

# Business Practices

Tuesday, January 16, 2001  
Presenter: Robert Dunn

## Joint APICS-NAPM Meeting About The Speaker:

Robert Dunn's career in purchasing & supply chain management has covered 35 years. His consulting experience has included highly successful projects on behalf of three consulting firms. Previously, Bob held key corporate positions in purchasing & materials management in the Government, Technology, & Financial sectors, leading to a position as Director of Corporate Procurement for BankAmerica Corporation. Bob is currently a Managing Partner of Strategic Procurement Solutions, a consulting firm that specializes in Strategic Sourcing & Training projects for corporate and government clients.

Bob's professional expertise focuses upon purchasing, materials, and contract management. He has been an active member with NAPM for the past 20 years, past

President of two NAPM chapters, and a frequent instructor at various association seminars and workshops. He was an executive board member and chaired the banking benchmarking committee for the NAPM Center for Advanced Purchasing Studies (CAPS).

Bob has a dynamic teaching style, and is a popular guest lecturer to clients, college programs & industry associations concerning 'Best Practices in Procurement' & related topics. He has instructed at the collegiate level for 15 years in the field of Purchasing & Materials Management, formerly at Saint Mary's College in the Contracts Management MBA Program and California State University, Hayward, in the Graduate School of Business & Economics. He received his BS degree from the University of San Francisco School of Business Administration and his MBA from San Francisco University. ☀

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## RSVP by Friday, January 12, 2001

To RSVP for this dinner meeting, please call 916.650.8660 or e-mail Ed Mercado at [edmercado@email.msn.com](mailto:edmercado@email.msn.com) and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30 Registration	\$21.00 Member
6:00 Dinner	\$24.00 Non-member
7:00 Announcements	\$18.00 Full-time student
7:10 Presentation	\$5.00 Speaker only

Presentation will be held at the Sudwerk Brewery & Grill, 1375 Exposition Boulevard, Sacramento. Please call Sudwerk Brewery & Grill at 916.925.6623 for directions. Check our Web site [www.apicsacramento.com](http://www.apicsacramento.com) for maps of the area. All times are approximate.

# President's Message

You shouldn't need an APS system to know that the real start of the new millennium is *this* January 1, not a year ago. There's not a better time in your life to think about your career and the role that professional certification can and should play in it. Companies all across Northern California continue to specify "APICS Certification required or preferred" when seeking materials and manufacturing management professionals. Our public classes are well underway for this year, but we'll be offering a new set of classes beginning later in 2001. If you wish to begin your quest sooner than that, on-line classes are available through Weber State University. New classes start monthly. For information, call 1-800-848-7770 ext. 6774, or visit [http://wsuonline.weber.edu/CE\\_Center/APICS/default.htm](http://wsuonline.weber.edu/CE_Center/APICS/default.htm).

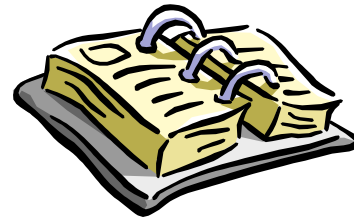
If you are currently a CPIM or CIRM, I'm sure you will agree that certification is a career asset that you cannot afford to give up. You also know that the clock is ticking on re-certification. There is no better or easier way to earn re-certification points than by maintaining your APICS membership and participating in local chapter activities. We offer monthly professional development meetings (except December and July), and we support the MANEX seminar series offered periodically at SMUD headquarters. All of these events earn points. Get started. Join us on January 16 for our annual joint meeting with NAPM.

George "Q" Cusack, CPIM  
President ☀

## CAN WE RECOVER WASTED TIME?

Time waste differs from material waste in that there can be no salvage. The easiest of all wastes, and the hardest to correct and recover, is the waste of time. Wasted time does not litter the floor like wasted material; wasted time cannot be recouped"

Adapted from Henry Ford, *Today and Tomorrow*, 1926



## APICS Sacramento Calendar

### January

- 4 Board of Directors Meeting
- 16 Joint Professional Development Meeting with NAPM. Bob Dunn will present: "Business Practices."
- 25 Plant Tour of Siemens Transportation Systems, Vehicle Division

### February

- 6 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 20 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker & topic to be announced.

### March

- 6 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 20 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker & topic to be announced.

### April

- 3 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 17 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker & topic to be announced.

# APICS Launches New Online Service "For Members Only"

Shhhhhhhh...It's for Members Only! APICS-The Educational Society for Resource Management recently launched the new APICS Members-Only section on its Web site at [www.members.apics.org](http://www.members.apics.org).

Twenty-four hours each day, seven days each week, the Members-Only section enables members to:

- ⇒ post a confidential résumé on the new APICS Career Center page
- ⇒ update membership information
- ⇒ gather chapter resources, tutorials, and awards information
- ⇒ locate important information about APICS certification, review courses, and educational programs
- ⇒ complete surveys and provide demographic information
- ⇒ access information regarding APICS' eight specific industry/interest groups (SIGs).

Plus, beginning in the first quarter of 2001, members will be able to search APICS publications, including APICS-The Performance Advantage, and Production and Inventory Management Journal (P&IMJ) by keyword, topic, author, and date.

"Today's professionals must keep up with changes in a fast-paced global market through continuing education and timely industry information," said Henri Wingfield, APICS director of membership. "The Members-Only section offers APICS members valuable and timesaving benefits to help members maintain their competitive edge."

Through the Members-Only section, APICS members can search for jobs or let corporations search for them. Members receive special discounts when posting positions and can post confidential résumés at no charge.

Members can reach the Members-Only section two ways: (1) through the APICS Web site at [www.apics.org](http://www.apics.org) and enter through the "Members-Only" button or (2) directly at [www.members.apics.org](http://www.members.apics.org). Members must enter their last name and APICS identification number to use the service. For more information regarding the APICS Members-Only section, visit [www.apics.org](http://www.apics.org), or call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851.☀

## Plant Tour

"You're never too old to play with trains..."

### Siemens Transportation Systems, Vehicle Division Plant Tour

January 25 at 4:00

Join the Sacramento and Solano chapters for a fascinating tour of one of Sacramento's largest and most prestigious manufacturing facilities. The Sacramento Siemens plant, covering 190,000 square feet, designs, assembles and tests light and heavy rail vehicles for customers throughout the Americas. It represents a classic example of a highly-complex, engineer-to-order enterprise, with four major projects currently in-process.

The company's technology is based on the successful Siemens Duewag Light Rail Vehicles developed in Germany and adopted by transit agencies worldwide. Since 1975, more than 500 light rail vehicles have been ordered by transit agencies in Edmonton, Calgary, Denver, San Diego, Pittsburgh, Sacramento, St. Louis, Portland, Los Angeles, and Salt Lake City. Siemens recently began shipping the first of 74 heavy rail vehicles for a San Juan, Puerto Rico turnkey transit project.

Because of the size, complexity, and activity level of the Siemens production operation, this tour is limited to the first 20 respondents. Call (916) 650-8660 now to reserve a space, and leave your name and a phone number where we can reach you. Long pants or slacks and flat shoes are required for all tour participants.

The Siemens facility is at 7464 French Road, Sacramento.

#### Directions from Highway 99

**Northbound:** Exit East on Mack Road, North on Power Inn Road, East on Gerber Road, and North on French Road.

**Southbound:** Exit East on Florin Road and South on French Road.

Stop at the security booth, ask for a visitor pass, turn right to visitor parking, enter the lobby and sign in.☀



# CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward Materials Management Certificate from CSUS/RCE. Call LeAnn Fong-Batkin, CSUS/RCE at (916) 278-4433 ext. 115 for more information or visit their Web site at [www.csus.edu/rce](http://www.csus.edu/rce) and follow the links Certificate Programs and Materials Management. Call (916) 278-4433 ext 0 to register.☀

Supply Chain Management Held on the CSUS Campus	
When	Class & Course Code
1/17/01 - 2/21/01	Logistics 01SSC0031
2/21/01 - 3/19/01	Process Management and Reengineering 01SSC0041
3/21/01 - 4/16/01	Survey of IT Software for Materials Purchasing, and Supply Chain Management 01SSC0051
4/23/01 - 5/16/01	Strategic Alliances 01SSC0071
5/21/01 - 6/18/01	E-Commerce 01RSC0061
6/25/01 - 7/23/01	Supply Chain Management Work Project 01RSC0081

Materials Management Held at Hewlett Packard in Roseville	
When	Class & Course Code
1/17/01 - 2/14/01	Detailed Scheduling and Planning 01SMM1011
2/21/01 - 3/21/01	Execution and Control of Operations 01SMM1021
4/2/01 - 4/30/01	Strategic Management of Resources 01SMM1031
5/14/01 - 6/6/01	Purchasing 01RMM0081

## Welcome to the Following New Members

Vicky Avila ..... Pride Industries  
 Lester McNeal ..... Hewlett-Packard  
 Ellen Spier Bosse ..... Ames Corporation  
 Robert Wilson ..... PASCO Scientific  
 Joseph Gonzales ..... Output Technology Solutions  
 Raymond Hernandez .. Alza Corporation  
 Thomas Samborski ..... Applied Aerospace Structures  
 Joshua Thomas ..... Hewlett-Packard  
 Patricia McCarthy ..... Dade Intl. Microscan  
 Tony Robles ..... Dade Intl. Microscan  
 Brad Nankivell ..... Dade Intl. Microscan  
 Julie Brandon ..... Blue Diamond Growers  
 Sara Clark ..... Blue Diamond Growers

## Weber State University On-line APICS Certification Courses

WSU Online is the virtual campus for Weber State University, delivering online courses via the World Wide Web. Five courses are offered in partnership with APICS. Exam review courses can be taken collectively for CPIM certification or taken separately to suit the needs of the company or individual.

For more information, go to <http://www.wsuonline.weber.edu>☀

### Special Thanks to:

Dade International Microscan and Blue Diamond Growers for their continued support through corporate memberships.

### Congratulations to:

Tim Semons, California Cascade Industries, for his recent CPIM certification.

### So Long To:

Sherry Brau, who is moving to Tacoma.☀

# APICSacramento Company Coordinators

Our Company Coordinators serve as the principal communication links between the Sacramento Chapter of APICS and their companies and fellow employees. If you work for one of the companies listed below and need APICS Chapter information of any

kind, please feel free to contact them.

If you do not see your company listed below, it is because *you* haven't volunteered. To become a coordinator, call George Cusack at (916) 684-5200 X3224, or Melanie Hoots at (916) 785-1186.☀

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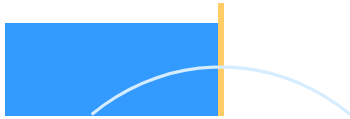
## World Conference & Exposition 2001

On 4, 5, and 6 April 2001, the RAI Conference Center in Amsterdam will be home to the number one international conference and exposition in the field of logistics. Once every four years, APICS commissions one of its Chapters to organise an international conference. This time round it is to be organised in Amsterdam by vLm (*Vereniging Logistiek Management*) and the *The* Chapter in co-operation with APICS.

First key-note speakers:

- \* Eli Goldratt Ph.D., Author of 'The Goal', 'Critical Chain' and 'Necessary but not Sufficient'
- \* Drs. Dirk 't Hooft, CEO Flower supply auction Aalsmeer, The Netherlands
- \* Neil A. Deverill, Executive Vice-President Philips International Purchasing

Registration and actual conference program at:  
<http://www.worldconference.nl>☀



We're on the Web!  
[www.apicsacramento.com](http://www.apicsacramento.com)

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