



KCMSMA

Executive Board

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CMDSM, *Xerox Corporation*

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TBD

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Strahm Printing & Mailing

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Pitney Bowes Inc.

Vice President-Publications:
Jenna Garcia, *Children International*

Vice President-Programs:
Derace Martin, CMDSM,
Pitney Bowes Management Services

Vice President Web/Communication: David Flowers,
IBS Industries, Inc.

Director-At-Large: Diane Chastain, EMCM, CMDSM,
American Academy of Family Physicians

Director-At-Large: Dave Williams,
Tension Envelope



PRESIDENT'S MESSAGE OCTOBER / NOVEMBER 2010

We are again coming to the close of another year. In reflecting on the past years events within the Kansas City Chapter of MSMA, we held several successful educational events and we are currently making plans for 2011 activities. A sincere thanks to the KCMSMA Executive Board and our chapter members for a great 2010.

As you should be aware from previous communications, we are in the process of holding elections for the 2011-2012 KCMSMA Executive Board. Enclosed in the mailing with this newsletter is the election ballot. Please take a few minutes to review the candidates and submit your completed ballot.

As we all strive for personal growth in our careers, the KC Chapter has provided the MSMA Professional Development Education Program since 2008. The Programs Committee and the VP of Education have teamed up along with other executive board members to ensure the information shared and events held are valuable to the members and their daily work environment. We are committed to providing value to our members and ensure they have continued opportunities for professional development. The KC Chapter program also assists our members that will be pursuing their CMDSM or CMDSS certification. The educational events will continue to be structured around current mail and distribution industry topics of interest and personal development from a management perspective. If there are any specific topics of interest, please don't hesitate to contact any of our board members.

Speaking of certifications, we still have several of our members that are CMDSM's that should be reminded about the renewal requirements. The deadline for submitting your renewal application is December 1, 2010. I will make myself available to sign renewal applications. Questions regarding the renewal process can be directed to Alison Hall.

We are at that time of year again to be thinking about and submitting nominations for awards within the local chapter and at a national level. We will be sending out very soon, requests for nominations for "Distinguished Service" and "Manager of the Year" awards. Please watch your e-mail and take a few minutes to recognize your peers for their contribution to the Mail and Distribution Industry. The local chapter recipients of these awards will also be submitted to the National MSMA for the national awards that are presented at the spring MAILCOM.

We are planning yet another successful year for 2011 and appreciate your continued support of the organization. Please share information about the MSMA with your peers and encourage them to participate in the organization and events. We welcome your comments and feedback for ways to continue to improve our organization and ways assist in your personal development. Please don't hesitate to contact myself or any of our executive board members if you have ideas or input that will make us stronger.

Wishing everyone a peaceful and happy upcoming holiday season!

Lenez Hendrix CMDSM

**OCTOBER MEETING – TIPS FOR MAKING ROCK SOLID PURCHASING DECISIONS
BY DERACE MARTIN**

October’s Greater Kansas City MSMA meeting at the American Academy of Family Physicians was attended by over 20 members and their guests. Everyone received information vital to outsourcing and purchasing planning.

The highly informative session included presentations on outsourcing by Barbara Knight, CMDSM, MQC, Senior Consultant with the Berkshire Company. Barbara reviewed pros and cons of the outsourcing process.

Cathy Lewis and Jenna Garcia reviewed effective purchasing decisions and the impact they have on a business.

We would like to say a big “thank you” to our presenters!



**TAKE ADVANTAGE OF MEMBERSHIP DISCOUNTS FOR 2011
BY DERACE MARTIN**



Who isn’t looking to save money? Everybody is! You can do this by taking advantage of the Greater Kansas City MSMA membership and meetings discount packages.

Again this year, we are offering a **20% discount** if you pay membership and meeting costs upfront. Outlined below is a breakdown of individual as well as corporate costs. Best of all, while you are saving your company money, you are still learning what is happening in our industry and networking with your peers.

Individual Membership:	Annual Fee	\$100	Corporate Membership:	Annual Fee	\$200
	6 Meetings	<u>\$150</u>		18 Meetings	<u>\$450</u>
	Sub Total	\$250		Sub Total	\$650
	20% discount	<u>-\$50</u>		20% discount	<u>-\$130</u>
		\$200			\$520

**“ MAIL CENTER MANGER OF THE YEAR ”
“ DISTINGUISHED SERVICE AWARD ”**

Extra, extra, read all about it! Wanted! The KCMSMA are looking for nominations for Mail Center Manager of the year! If you have a manger who or are a manager that has provided exemplary service to their customers and great leadership to their staff and or within the industry, please send in a nomination!

Question. Do you believe you have overachieved in your performance this year? Exceeded all goals and expectations? Would you like to be recognized for your efforts and achievement? Then we have the award for you! (Drum roll) The Distinguished Service Award!

Be on the lookout for more information via the mail and our website; www.kcmsma.com. Nominations are due by January 15th, so be on the lookout for potential nominees!





MAKE PLANS TO ATTEND THE 31ST ANNUAL MAILCOM IN WASHINGTON, D.C.

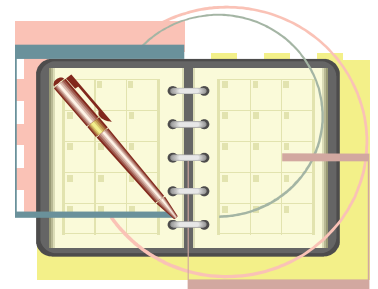
Welcome to **MAILCOM** 2011 Washington, DC, the 31st annual conference & exhibition, to be held February 28-March 3, 2011 at the Washington Hilton. At this very moment dozens of people are working hard on presenting the world's most comprehensive mail communications educational event.

At **MAILCOM** 2011 Washington, DC you will ...

- ... learn the latest mail management strategies and cost-avoidance opportunities
- ... hear from today's leaders, including George W. Bush, the 43rd President of the United States
- ... gain industry perspective from Postal Regulatory Commission Chairman Ruth Goldway
- ... choose from seven professional certificate programs and eight management workshop tracks
- ... see and test the latest mail systems, software and technology
- ...Go To www.msmanational.org for more details

MARK YOUR CALENDARS FOR DECEMBER 1ST, 2010

Attend the last KCMSMA meeting of the Year — “Strategic Change Management”
Qualifying recipients will also receive their Professional Track Certificates
and see the
Installation of Officers for 2011-2012!



WE'RE ON THE WEB!
WWW.KCMSMA.COM



MSMA of Greater Kansas City
PO Box 9654
Kansas City, Mo. 64134-0654
Phone: 816-743-0345
E-mail: info@kcmsma.com

The Kansas City MSMA is a local chapter of the Mail Systems Management Association, founded in 1981. The MSMA started with a simple mission: To provide a meeting place for mail systems managers to share information, build professional recognition and grow as professionals.

The Kansas City MSMA's mission is to provide an avenue for the professional development of people involved in the management, supervision and support of mail and distribution systems for business, industry, government and institutions in the Kansas City area.