

Next Chapter Meeting

**JANUARY 2002 AFFAIR (Joint Gathering with NAPM) —
HOSPITALITY SUITE GATHERING, NETWORKING AFFAIR**

Thursday , January 24, 2002 — 6-9 PM

Holiday Inn Capital Plaza, 300 Jay Street, Sacramento

The January 2002 affair will be a joint gathering with NAPM (National Association of Purchasing Management) which has changed its name to Institute of Supply Chain beginning 2002. The affair will be a hospitality suite gathering to provide networking opportunities to members and guests who reserve in advance. There will be no speaker and presentation. The cost is Free, but advance reservations by voice-mail are required. Hors d'oeuvres and refreshments will be served.

We have received comments that the monthly professional development meetings provide some, though not enough, time for networking among attendees. We recognize this constraint is dictated by the schedule for registration, dinner and the presentation. So we hope this January gathering will be well attended and provide more time for mingling with other professionals and practitioners in our field.

Remember, advance reservations are required. Voicemail (916) 650-8660. ☒

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RSVP by Friday, January 18, 2002

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

6:00p Registration	Free Member Free Non-member Free Full-time student Free Speaker only	Presentation will be held at the Holiday Inn at 300 J Street in Sacramento. Please call the Holiday Inn at (916) 446-0100 for directions. Check our Web site www.apicsacramento.com for maps of the area. All times are approximate.
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APICS Case Study Example: New Procurement Technologies Provide “Real World” Opportunities for Joint Corporate Member/APICS Involvement

During 2002, Del Monte Foods (an APICS member) will be working with California State University-Chico Schools of Agriculture and Business on an electronic Exchange procurement project. This effort is to model Exchange activity for the California food industry but can be applied to many other industries as well. In procurement parlance, Exchanges involve auctions (seller looking for buyers) and reverse-auctions (buyer looking for sellers). The State of California has provided funding to CSU-Chico to explore food and agriculture exchange opportunities with state-of-the-art technologies.

Del Monte Foods’ objective will be to explore and define exchange processes that can be directly applied to normal business activity. Although State funding is targeted to food and agriculture, California’s largest industry at \$27 billion annually, the exchange processes and procedures will be applicable to most if not all industries. APICS members can be provided the opportunity to learn and participate in this endeavor ranging from process diagramming to data analysis and computing technologies. Actual “live” reverse-auction exchange activity with vendors will occur twice during the 2002 calendar year.

The Exchange project is another tangible example of direct APICS company and individual member benefits as we progress in the “new age” business-to-business world. If you or your company are interested in participating in this Exchange project, please contact Glen Lewis at glen.lewis@delmonte.com. You can learn more about the State of California funding for this initiative at <http://www.csuchico.edu/agr/ari.shtml>

Glen Lewis, Director-at-Large

APICS Sacramento Newsletter Moving Towards Electronic Delivery

As mentioned in a recent newsletter, the APICS Sacramento newsletter is migrating towards an electronic format. The Board of Directors feels that this makes for a win/win situation for the membership.

Electronic distribution will mean a more timely newsletter, delivered to your email inbox in Adobe Acrobat (pdf) format. This will be a very quick means to deliver the newsletter. One of the other advantages of offering the newsletter in electronic format will be navigation — you’ll now be able to click on hypertext links to go to websites or send email! (Such as this [link to the APICS Sacramento website](#).)

The hurdle in sending out the newsletter electronically is that we need each member’s contact email address. If you are already receiving the newsletter via email, then we have your address. If you haven’t been receiving the newsletter by email, then please send your email address to Geary Huss (VP Membership) at gwhuss@hotmail.com so it can be added to the database. ☐

APICS Sacramento Calendar



January

- 10 Board of Directors Meeting at Lyon’s Restaurant, I-5 & Richards Road). 6pm.
- 24 JOINT MEETING WITH NAPM - Hospitality Suite Gathering & Networking Affair; 6pm; Holiday Inn at 300 J Street

February

- 19 Professional Development Meeting held at Sudwerk Brewery & grill. 5:30pm. Topic and speaker TBD.
- 26 Board of Directors Meeting at Lyon’s Restaurant, I-5 & Richards Road). 6pm.

A Note from APICS Sacramento’s New Company Coordinator Manager....

By way of introduction, I am JT Smith and I am the new Company Coordinator Manager for APICS Sacramento. I welcome the experience of facilitating this meeting in order to better understand the dynamics of the area businesses, the challenges they face, and the tools or processes they utilize to overcome these challenges. As I will be putting together the agenda for the March meeting in the next month, I would appreciate any comments or suggestions any members have regarding the Company Coordinator Meeting. Feel free to contact me through my e-mail address jtsmith411@yahoo.com.

On a personal note, I have recently relocated to the Sacramento area from Salt Lake City, Utah. I come to the group with nearly ten years of procurement experience in a variety of settings from private non-profit social service organizations, to industry leading software manufacturing. I am currently working on contract through Procurement Services Associates for AgAmerica, FCB / Western Farm Credit Bank in their administrative procurement department.

REMINDER: The next Company Coordinator Meeting is scheduled for Thursday March 7, 2002 from 6:00 pm to 9:00 pm.

Testimonials for APICS Training

Please tell us why you are taking the APICS classes and what you are getting out of the classes:

Gary R. Peters – USAA Insurance: I am taking this class to gain basic familiarity with my trade and a better understanding of the decision making process. The class is very informative and professional

Tom F. Roberts – Motion Control Engineering: I am a materials planner and want to further develop my skills/education in materials management/planning. I really enjoyed this first class. I especially liked the interaction between the students. Loved the class! ☐

Seminars/Education

E-Business Courses Now Offered by CSUS-RCE

Start a new year in career development with EBusiness courses from CSUS-RCE. RCE is again offering a \$29 APICS discount on all 12 classes in it's certificate program. I started the E-Business series in the fall with the Overview of E-Business. I took the class because I was watching the e-world go by and was concerned that I didn't have the current knowledge to help me be successful. Much to my surprise, the class taught me that I'd been tracking fairly well and filled in the areas where I had gaps. Fortunately, the overview course is not a pre-requisite for the rest of the courses. So, if you feel comfortable with technology and internet concepts and terminology, jump right into the course that interests you.

The classes I've marked for myself include: Managing E Business Operations, E-Business Distribution, Procurement and Supply Chain Management, and E-Business: Customer Service Solutions. The best thing about these 8 hour sessions is that you go two nights a week and finish the course within the week. For those that can't commit to a 3 or 4 week course, this is ideal. To find out more, see the attached schedule. Details behind each course are at the RCE website which you can reach through the apicsacramento.com site or at www.rce.csus.edu. (Spring Schedule outlined below. — Ed.)

The catalog was being updated at the time I wrote this so I can't give you an exact url. However, use the search feature and type in E-Business. To register, call (916)278-4433. At \$250 per course, with the APICS discount, you can't afford not to take one of these. And, if you are concerned about certification maintenance, you can justify 4 or 5 of these courses in your documentation. Hurry, courses begin January 14.

*Karen Hess, CPIM, CIRM
Past President, APICSacramento*

Plan for Success – A Strategic Approach for Manufacturers

Offered by Manex & SMUD

What: Successful companies achieve sustainable growth through strategic planning. Learn the elements of a strategic plan as well as the process for facilitating strategic planning. You'll review proven methods to increase efficiency, expand markets, become more competitive and build your business. Start your journey with a strategic business growth plan.

Speaker: **Chris Turner** has 20 years of international manufacturing experience using continuous improvement to achieve World-Class status. Before joining Manex, he worked for APW, Medtronic, J. W. Singer and other overseas firms.

When: Wednesday, January 23rd

Where: Sacramento Municipal Utility District — 6301 S Street, Sacramento, CA

Time: 8:30 a.m. to 12:00 Noon

Cost: \$99 per person (Plus a 15% discount to current APICS members)

Contact: SMUD Energy & Technology Center -- (916) 732-6738 or Manex, Roseville -- (916) 772-1006 ✉

Course <i>Location: CSUS Campus</i>	Dates <i>(Subject to change; Times: 5-9pm)</i>	Course Code
Overview of E- Business; Public Price: \$279; APICS Member Price: \$250	Jan. 14 & 16	02SEBIZ1011
E-Business Design; Public Price: \$279; APICS Member Price: \$250	Jan. 28 & 30	02SEBIZ1021
Managing E- Business Operations; Public Price: \$279; APICS Member Price: \$250	Feb. 5 & 7	02SEBIZ1031
E-Business: Systems Integration; Public Price: \$279; APICS Member Price: \$250	Feb. 25 & 27	02SEBIZ1041
Introduction to E-Business Technology; Public Price: \$279; APICS Member Price: \$250	Mar. 12 & 14	02SEBIZ1121
E-Business: Marketing; Public Price: \$279; APICS Member Price: \$250	Mar. 25 & 27	02SEBIZ1081
E-Business: Business-to-Business Marketing; Public Price: \$279; APICS Member Price: \$250	Apr. 8 & 10	02SEBIZ1091
E-Business: Public Policy and the Law; Public Price: \$279; APICS Member Price: \$250	Apr. 22 & 24	02SEBIZ1051
E-Business Distribution, Procurement and Supply Chain Management; Public Price: \$279; APICS Member Price: \$250	May 6 & 8	02SEBIZ1061
E-Business: Customer Service Solutions; Public Price: \$279; APICS Member Price: \$250	May 20 & 22	02SEBIZ1071
Evaluating and Sourcing Alternative of E-Business Operations; Public Price: \$279; APICS Member Price: \$250	June 3 & 5	02REBIZ1101
Presentation of an E-Business Plan; Public Price: \$279; APICS Member Price: \$250	June 17 & 19	01REBIZ1111



APICS

Weber State University Online



CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward the Materials Management Certificate from CSUS/RCE. Call Jenny Helfrich at CSUS/RCE at (916) 278-4266 (Email: helfrichj@csus.edu) for more information or visit their Web site at www.rce.csus.edu and follow the links:

- * Certificate and Professional Development Programs
- * Certificate Programs
- * Certificate Programs (button)
- * Materials Management Certificate Program.

Call (916) 278-4433 ext 0 to register ☒

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:

- * Basics of Supply Chain Management
- * Master Planning of Resources
- * Detail Scheduling and Planning
- * Execution and Control of Operations
- * Strategic Management of Resources

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>☒

Materials Management		
Held at Pride Industries in Roseville on Tuesdays & Thursdays 6pm—9pm*		
When	Class & Course Code	Instructor
9/18—10/18 *** CLOSED ***	Introduction to Materials Management	Melanie Hoots
10/23—11/15 *** CLOSED ***	Master Planning of Resources	Karen Hess
1/15—2/12	Detailed Scheduling and Planning	Staff
2/19—3/19	Execution and Control of Operations	Kelly Southerland
3/26—4/23	Strategic Management of Resources	Staff

*All Dates are subject to change.

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 Melanie Hoots at (916) 785-1186.☒

Aerojet

Steve Reingold
(916) 355-2552
steven.reingold@aerojet.com

Agilent Technologies

Norman Flores
(916) 788-6254
norman.flores@agilent.com

Ames Company

Alan Holst
(530) 666-2493
holstam@wattsind.com

Apple Computer

Sandy Madruga
smadruga@apple.com

Applied Aerospace Structures Corp.

Tom Samborski
(209) 983-3202
tsamborski@aascworld.com

Artesyn Solutions

John Walsh
(916) 434-4869
johnwalsh@sac.slr.com

California State University Sacramento

Herb Blake
(916) 278-6722
blakeh@csus.edu

Coherent

Leah Geckeler
(530) 889-5295
Leah_Geckeler@cohr.com

Hewlett Packard

Jerald Erickson
(916) 785-0877
jerry_erickson@hp.com

Karen Hess
(916) 748-9346
karen_hess@hp.com

Institute of World Class Management

Gerhard Plenert
(916) 536-9751
Plenert@aol.com

Menlo Logistics

Curtis Andrade
andrade.curtis@menlolog.com

Motion Control Engineering

Pamela Do
(916) 463-9495
PamelaD@mceinc.com

NEC

Gail Reinke
GReinke@el.nec.com

Output Technology Solutions

John Sapp
(916) 939-5964
john_sapp@billing.com

Pasco Scientific

Michael Reeve
reeve@pasco.com

Siemens Transportation Systems

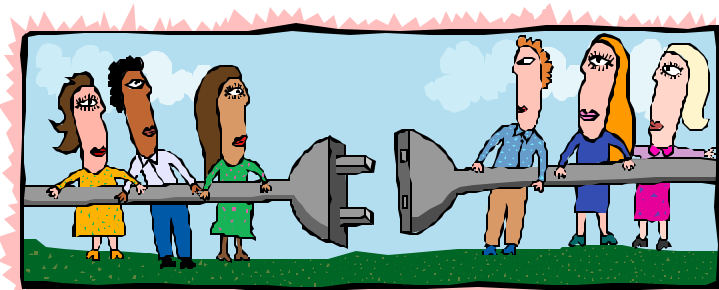
Ron Hazard
(916) 681-3278
Ron.Hazard@sts.siemens.com

At-Large

Brenda Marsh
brcben@juno.com

Charles Holmes
cnm@inreach.com

Michele Langhorst
Msktty@yahoo.com ☒



We're on the Web!

www.apicsacramento.com

Edited by
Bill Fuller
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APICSacramento Board Members

President	TBD		
VP Education	Terrell Thruston, CPIM	916/748-2653	terrell_thruston@hp.com
Asst. Dir. Of Programs	Michele Langhorst	916/561-4863	Msktty@yahoo.com
VP Membership	Geary Huss, CPIM		Gwhuss@hotmail.com
VP Marketing	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology	Randy Beck	916/788-2412	rbeck@prideindustries.com
Director of Programs	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Director of Publicity (Newsletters)	Bill Fuller	916/393-0753	W_J_Fuller@hotmail.com
Special Projects	Karen Hess, CPIM, CIRM	916/748-9346	Karen_hess@hp.com
Company Coordinator Manager	JT Smith	916/359-2289	Jtsmith411@yahoo.com
Director at Large	Bill Lodholz	530/666-2493	lodholz@wattsind.com
Director at Large	Glen Lewis	209/342-1509	glen.lewis@delmonte.com
Past President	George Cusack, CPIM	916/684-5200 x3224	Gcusack@alldata.com
CSU Chico Faculty	Tom Wilder		twilder@busipo.csuchico.edu
Student Chapter President	TBD		
CSUS RCE	Tim Schoost	916/278-4813	schoost@csus.edu
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail		916/650-8660	www.apicsacramento.com