next year. Your Chapter BOD remains committed to supporting local professionals and the WMU Student Chapter in providing the programs that will make a difference in your career. Let us know if you would like to see something we currently do not offer.

Successfully yours,

Micheal Manchester



APICS Great Lakes District Update Corner

By Jeff Taft, APICS Great Lakes District Staff Representative

Excellence in chapter management is a key component to the development of strong chapters and satisfied members. To assist chapters in achieving excellence in chapter management, APICS offers two programs to define chapter standards and recognize their efforts.

Chapter Minimum Standards (CMS)

The primary purpose of the Chapter Minimum Standards is to enhance the growth, development, and membership value-add of APICS chapters by evaluating each chapter against a set of criteria that have a direct and positive impact on chapter performance. CMS is the foundation for the Chapter Benchmarking and Recognition program.

Chapter Benchmarking and Recognition (CBAR)

The C-BAR program has three primary purposes:

1. Provide each chapter with a comprehensive set of activities recommended for a successful chapter.
2. Provide an objective process to recognize chapters that meet or exceed the accomplishment of recommended activities.
3. Provide districts, DMC, and association feedback on chapter strengths and weaknesses for the development and implementation of future programs and training needed to assist chapters to better support their customers.

The program requirements are detailed in the CBAR Handbook. The Enhanced CBAR Excel Workbook facilitates automatic summary calculations at the chapter, district, and APICS corporate levels. All chapter submissions for CMS and C-BAR should be reported annually electronically by using the Excel tool and are due by July 31st.

I am pleased to announce the following 2009 Results for our area.

Kalamazoo/Southwest Michigan Chapter
Grand Rapids Chapter
Lansing/Mid-Michigan Chapter

Passed CMS, Achieved CBAR Platinum Status
Passed CMS, Achieved CBAR Platinum Status
Passed CMS, Achieved CBAR Bronze Status

Great Lakes District Meeting Update:

There were 54 people in attendance at the recent APICS Great Lakes District Meeting held at the Country Springs Hotel and Conference Center in Waukesha, WI, the weekend of August 7 -9, 2009. The purpose of District Meetings is to provide a networking and idea sharing opportunity between volunteers of the 24 chapters within our district. There is also an emphasis on personal development and training.

This meeting featured a Friday night presentation by Bob Collins, APICS Director of Professional Development, on Professional Members Development and our focus on collaboration with other professional organizations. We also did some speed networking.

On Saturday, the opening presentation by Tom Krupka, APICS Chairman of the Board 2009, was an association update and a look at the future of APICS. We then went into a chapter roundtable discussion to share ideas and concerns. This was an extremely positive session with much discussion and many good ideas being generated. Additional presentations were on the following: detailed training on the APICS volunteer resources (C-Box, C-Manuals and Communities of Practice), tips for the new chapter presidents, tips for the chapter treasurer and a motivation session.

Resources:

APICS Great Lakes District Website
 APICS Learning Communities

<http://www.apicsgreatlakes.org/>
<http://communities.apics.org/COP>

Dates to Remember:

October 2 – 6, 2009	2009 APICS International Conference & Expo (Toronto, Ontario, Canada)
February 19 – 21, 2010	2010 APICS Great Lakes District Student Case Competition (Chicago, IL)
August 6 – 8, 2010	APICS Great Lakes District Meeting (TBD)

APICS SWMI "What's Happening" Corner

APICS Southwest Michigan Chapter 2009-2010 Leadership

Mike Manchester CPIM, CPM
President
Pfizer, Inc.
269.833.0881
president@apicsswmi.com

Ed Huver CPIM
President – Elect
269.275.5621
president-elect@apicsswmi.com

Jeff Taft
Past President
Blackmer, A Dover Company
269.720.8931
past-president@apicsswmi.com

Denise Jacobs
VP of Administration
Kazoo, Inc.
269.375.4900
administrarion@apicsswmi.com

Ed Huver CPIM
VP of Communications
269.275.5621
communication@apicsswmi.com

Mike Manchester CPIM, CPM
VP of Education
Pfizer, Inc.
269.833.0881
education@apicsswmi.com

Jeff Taft
VP of Finance
Blackmer, A Dover Company
269.720.8931
finance@apicsswmi.com

Cindy Troyer CPM
VP of Membership
Eaton Corp
269.375.2605
membership@apicsswmi.com

Mark Rose
VP of Programs
Pfizer Inc.
programs@apicsswmi.com

Megan McFadden CPIM
VP of Marketing
Graphic Packaging
269.553.0564
marketing@apicsswmi.com

Kitty Horng CPIM
VP of Quality
Pfizer, Inc.
269.372.0415
quality@apicssmi.com

Amy Montanye CPIM, CSCP
VP of University Relations
The Kellogg Company
269.961.9258
university-relations@apicsswmi.com

Mark Breuer, CPIM, CSCP, CIRM,
PMP
Director at Large
269.568.4766
director.mark@apicsswmi.com

Robert Montgomery, CPIM
Director at Large
Manufacturing Mgmt. Assoc.
269.279.9057
director.bob@apicsswmi.com

Melinda Lowrie
Director at Large
Pfizer Inc.
269.833.9525
director.melinda@apicsswmi.com

Viswanathan "Raj" Rajagopal, CPIM
Director at Large
Pfizer, Inc.
269.833.0413
director.raj@apicsswmi.com

Dr. Bruce Ferrin
Director at Large
Western Michigan University
269.387.6145
director.bruce@apicsswmi.com

We would like to highlight APICS Member Companies and Individual Members for their contribution to Operations and Supply Chain Management. If you have something you feel is newsworthy, please send it to us for inclusion in the next newsletter.

All submissions should be directed to either Cindy Troyer, VP of Membership, at membership@apicsswmi.com or Ed Huver, VP of Communications, at communication@apicsswmi.com

Editor's Notes

The Monthly Newsletter Gets a Name

You may have noticed a change to the name of the monthly newsletter. The name "Platinum Link" was chosen for two obvious reasons. Platinum was chosen to celebrate the chapter's ongoing maintenance of its Platinum status. The word Link was chosen as an obvious reference to a chain.

Maintaining our chapter status as Platinum is an accomplishment of which we all should be very proud. Not many chapters can say they've maintained their status for as long as SWMI, and very few have been Platinum longer. The Platinum portion of the name has been chosen not only to show our pride, but also to keep a reminder out there that we need to continue to strive to keep our chapter solid, one of the elite chapters within all of APICS.

In addition to the reference of link as making up a chain, we view our chapter as your link to APICS Headquarters. Your chapter Board works hard to provide you with the tools and information you need to succeed in the operations field. This monthly newsletter is intended to keep you informed of what is happening at the local level, but will also provide you with information from the District and National levels as well.

Higher level management may not understand what APICS can provide its members. Sometimes these executives need to be reminded about APICS' benefits. Whatever your situation may be, if you would be interested in having APICS SWMI present the programs our Chapter offers to your fellow colleagues, please contact Micheal Manchester (president@apicsswmi.com) or Jeff Taft (finance@apicsswmi.com) and they can arrange a time to visit your company.

The APICS SWMI Monthly Newsletter is published monthly by the Southwest Michigan Chapter of APICS, the Assoc. for Operations Management, to provide its members the news and activities of the chapter. Comments, suggestions and story ideas are welcomed and encouraged.

Editor: Ed Huver

communication@apicsswmi.com

Updated Contact Information

Do we have your correct email address? If you have not received either the newsletter or an announcement of this month's PDM by email, then we don't have your current contact information. If you would like to receive all the latest APICS news, please forward your email address to Ed Huver at communication@apicsswmi.com.

APICS SWMI Education Corner

APICS Southwest Michigan Chapter Educational Offerings

Your local Chapter has a full program of educational offerings through the rest of 2009. We are offering CPIM classes at WMU sponsored by the WMU Student Chapter. CSCP certification classes are being offered at M Tec. We have another round of inventory workshops that are very cost effective and are being taught by a very experienced Supply Chain Professional. All of these courses are being offered to help your company's professionals get the knowledge they need to have an impact on making your company more competitive in the marketplace. Go to our website @ www.apicsswmi.com and sign up for the course that will help you in your career.

Education Schedule - CPIM

Kellogg Snacks (Battle Creek) On-Site Open Classes - 2009

CPIM Module 4 August 10, 17, 24, 31, Sep 8, 14, 21, 28
 CPIM Module 5 Oct 12, 19, 26, Nov 2, 9, 16, 23, 30

Western Michigan University On-Campus Student Classes 2009-2010

CPIM Module 1 Sept 17, 24, Oct 1, 8, 15, 22, 29,
 CPIM Module 2 January 7, 14, 21, 28, Feb 4, 11, 18
 CPIM Module 3 March 4, 11, 18, 25, April 1, 8, 15, 22

Education Schedule – CSCP

M Tec Open Class - 2009

August 27, Sept 3, 10, 17, 24, Oct 1, 8, 15, 22, 29, Nov 5, 12, 19

Education Schedule - Inventory Workshop

M-Tec Open Classes - 2009

Cycle Counting	Oct 1
Basics of Inventory Management	Oct 15
Physical Inventory	Nov 12
Material Requirements Planning/Bills of Materials	Dec 3

If you are interested in hosting APICS training, either public or private, at your facility, please contact Micheal W. Manchester, President, at president@apicsswmi.com or micheal.w.manchester@pfizer.com. Training discounts are available for hosting training, multiple company attendees, and APICS members.



Article from APICS Extra Vol. 4, No. 7, July 29, 2009

Rebirth of a Company

By Randall Schaefer, CPIM, and Debra L. Smith, CFPIM, CIRM, CSCP

Just as a fire is devastating, yet ultimately renews the health of a forest, an economic downturn provides the impetus for a manufacturing professional to assess his or her company's well-being and make any necessary changes to ensure its long-term viability. The typical response to a downturn is to reduce cost or—for the more aggressive professional—to initiate activities such as identifying and processing obsolete inventory, auditing bills of material and routings, reorganizing the plant layout, or even implementing that new enterprise resources planning system. However, the smart businessperson recognizes a downturn as an opportunity to fundamentally renew his or her organization. Fundamental renewal requires a fresh look at four critical aspects of the business: core competencies, forecasting and capacities, the external supply chain, and staffing. Each aspect requires critical management action to prepare the company for the inevitable economic upturn and the likely new economic realities.

1. Bolster your core competencies. Evaluate whether your core competencies remain appropriate to the changing, competitive marketplace. Whatever you decide your core competencies are or must be, concentrate resources on them until they are world-class. Increase flexibility (speed and range); stimulate innovation (product design, process design, and marketing); and drive down internal and external costs affecting those core competencies. Outsource the processing of parts and products that distract from core competencies. Or, perhaps, discontinue products that do not fit your company's position in the future marketplace. Understand that not all employees are equal when it comes to supporting your core competencies. When layoffs are necessary, be willing to retain a bit more overhead in order to hold onto core skills and critical knowledge.

2. Challenge forecasting and capacity management. Depending on your marketplace, the upswing may be accompanied by a general shift in consumer preferences, requiring adjustments to current forecasting techniques. During that period, qualitative techniques may be superior for identifying recent changes and trends. Most importantly, do not fear using a forecast as the basis for finished goods stocking levels just because of inaccuracies. Put current forecasting techniques into the hands of an experienced forecaster, and the results will be better. Forecasting never is completely accurate, but using it as input to the master production scheduling process can improve inventory mix and customer service.

Forecasts must address not only the shorter-term master schedule horizon and rough-cut capacity planning, but also the longer-term sales and operations planning process and capacity management. Typically, manufacturers have few production constraints during an economic slowdown—but slowdowns don't last forever. Use an industry veteran's experience to determine the ramp-up rate when analyzing capacities and future constraints. Decide what business conditions will trigger action and what that action will be. As demand picks up, it is tempting to treat the increase as temporary and use priority planning solutions to overcome what seems to be a short-lived spike in demand. If additional capital equipment is required, do not wait until the upswing is obvious to everyone. Production machinery builders sell out their capacity quickly when a turnaround begins. Set up lines of credit now. You may find that your current lending institutions have new standards or even new managers—people with whom you have no existing business relationship.

Capacity management also refers to human capital. Focus your cross training on the core competencies and processes required for whatever products are most likely to experience the upswing first. Don't be tempted to save money by skimping on preventive maintenance. When sales begin to pick up, you will be glad to have available capacity rather than have it lost to maintenance that should have been performed during slow times.

3. Realign external supply chains. Supplier lead times may be artificially short during an economic downturn, so don't go into the upswing without reviewing and confirming them. If a supplier has a history of late or incomplete deliveries, there is no reason to believe this will not resume when the economy begins to recover. Now might be the time to contract for a percentage of capacity instead of sliding into the same old pattern of ordering and expediting. Be aware that your suppliers also have suffered through the recession, yet, they may not have prepared as effectively for the upturn. As best you can, determine whether their financial condition, management capability, and capacities will enable them to respond adequately to your needs. Do not hesitate to change suppliers if you judge one to be only marginally capable. An economic slowdown is an excellent time to develop new suppliers and negotiate favorable prices. Of course, all this is possible only if you have retained enough supply chain expertise to manage it. This leads us into the final step.

4. Ensure workers are ready. One of the authors of this article worked for a large company that experienced a significant slowdown. Severe layoffs affected many skilled electricians, setup people, machine maintenance and tool repair technicians, and certified operators. These skills continued to be in general demand, and the people could find jobs elsewhere. Recognizing this reality, company managers initiated a program to keep close tabs on past employees. Every other week, a human resources representative contacted each one to determine availability and willingness to return to work if called. Those who took other jobs were replaced with workers who were hired into a training program so they would be ready when the company needed them. This approach effectively retained the skills needed to support recovery, even though it did not retain every individual worker. Of course, it was possible only because the company retained a sufficient number of human resources people. In the end, it was an investment in retaining essential skills to fundamentally renew the enterprise.

In the midst of a slowdown, a company still must produce products and provide services—albeit at a much reduced volume. Employees typically are required to absorb the responsibilities of their laid-off colleagues. Managers must be aware that merely allocating a list of residual tasks to those who remain does not assure positive results. Employees performing new activities may be unaware of basic procedures, and mentors may be in short supply. Thus, managers must carefully assess who is assigned each task and become personally involved until convinced that the job has been mastered. Such close supervision will bring about valuable cross training that fundamentally strengthens the organization.

Changing economic realities change the landscape of your markets. Take advantage of this opportunity by doing more than just cutting costs and engaging in routine incremental improvements. Renew your company and improve its outlook for the eventual upswing.

How to Network

You've probably heard the phrase "It's not what you know, it's who you know." In today's interconnected society, that rings true more than ever. Your talents, abilities, and experience will never take you anywhere if nobody knows you exist. In order to get what you want out of life, you need to be resourceful. Your fellow human beings are a vast resource.

1. Break your stereotypes about networking. If you're reading this article, you're probably familiar with the benefits of networking, but you've avoided doing it for a variety of reasons.
 - a. Networking can seem insincere, pretentious, or even manipulative. And if that's what you're thinking, you're probably right... about some of it. There will always be people who judge others based on image and titles, but there are also people who want to build genuine, mutually beneficial relationships. When you're networking, you're going to have to sift through the people you don't want to know to get to the people you do want to know. That's just an essential part of networking, but the good news is that with practice, you'll get better at spotting the people worth knowing.
 - b. You might think you're too shy or self-conscious to schmooze. Networking does require a degree of boldness, but with the advent of social networking sites, you can get to find others with similar interests and goals without being in a room full of people. Also, people who are shy and self-conscious tend to be a lot more open and talkative when they're doing or talking about something they're deeply interested in. If you find people who are just as obsessed with birding, origami, or manga as you are, then you'll have a much easier time establishing connections.
 - c. Networking takes time and effort. Unless you're an extroverted person who thoroughly enjoys schmoozing, it can be exhausting. Why bother? Well, one way to think of it is to imagine how much time and frustration you would save if anything you wanted or needed was just one or two phone calls away. Ultimately, a network can be an investment, with benefits that outweigh the costs.^[1] You just need to stick with it and watch it grow.

2. Build your social network. If you hate small talk, this will be the hardest part, but you'll improve with practice. The key is to smile and take a genuine interest in other people's lives.
 - a. Strengthen your existing connections. Getting in touch with old friends, distant relatives, and people you went to school with can be a good stepping stone because you're reaching out, but you're not approaching complete strangers.^[2] Give them a phone call or send them an e-mail to find out where they are and what they're doing. Tell them what you're up to.
 - b. Pursue interests and activities that mean a lot to you. The Internet has made this a whole lot easier. Check forums, listings, classifieds, and Internet mailing lists (known as "listservs") for local events or meetings that are likely to attract people with similar interests or passions.
 - c. Go to work-related conferences. Print out business cards and give out as many as you can. Ask the people you meet for their business cards, and write any details about them on the back once you have a moment to spare.

3. Find out who knows whom. When you're talking to people, find out what they do for a living and for fun, as well as what their spouse or significant other, nearby family members, and close friends do for work and recreation, too. It may be helpful to make note of this in your address book so you don't lose track of who does what.
 - a. Example: You meet Mary at a book club meeting and you find out that her cousin is an expert windsurfer. A few months later, your niece reveals to you that one of her life's goals is to go windsurfing. Instead of scratching your head and thinking "I know somebody mentioned windsurfing recently but I can't remember who..." you look at your address book, find "windsurfing cousin" written next to Mary's name, call her up and ask her if her cousin is available to give your niece a private lesson, that you want to give that to her as a birthday gift. Mary says "Sure!" and convinces her cousin to give you a discount. Your niece is thrilled. A month later, your car breaks down, and you remember that your niece's boyfriend is an aspiring auto mechanic...

- b. Find the extroverts. As you continue to network, you'll find that some people are much better at it than you are - they already know everyone! You'll stand to benefit from getting to know such people first because they can introduce you to others who share your interests or goals. In other words, if you're an introvert, find an extrovert who can "set you up".
4. Invite people out. Going out for lunch, beer, drinks, or coffee is usually good for catching up casually. You can also invite people to do things related to your interests. If you met someone at a caving club, why don't you ask them to check out a new cave with you? The objective here is to establish a connection beyond your initial meeting. Preferably, this should be one-on-one.
5. Be generous. Since you're looking to create mutually beneficial relationships, a good way to kick start this is by thinking of ways in which you can help others. It's not all about contacts, job offers, and loans; you can offer compliments, good listening skills, and other less tangible (but valuable) gestures of kindness and generosity.^[3] As long as you're sincere, you're establishing good relations with people and opening channels for mutual benefit. The girl who was crying on your shoulder last month might get you the job of your dreams next month. You never know, so place your bets on good karma. What goes around, comes around.
6. Follow up. Don't get someone's business card or e-mail address and forget about it. Find a way to stay in touch. Maintain your network. Whenever you find an article that might be of interest to them, for instance, send it on their way. If you hear about a negative event (a tornado, a riot, an electrical blackout) that happened in their vicinity, call them and make sure they're fine. Keep track of everyone's birthday and mark them on a calendar; be sure to send birthday cards to everyone you know, along with a nice note to let them know you haven't forgotten about them, and that you don't want them to forget about you.
7. Tap into your network. The next time you need something (a job, a date, a hiking partner) cast a wide net and see what happens. Make a few phone calls or send out an e-mail describing your situation in a friendly tone: "Hey, I'm in a bit of a pinch. I have these concert tickets for Saturday and I haven't been able to find someone to go with me. Since this is a band I love, I'd like to go with someone I know I'll have fun with. Do you know of anyone who might enjoy it with me?"
 - a. Don't ever apologize when asking for a favor or help. It can signal a lack of confidence and professionalism.^[4] There's nothing to be sorry about--you're just seeing if anyone happens to be in a position to help you; you're not making demands, or forcing people to do anything that they don't want to do.
8. Use the Internet. Let's face it, not all of us are living in cities like New York or Los Angeles where it's easier to find someone of interest and get in touch with them personally. Social Networking has evolved over the years to become a business networking tool as well. The internet and online networking have essentially reduced distances between people to zero so that we can not only network outside of our hometown, but also from coast to coast and globally. Develop some online contacts whom you might be interested in networking with. Search for journals and professional organizations online and use resources such as CareerCritique to find out more about the people who do certain jobs and their work life.

This article was found in wikiHow.

APICS SWMI Membership Corner

Membership Update

APICS Southwest Michigan Chapter Congratulates our Certified Members

CPIM

Douglas Albee
Mark Breuer
Suzan Clipfell
Fred Flegal
Kathy Gehron
Cristin Grove
David L Hess
Edmund Huver
Brian Jervis
Christopher Lai
Greg Martin
Andrea McCubbin
Douglas Meller

Craig Mellor
Dawn Metzger
Amy Montanye
Robert Montgomery
Derek Neufeld
Larry Patnode
Michael Petersen
Perry Piccard
Benjamin Redenius
Carol Robey
Mary Ann Ruesink
Christopher Schwartz
Nancy Shafer
Paul Sliter

Wendy Sosville
James Tessar
Ronald Thomas
Todd Turcotte

CIRM

Mark Breuer

CSCP

Mark Breuer
Amy Montanye
Christopher Schwartz

APICS Southwest Michigan Chapter Membership Update

Welcome New Corporate Members

New Members

Elizabeth Evans
Melissa Sittler

Membership Lapsed

Renewing Members

Cynthia Troyer
Dawn Metzger
Nikki Crocker

**APICS WMU Student Chapter
Membership Update
August 2008**

New Members

Kian Boom Lim
Brant Hoisington
Courtney Hughes
Andrew Sonntag
Ryan Mikel

Current Members

Mohammed Alharthy
Mark Antonuk
Zachary Atkins
Reed Befus
Elliott Berlin
Andrea Blankers
Carl Boone
David Brent
Jeffrey Burg
Ryan Buurstra
Alan Clark
Joe Connolly
Shane Cunliffe

Lauren Dilullo
Jason Elliott
Nicholas England
Anna Ferdyn
Heather Ferris
Nancy Field
Maurice Flowers
Nicholas Gebben
Scott Gilson
Jermaine Givens
Andrew Gohlke
Michael Hankamp
Andrew Harsini
Rachel Hartwick
Eric Heineman
Kenneth Henderson
Shaelee Heusinkveld
Scott Holka
Michael Hood
Matthew Hughes
Ryan Ishmael

Thomas Kaluzny
Justin Kastman
Jaquita Kellum
Todd Kelly
Ryan Kelly
James Klucka
Luke Knowles
Mike Kozan
Andrew Kwapis
Adam Lagoni
Monica Lippert
Kevin Little
James Love
Phil Lower
Peter Lyngstad
David Mackellar
Harrison Martin
Ashley McKenzie
Marc Mercer
Chelsa Meyer
Kyle Papierz

Richard Patroske
Lawrence Robling
Jeffrey Scott
Anthony Serio
William Shaw
Michael Sholler
Matthew Smith
Alejandro Staub
Steven Taratuta
Adam Taylor
Brittany Thomas
Willis Thomas
Matthew Trebesh
Joshua Turner
Michael Vanderkamp
Andrew VanLeeuwen
Alex Vincentini
Shawn Vogt
Nicholas Waldron
Johnny Williams