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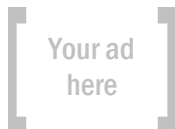
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Chapter News

Congratulations to **Carol Doran**, who was the recipient of our Fall 2010 Scholarship at Fox Valley Technical College. She currently lives in Appleton, and she writes:

“Putting myself through school, along with my twin sons while they attend a private college, has been financially challenging. When I received the letter notifying me that I was the recipient of your \$500 scholarship, it was a welcomed surprise. Please believe me when I tell you that this gesture is not taken lightly and accept my deepest gratitude.”

We wish her the best in her continued studies in the Printing and Publishing Program.

Our **Winter Social and Chili Cook-off** was a great success last month, and we plan to make it an annual event each January. We had 5 chili submissions including Cowboy Crockpot Chili, Soup Nazi Anniversary Chili, Salsa Chili, Sweet Onion Chili, and Jojo’s Backyard Garden Chili. **Paul Ziemer** (Soup Nazi Anniversary Chili) was the winner of the Judge’s Choice and People’s Choice Awards! The Most Creative Award went to Kyle Karsten, who made the Sweet Onion Chili, and runner up for People’s Choice was Salsa Chili, made by yours truly. A special Thank You to Steve Padley and sons for being the official judges of the event!

We have an exciting event planned for tomorrow, and you can still rsvp! We will be touring **Central Waters Brewing Company** in Amherst. They are looking to become the greenest brewery in the state, and we will get a first-hand look at their sustainable efforts.

Upcoming events:

March 1 – Central Waters Brewery Tour

April 8 – Packaging Jamboree at UW Stout

May 10 – IoPP Packaging & Leadership Conference

If you are interested in becoming a sponsor (or renewing your current sponsorship) of the Fox Valley Chapter of IoPP, please complete the attached form and return to me. We greatly appreciate your support, and we always have room for more ads!!!!

Regards in Packaging,

Brenda Halama
President

February 2011



Join us for a future IoPP event

March 1

Central Waters Brewing
Company tour
Supper at Ambrosia Pub & Grill

April 8

Packaging Jamboree at
UW Stout

May 10

IoPP Packaging & Leadership
Conference

Words to Use, Words to Avoid

What do the words you chose say about you?

As a professional, you want to convey confidence and authority, so your customer or prospect will see you as an expert in your field. The words you use will portray you as a credible and knowledgeable source... or not.

Have you ever started a conversation with the phrase, "I'm just calling...?"

That little word "just" is an apology. It says that your call is not important, and that what you have to say is not worth their time. Delete it from your vocabulary immediately. Simply tell your prospects or customers why you are calling. That is enough.

"I believe that..." "I think that..." "I know..."

Who would you rather listen to—someone who believes or thinks they know something, or someone who simply knows it? The phrases "I believe" and "I think" detract from your message. They make you sound hesitant and unsure.

"Once we have completed... we will hopefully achieve..."

Hopefully?

No one pays you to "hopefully" do something. They pay you to actually do it. Tell your prospects or customers what they will achieve or should expect to achieve.

Paying attention to and being conscious of your choice of words will only strengthen your customer relations and sales process.

It may take some time and practice before you are fully comfortable with these changes, but it will be time well spent when you see the difference in the way your customers and prospects respond. Your words are building blocks that you use to motivate and persuade. Make sure they are the best words that you have at your disposal.



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
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Membership	Pam Schroeder – Laminations div GNC Special Projects Group (920) 540-8702 / pschroed@greatnortherncorp.com



March 1, 2011

Tour of Central Waters Brewing Company Supper at Ambrosia Pub & Grill



When: Tuesday, March 1st

Time: Check-in and tour – 2pm to 3:30pm
Supper – 4:00pm

Where: Central Waters Brewing Company
351 Allen Street
Amherst, WI 54406
www.centralwaters.com

Cost: \$15 Members
\$10 Students
\$25 Non-members & guests

Ambrosia Pub & Grill
192 S. Main Street
Amherst, WI 54406

Attire: Business Casual

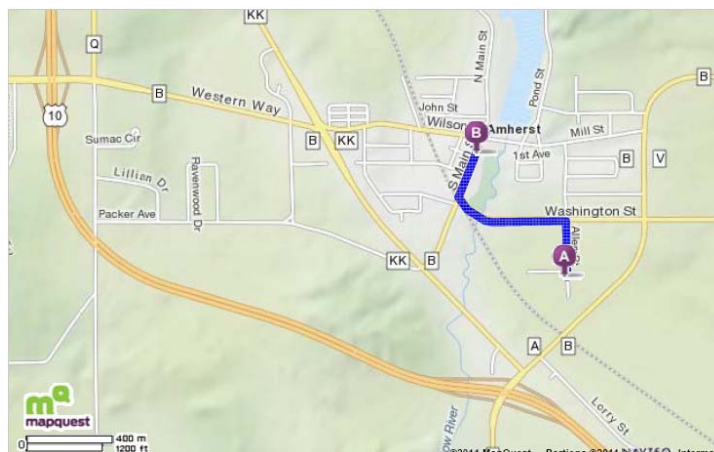
Description:

Brewing since 1998, Central Waters Brewing Company is built on the solid reputation of producing the finest quality beer in Central Wisconsin. In 2009, they added 24 solar panels (roughly 1000 sq. ft. total) to collect and use the energy emitted by the sun and convert it to a more usable form of power. The beer making business is very energy intensive, and Central Waters Brewery is trying to minimize the impacts.

In addition to their new solar panels, the brewery uses a radiant floor heating system, and more energy efficient lighting systems and motors for their equipment and brewhouse. All of the materials used in their newly remodeled tap room are from recycled resources. Central Waters also works with local farmers to recycle the grain used in the brewing process, which is consumed as feed and compost.

Central Waters Brewery is the first brewery to apply for the first level of the Department of Natural Resources Green Tier Program. If accepted, they will be the greenest brewery in the state.

****RSVP to Brenda Halama via phone or email by *Monday, February 28*****
715-218-3876 or brenda.halama@styreneproducts.com



**UW Stout Chapter**[Home](#) [Calendar](#) [Events](#) [News](#) [Forms](#) [Presenting to UW-Stout](#) [Membership](#) [Store](#) [Login](#)[Jamboree Home](#)[Agenda](#)[Registration](#)[Sponsorship](#)

Student Packaging Jamboree XXVI

Destination Innovation

University of Wisconsin - Stout will be hosting Student Packaging Jamboree XXVI

On April 8th, students and professionals from all over the country will be attending a packaging conference to share and learn about each other's organizations and work together to learn more about the packaging industry. Packaging Jamboree is an annual event hosted by packaging universities and coordinated by students. Each year the location of the jamboree changes between schools that volunteer to host it. It is an excellent opportunity for students and professionals to come together in a common setting and learn about advancements in the packaging field.

The theme for this years jamboree is "Destination Innovation" where we will talk about the future of packaging technology. What changes can we look forward to in the packaging industry?

Packaging Jamboree is geared toward anyone in the industry. You will find many of the speakers here at many other high profile events. The topics covered are beneficial for everyone, even though it's called Student Packaging Jamboree, we want more than just students attending!

OurLinks

[Jamboree](#)[Lab Hours](#)[Design Competitions](#)[Packaging Abroad](#)[Scholarships](#)[Pictures](#)[Constitution](#)[Board Members](#)[Mentor Program](#)[Spring Career Conference](#)

IoPPNational

[IoPP National](#)[MN IoPP](#)[WI IoPP](#)[Fox Valley IoPP](#)[Chicago IoPP](#)

Speakers

The Impact of Reusable Packaging on Sustainability
Bob Klimko
Orbis Corporation

Direct Printing on Plastic, Glass, Metal, and Cork
OMSO Corporation

Supporting Packaging Professionals into the Future
Tyler Pease
National IoPP President

Innovations in Paperboard Packaging
Daniel Malenke
PKGPRO

Safety in Packaging Materials
Barry Novak
General Mills

Delivering What's Next
Ryan Shook
Boston Scientific

TBD
Matt Gaddis
HB Fuller

Contact Us iopp@uwstout.edu

Institute of Packaging
Professionals; 302 10th Street
East; Menomonie, WI 54751

When and Where

April 7th, 8th, and 9th are the dates. The main day with presentations and speakers will be on April 8th.

The event will be located in Applied Arts Room 210

*Applied Arts Room 210
University of Wisconsin - Stout
712 S Broadway
Menomonie, WI 54751*



Applied Arts Room 210 - University of Wisconsin Stout



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Jarvis Hall - University of Wisconsin Stout

Thanks for your interest in Jamboree! Any questions, please contact Cody Stanton at stantonc@my.uwstout.edu

We support the Fox Valley Chapter of IoPP



Green Bay Packaging, Inc.

1700 N. Webster Court
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

Styrene Products, Inc.

Foam Fabrication Specialists

Styrene Products, Inc.

5320 Fuller Street
Schofield, WI 54476

(ph) 715-359-6600
(fax) 715-355-5472

Contact: Brenda Halama
brenda.halama@styreneproducts.com

www.styreneproducts.com

Goods/Services Provided:

- Foam packaging design & manufacturing
- Custom fabricated packaging parts and systems
- Construction, insulation, and architectural components



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



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



GARDAN Inc.

221 Industrial Park Ave
Hortonville, WI 54944

(ph) 920-779-0256
(fax) 920-779-0646

Contact: Dan Verbeten
Dan.verbeten@gardan.com

www.gardan.com

Goods/Services Provided:

- Contract Packaging
- Assembly Services
- Inventory Management



Goods/Services Provided:

909 S. Perkins Street
Appleton, WI 54914

(ph) 920-832-4044
(fax) 920-993-2962

Contact: Paul Ziemer
paul.ziemer@oecgraphics.com

www.oecgraphics.com
oececo.com

- Leaders in pre-media
- Custom workflow management solutions
- Display Graphics
- One-stop shop from creative to print
- Sustainable graphic solutions

Newsletter Advertisement

The Fox Valley Chapter of IoPP (Institute of Packaging Professionals) is in search of advertisers in our monthly newsletter. The money collected from the sale of your ad would be used to sponsor student scholarships in the field of Packaging. We contribute \$2000 annually to UW Stout and Fox Valley Technical College, and we hope to continue for many years to come.

Please consider giving your support to the Fox Valley Chapter by purchasing a newsletter advertisement. We will commit to electronically mailing a minimum of 10 issues per year to a minimum of 100 people, or a total of about 1000 mailings for a low cost of \$100. Our mailing list is constantly growing, and the newsletter also gets posted on IoPP National's website, exposing it to thousands of additional readers.

We realize companies spend a tremendous amount of resources developing their websites, but then struggle to get traffic to them. When you purchase an ad in our newsletter, we will help your website get more hits by placing a hyperlink in your ad, so readers can be taken directly to your site with a simple mouse-click. Our advertising spaces will also include the most important information about your company, including contact information, mailing address, type of goods/services provided, etc.

To purchase a newsletter advertisement, simply fill in the information below and send with a payment of \$100 to Brenda Halama. Checks can be made payable to Fox Valley IoPP and sent to:

**Fox Valley Chapter IoPP
Brenda Halama
5320 Fuller Street
Schofield, WI 54476**

Payments can also be made through our on-line payment center at www.foxvalleyiopp.org/payments.

I look forward to working with you! Your support is greatly appreciated.

Regards in Packaging,

Brenda Halama
President—Fox Valley Chapter of IoPP

Company Name: _____

Mailing Address: _____

Contact Name: _____

Phone Number: _____ **Fax:** _____

Email Address: _____

Website Address: _____

Goods/Services Provided (Limit 3 items)

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