

APICS Professional Development Meeting

Tuesday February 10th 2009 at NEW LOCATION

Fine dining at **Petroleum Club of Wichita** 100 N Broadway St 900 Wichita KS 67202
316 262 6471

Arrive	5:00 PM	Buffet	5:45 PM
Speaker	6:30 PM	Cost	\$15 APICS Member \$25 Guest No Cost for current APICS workshop students
Parking	Public Parking Garage available – Free Parking Bring your parking ticket to dinner with you to be validated Use the walkway from the Parking Garage to the Bank Building		
RSVP	Required no later than noon on Friday, February 6th, 2009. Preferred RSVP method email rsvp@apics-wichita.com or call (316) 636-8224 and leave message. When making your reservation please provide names, contact phone, member/guest/current APICS student.		

Presentation and Speaker

Alan Badgley, an independent consultant for the Wichita State University – Kansas Small Business Development Center, will be bringing a discussion on how the WSU KSBDC can be a critical part of start-up business entrepreneurs as well as existing business entrepreneurs. The evening's discussion will include a portion of what the KSBDC is all about, featuring some of the tools of the trade. Alan says not to be fooled by the name including 'Small'. He has assisted in businesses requiring lending from as little as five thousand dollars and as much as just under two million dollars.

Speaking in front of groups on a weekly basis at the KSBDC is normal for Alan, as he presents "Meeting the 3M's – Money, Marketing and Management." Alan has been performing a variety of seminars throughout his career.

Tools of the trade include: Cash Flow Spreadsheet Analysis, Strategic Planning Workshops, Customer Service Excellence, Marketing and Sales. His education includes: an Associates in Applied Science in Electrical Distribution, Bachelors in General Business, and Masters in Business Administration with a dual concentration in Finance and Marketing.

Alan has worked as General Manager, State General Manager, Regional Sales Manager, Junior Partner, Owner of his own sales and marketing business and currently is a partner in an export company as well as independent consultant. Alan has been successfully consulting within these positions for years. Strategic thinking and planning allows for effective understanding of the company environment within the respective industry, thus enabling success to thrive. Through these positions he is able to understand and relate to those in small and large business and while gaining the clients' confidence.

Alan's first career was in the electric utility industry in Texas, working with large customers as well as indirect selling through heating and air conditioning dealers in an industry support role. Working in a purely competitive environment has been the norm, having to build the distribution through an indirect dealer base. This energy base continues to serve him well as the world's focus is on energy more now than ever before. He also became the chairman of the board for DeSoto Chamber of Commerce, in the DFW metroplex during early 90s, which drew on his ability to work with others through a volunteer network.

It was during this tenure that Alan completed his MBA with a dual concentration in Finance and Marketing. This focus has served him well throughout his career. While most financiers don't speak 'marketing', Alan understands both, which enables him to look strategically through the company. This view is rare for most, but has created a successful track record. Moving into a new field away from the energy business, he received national acclaim while excelling in marketing and sales efforts in the satellite broadcast industry. His successful work with both non-profit and for-profit companies allows Alan to draw upon these to provide a balanced approach. During this tenure, he established his marketing and sales through a limited budget while building a successful distribution model. Understanding both, direct and indirect sales, gives him the ability to assist in establishing and improving distribution sales models in a variety of companies.

Presidents Corner

We have a new President, Barack Obama, as he mentioned in his speech, we need to dust ourselves off and pick our selves up and APICS is just the organization that can help. Visit our website at www.APICS-Wichita.com for upcoming events and classes for certification.

Save the date for our **annual seminar with Mike Ford on April 22.**

We are still accepting nominations for next year's Board of Directors. Please feel free to contact Elly Love at e-mail address, storm98@wheatstate.com if you have suggestions, or if you are interested in volunteering for this very rewarding experience. Benefits of being on the BOD

As a member of the APICS Wichita Board of Directors you will enjoy the following benefits:

- You may attend any chapter function at no cost, PDM, Seminar, Review courses.
- You may attend the annual International Conference at the reduced "Chapter Officer" rate as determined by APICS headquarters.
- You will grow professionally in your management abilities, including running a meeting, learning Robert's Rules of Order, etc.
- You will have responsibility for a portion of the business, developing your business management skills.
- "Develop Presentation skills in a non-threatening, low risk environment" or something like that.

See you soon!

Jerry Kukuruda CPIM, CSCP, C.P.M.
President- APICS Wichita

APICS phases out corporate associate status

Owing to recently approved changes by the APICS Board of Directors, the corporate associate membership has been phased out effective December 31, 2008. Corporate associates, who are nonvoting associates of group-site membership, are encouraged to participate as full APICS members by converting to an enterprise professional membership through their employer or an individual professional membership.

APICS enterprise professional membership gives organizations access to customized education and certification delivery option, corporate exam testing options, staff certification status reporting, membership transferability, and centralized billing. It also offers automatic chapter affiliation, creating a more seamless and personalized membership management system.

Professional member dues are \$200 (\$150 for the individual and \$50 for the chapter portion, in most cases). Corporate associates may be converted to enterprise professional members according to the following tiered dues structure.

For information on enterprise or professional membership, or to determine if you are currently a corporate associate, visit www.apics.org/join.

Tiers	Total Number of members	Amonth per member	APICS corporate	Local Chapter
Tier 1	5--24	\$ 200.00	\$ 150.00	\$ 50.00
Tier 2	25--99	\$ 190.00	\$ 140.00	\$ 50.00
Tier 3	0 and grea	\$ 180.00	\$ 130.00	\$ 50.00

From WSU APICS Student Chapter #S232

WSU Shocker Mindstorms Challenge 2009

The Ninth Annual WSU LEGO MINDSTORMS Robotics Challenge will be held on February 21st. This is an event that APICS WSU student chapter would like to participate each year to help students demonstrate what they have learned to industry professionals and WSU representatives. This event provides young students with the opportunity for practical application and exhibition of math, science, programming, and engineering skills, as well as promoting teamwork, dedication, and sportsmanship. Teams of fourth through eighth grade students from across the state of Kansas will have the opportunity to complete Mission Challenges designed by various professional organizations in WSU including APICS. The APICS student chapter created a challenge circuit "Loch Ness" for the students to compete on. For more info visit <http://webs.wichita.edu/?u=mindstorms&p=challenge/2009/APICS/>





Recruit and Save at the APICS Career Center

The APICS Career Center is the premier resource for companies seeking qualified and experienced candidates in the supply chain and operations management profession. Use the APICS Career Center to find top talent for Production, Inventory, Materials management, Supply chain management, Operations management, Purchasing Logistics and much more!

Limited Time Offer

Get 30% off the cost of all job posting packages. Offer ends January 31, 2009. Please limit one promotional code use per employer.

Go to jobs.apics.org/post.cfm or view here. Members enter promotional code 9W1CC; nonmembers enter 9W2CC. Companies that use the APICS Career Center to help them find the right candidates for their open positions include GE, AstraZeneca, Nestlé, and Johnson & Johnson.

Spend your time interviewing talented candidates rather than searching for them. List your job openings at the APICS Career Center today!

Not an APICS member? Take advantage of member pricing and networking. Join APICS today at apics.org/join.