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Chapter News

January 2010

I hope your Holiday celebrations were safe and enjoyable!

After much discussion regarding our Annual Golf Outing, it seems to be the general consensus to *not* join with the Midwest Converters Golf Outing. We originally considered the idea because we had a significant drop in the number of golfers last year (24 versus 52 golfers in 2008). But the feedback we received from our members is that we should keep our destiny in our own hands. With that in mind, we hope you seriously consider signing up to golf in this year's Outing! We will continue to work out the details and keep you informed. A special THANK YOU to Dana Enz and Gary Kilgas, who volunteered to help with the Golf Outing, and have already been knee-deep in discussions and planning!



Don't forget to turn in your Chapter of the Year points by **Jan 22nd**, so they can be calculated in our submission application.

Please see the attached information sheets for details on upcoming events:

- **Feb 4** – "Effectively Working a Room, Turning Introductions into Leads" presented by Diane Roundy, Schenck.
- **March 25** – Discussion Panel with students at FVTC
- **April 20** – General Meeting (all are welcome to attend)

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!!!!

Regards in Packaging,
Brenda Halama

Member Spotlight – Mike Scanlan

Mike Scanlan has been an IoPP member for 20+ years. He currently works as a Corporate Technical Director for Green Bay Packaging, Inc. When asked what he most likes about his position, he replied:

Something new comes in the door every day. No matter what you know (or seem to think you know), something new is always developing. Traveling to our various converting facilities on a routine basis allows me to get a feel for what's happening in our industry in the different geographical regions of the country. My position also allows me to be involved with many of the trade associations (FBA, TAPPI, ISTA, etc.) in addition to IoPP.

Mike's hometown is Abrams, WI, and he received a B.S. Degree from UW Stout in 1972 with a concentration in Packaging (one of the first classes in the Packaging curriculum!).

Mike enjoys golf, traveling (especially to Hawaii in mid-February), boating, fishing, and hunting. He is a big Packer's fan, and has held season tickets for the past 25 years! He and his wife, Lucy, have a place on a lake up North. They try to get up there as much as possible to spend time with friends and family.

Join us for a future Fox Valley Chapter event

February 1

Diane Roundy Presentation
at Laminations div GNC

Networking Supper to follow
at Mark's East Side

March 25

Discussion Panel with
FVTC Students
at the DJ Bordini Center
with catered lunch

April 20

General Meeting
(all are welcome to attend)
We will finalize plans for the Golf
Outing and discuss other upcoming
events

Looking Inward – Just Apologize

We have all said and done things we'd like to take back. But the test of your character now rests with how you respond. Whether the injustice was a disparaging remark, a failure to fulfill a promise, or a betrayal of trust, you need to reverse or minimize the damage.

To rebuild trust, you must admit you are sorry. An apology can consist of the following elements.

- **An apology statement.** "I'm sorry."
- **An expression of remorse.** "I feel awful."
- **An offer to help.** "I will do whatever I can to rectify the situation."
- **Self-castigation.** "I can't believe those words came out of my mouth."
- **A request for forgiveness.** Please forgive me."
- **A promise regarding future behavior.** "In the future, I promise to think before I speak."
- **An explanation.** "I was frustrated at the time, and I wrongfully took my frustrations out on you."

Be sincere in your communications. If the wronged party believes you are genuine, the likelihood you will be given a second chance increases dramatically. Apologies improve the bottom line. Offended parties become more agreeable, demand less, and give their counterparts better outcomes following an apology.

When done well, an apology can fundamentally change how the wronged party perceives the person who caused harm, thus improving negotiation outcomes.

Sincerity is power.



Fox Valley Chapter
Institute of
Packaging
Professionals

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 4, 2010

“Effectively Working the Room: The Top 10 Habits of Turning Introductions Into Leads” Presented by Diane Roundy, Schenck

When: Thursday, February 4th

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

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

Supper: Mark’s East Side
1405 E Wisconsin Ave
Appleton, WI 54911

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

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

RSVP to Brenda Halama via phone or email by Monday, February 1st

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	Vice President	Open
	Treasurer	Open
	Website	Kyle Karsten – Birds Eye Foods kkarsten@birdseyefoods.com
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	Education/Certification	Sean Lemerand, CPP – Smurfit-Stone Container Division (678) 265-7223 / slemeran@smurfit.com
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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 25, 2010

Discussion Panel with Fox Valley Technical College Students/Faculty

When: Thursday, March 25th

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

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

Attire: Business Casual

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

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 let Brenda know if you would like to be on the panel to represent yourself and your company! We would like to have as many people from different industries as possible.

We will be handing out pamphlets to each student/faculty, which will include information about each panel member, and some general Chapter information.

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>		

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



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



Bruce Recruiting, Ltd.

124 Mackinley Circle
Pawleys Island, SC 29585

(ph) 800-347-8811
843-235-1041

Contact: Bruce Stelow
bstelow@sc.rr.com

www.brucerecruitingltd.com

Goods/Services Provided:

- Recruitment and search staffing services for the packaging, paper, plastics and related industries



Fox Valley Chapter

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)

1. _____
2. _____
3. _____