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Chapter News

Congratulations to our most recent Scholarship Recipient from FVTC —**Jayme Zelinske** (Menasha, WI)! Best of luck with achieving your degree in Printing and Publishing.

We enjoyed our visit to Trout Springs Winery & Vineyards for the December Social Event. The 4500 sq. ft. winery was established in 1995, and we were able to see how they bottle, cork, seal, and label their wine bottles. After the tour, we relaxed with a wine tasting, appetizers, and social. Steve & Andrea DeBaker were extremely welcoming, and I would encourage all of you to check them out at www.troutspringswinery.com.

The Fox Valley Chapter does not have any events scheduled for the month of January. Please take the month to enjoy your family and the winter snow! Our up-coming events are as follows:

- **Feb 4** — "Effectively Working a Room, Turning Introductions into Leads" presented by Diane Roundy, Schenck.
- **March 25** — Discussion Panel with students at FVTC
- **April** — Board Meeting

If you are interested in becoming a sponsor of the Fox Valley Chapter of IoPP, please complete the attached form and return to me. We greatly appreciate your support!!!!

Please be safe during your Holiday travels!

Regards in Packaging,
Brenda Halama

Member Spotlight — Matthew Hartel

Matthew has been a member of IoPP for 2 years. He currently works as a Sales Executive for Southern Graphics Systems—Appleton. When asked what he likes most about his position there, he responded:

Our primary focus is in packaging graphics and printing plates. I enjoy problem solving with my customers, whether it is in a conference room or press side. Although being available 24 hours a day has its drawbacks, I enjoy the sense of accomplishment when we are able to get a press up and running again. One of my favorite moments comes from working with new customers when all of our preparations come together and the final product hits shelves quickly while beating their expectations.

Matt grew up in the Town of Menasha, and he graduated with a Bachelor's degree from UW-Stout. He studied General Business Administration, with Graphic Communication Management as his technical component. In his free time, Matt enjoys kayaking, golfing, Brewers baseball, and camping.

December 2009



Labeling the wine bottles



Wine tasting



Join us for a future Fox Valley Chapter event

January

Winter break—
No scheduled event

February 1

Diane Roundy—Schenck
“Effectively Working a Room,
Turning Introductions into Leads”

March 25

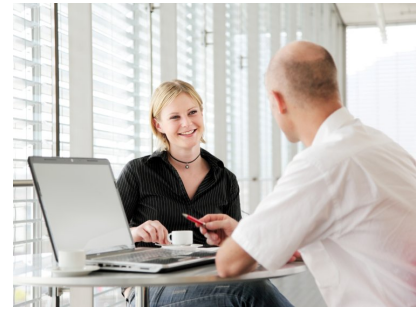
Discussion Panel with
FVTC Students

Looking Inward – Be an Effective Listener

Listening is a learned skill and a critical factor in successful negotiations. It requires great effort, but many people underestimate the value of listening effectively. There are many barriers to being a good listener, including distractions such as noise, visual disturbances, and the environment. Some of the more challenging diversions to overcome can be internal. Anxiety, impatience, close-mindedness, mental laziness, and self-focus can distract from our listening performance.

Once you are able to identify your listening hurdles, you can work on specific practices to enhance your skills.

- **Don't talk.** This may seem obvious, but you may need to write the words on a piece of paper during your meeting in order to stay focused until you can break your old tendencies.
- **Avoid interrupting.** It's rude and unprofessional. Effective listeners wait until the speaker has finished before replying.
- **Demonstrate interest in the other party.** Acknowledge the speaker by sitting forward, taking notes, making eye contact, and occasionally nodding your head.
- **Eliminate as many distractions as possible.** Do whatever you need to prepare yourself for listening effectively.



To make a positive impression during your negotiation, begin by asking the other party questions, and then prepare to listen. You will surely be prompted by the other party when they want more information from you. For a successful negotiation, each party should feel they have been heard, and their concerns have been addressed. The less you talk, the better your ability to concentrate on what others are saying.

Knowledge is power.



foxvalleyiopp@gmail.com

Check out our website!
www.foxvalleyiopp.org

Chapter Board Members

President	Brenda Halama – Styrene Products, Inc. (715) 218-3876 / brenda.halama@styreneproducts.com
Past President	Chris DeJardin, CPP – Norka, Inc. A Visual Pak Company (920) 639-6540 / cdejardin@norkainc.com
Vice President	Open
Treasurer	Open
Website	Kyle Karsten – Birds Eye Foods kkarsten@birdseyefoods.com
Secretary	Open
Program & Events	Open
Education/Certification	Sean Lemerand, CPP – Smurfit-Stone Container Division (678) 265-7223 / slemeran@smurfit.com
Membership	Pam Schroeder – Laminations div GNC Special Projects Group (920) 540-8702 / pschroed@greatnortherncorp.com

February 2010

“Effectively Working the Room: The Top 10 Habits of Turning Introductions Into Leads”

When: Thursday, February 4th

Where: Laminations div GNC Conference Room
3010 East Venture Drive
Appleton, WI 54912

Cost: \$25 Non-members/Guests
\$20 Members
\$15 Students

Time: 4:15pm—Arrival, check in
4:30pm—Presentation
6:00pm—Networking Supper

Attire: Business Casual

Presentation Description:


Ever get tongue tied, nervous or freeze up in social situations? Do you wish you could be one of those people who can walk into a room of strangers and leave with new business leads and even a few new friends? Then you can't afford to miss this presentation!

Join Diane Roundy, Director of Business Development for Schenck, as she presents “Effectively Working The Room: The Top 10 Habits of Turning Introductions Into Leads.” Diane will discuss networking basics and address how to meet key people, hold lively conversations with strangers and obtain leads.

Networking is such an important part of all our professional lives. Wouldn't it be great for someone to show you how to do it right and with success? Don't shy away from social settings, learn to make the most of them

More details will be available as the event draws closer.

****RSVP to Brenda Halama via phone or email****

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<p>foxvalleyiopp@gmail.com</p> <p>Check out our website! www.foxvalleyiopp.org</p>		

Diane Roundy, MBA Director of Business Development



Areas of Specialization

- Business Development
- Marketing Direction
- Strategic Planning
- Public Speaking

Experience

Diane oversees business development for Schenck, an accounting and auditing firm with 8 locations within Wisconsin and 500 employees. She provides training and strategic direction for the firm's marketing efforts including public relations, advertising, promotion and communication.

Education

*University of Wisconsin—Oshkosh, Masters in Business Administration
University of Wisconsin—Stevens Point, Marketing and Communication*

Professional/Community Involvement

*Green Bay Packers, Board of Directors
Denmark State Bank, Board of Directors
Women's Fund of Greater Green Bay, Past President
Girl Scouts of Northwestern Great Lakes, Board of Directors
Green Bay Area Chamber of Commerce Group Purchasing, Board of Directors
St. Paul School, Fundraising Chairperson
Ethics in Business Awards - Brown County
Core Team Leader - AGN International
Association for Accounting Marketing, Member*

Awards

*FBLA 2009 Wisconsin Business Person of the Year
Green Bay Area Chamber of Commerce, Athena Award
Management Women, Professional Achievement Award
De Pere Business Association, Volunteer of the Year
Green Bay Advertising Federation, Silver Medal Award
Business and Professional Women, Inc., Young Business Woman of the Year*



schencksc.com

800-236-2246

diane.roundy@
schencksc.com

March 2010

Discussion Panel with Fox Valley Technical College Students/Faculty

When: Thursday, March 25th

Where: DJ Bordini Center—Room 103
5 Systems Drive
Appleton, WI

Cost: \$20 Non-members
\$15 Members
\$5 Students

Time: 8:00am—Check in, optional tour of facility
9 to 11am—Discussion Panel
11am—Catered lunch

Attire: Business Casual

Description:

Students and faculty from the Flexographic and Offset Programs welcome us for a panel discussion on such topics as:


- Preparing for employment
- Strategies for success in the Printing & Packaging world
- Who we are, and what we do
- Sustainability
- What's new in industry

There are 25-30 students in the Flexographic program alone, and they would like to take the opportunity to get to know us, and meet the people behind our scholarship donations. FVTC may soon be adding a Sustainability class, and the students are interested in learning our first-hand accounts in dealing with the challenges associated with sustainability.

Please consider being a part of the panel to represent yourself and your company.

More details will be available as the event draws closer.

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We support the Fox Valley Chapter of IoPP



Green Bay Packaging, Inc.

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Green Bay, WI 54302

(ph) 920-433-5111
(fax) 920-438-5222

Contact: Mike Scanlan
mscanlan@gbp.com

www.gbp.com

Goods/Services Provided:

- Corrugated Shipping Containers & POP Displays
- Folding Cartons
- Pressure Sensitive Label Stock



Valley Packaging Industries

110 N. Kensington Drive
Appleton, WI 54915

(ph) 920-882-2807
(fax) 920-749-5850

Contact: Jeff Kulibert
jkulibert@vpind.com

www.vpind.com

Goods/Services Provided:

- Packaging
- Warehousing
- Outsourcing



Southern Graphics
Systems – Appleton

119 N. McCarthy Road Suite A
Appleton, WI 54913

(ph) 920-996-9055
(fax) 920-996-9059

Contact: Matthew Hartel
matt.hartel@sgsintl.com

www.sgsintl.com

Goods/Services Provided:

- Creative Services
- Prepress
- Image Carriers



Laminations
div. GNC

P.O. Box 8033
Appleton, WI 54912-8033

(ph) 920-997-6331
(fax) 920-831-0612

Contact: Pam Schroeder
pschroeder@
greatnortherncorp.com
www.laminationsonline.com

Goods/Services Provided:

- Laminated Paperboard Edge Protection
- Rolledge Protection
- U-crate



Norka, Inc.
A Visual Pak Company

3001 E. Newberry Street
Appleton, WI 54915

(ph) 920-733-1145
(fax) 920-733-4806

Contact: Bob Weber
bweber@norkainc.com

www.norkainc.com
www.visualpak.com

Goods/Services Provided:

- Converting
- Paperboard Packaging
- Assembly

