

## Professional Development Meeting

Saving \$2.5M with a Carrier Procurement Strategy—Leon Casaubon

Tuesday, January 21, 2003



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One of the largest food manufacturers in the US, who spends \$500M a year on procuring carrier services to deliver products to customers, was having difficulty with their process and technology. Among other problems, after spending \$65M to implement Manugistics for transportation management, they realized that their desktop system for managing carrier procurement could not provide the information required to allow Manugistics to function. Get a first-hand view of how this organization was able to structure the analysis and prove a business case to support one of several alternatives to upgrade to a new carrier procurement capability. The case study will demonstrate the approach, tools and example of sanitized materials to achieve a \$2.5M payback from an investment of \$750K, while upgrading to an enterprise-level technology platform.

**ABOUT THE SPEAKER:** Leon Casaubon is a 25-year veteran of information technology, logistics/supply chain and manufacturing & repair operations. He has led organizations with global responsibilities for manufacturing and repair of technology systems and has been responsible for projects to upgrade system performance in the \$Bs of dollars. He built and ran the software support facility for the F-15 fighter and the logistics systems that supported all F-117 (stealth) fighters. His experience includes upgrading software development organizations to achieve high levels of capability in the Software Engineering Institute's Capability Maturity Model and in implementing many software products to rapidly help software services companies provide better, faster solutions to their clients.

Believing that "killer apps" were mostly Trojan horses with huge price tags for implementation, change and total cost of integration, his concentration has been on establishing platforms to use legacy system baseline capabilities to build to a much more flexible and cost-effective technology alternative for companies. He has built solutions for many Fortune 500 companies that incorporate as little technology as possible, while complementing much more highly competitive business processes and empowering people in their roles.

### RSVP by Friday, January 17, 2003

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

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5:30 Registration	\$21.00 Member	Presentation will be held at the Hungry Hunter Restaurant, 450 Bercut Dr., Sacramento. Call 916-441-2844 for directions or check our Web site <a href="http://www.apicsacramento.com">www.apicsacramento.com</a> for maps of the area. All times are approximate.
6:00 Dinner	\$24.00 Non-member	
7:00 Announcements	\$18.00 Full-time student	
7:10 Presentation	\$5.00 Speaker only	

# The Answer is "NO"



We receive a lot of questions from our customers about APICS and how it can meet their needs. Here are some FAQs that will hopefully reinforce or reinstate your perception of the real value of APICS to you and your firm.

Are chapter members and other chapter customers primarily from manufacturing firms? NO. The member roll, sign-in sheets for PDMs and student rosters for review classes include various companies in manufacturing, food processing, wood products, healthcare, electronics, remanufacturing, distribution and logistics.

Does the APICS chapter limit its activities to its members only? NO. Most educational opportunities, review classes and seminars, the monthly professional development meeting, etc are open to the public. Members, of course, are afforded discounts.

Is the monthly professional development meeting (PDM) the only activity of the APICS chapter? NO. Aside from the PDM, there are CPIM review classes held throughout the year, plant tours, in-house classes at various companies, small business classes, continual networking, etc.

Do the monthly professional development meeting topics cover only boring technical subjects? NO. The chapter always includes a couple of personal development (so-called soft) topics per year. We recognize that a professional's effectiveness is governed by *both* technical knowledge and personal capabilities involving work-life balance, career search, presentation skills, negotiation, project management, etc.

Is the speaker's topic the only benefit from attending the monthly (PDM)? NO, equally important is the opportunity to interact with fellow practitioners in the field from different companies and from other professional societies like the American Society for Quality (ASQ), the Project Management Institute (PMI) and the Institute of Supply Management (formerly NAPM).

Does one have to be a member to attain CPIM? NO. The CPIM exams are open to all; members, though, get a discounted rate.

After one attains CPIM, is that certification good for life? NO. A recently established certification maintenance process requires CPIM holders to continually keep in touch with and contribute to developments in the field and apply for re-certification every 5 years.

Does the Sacramento chapter of APICS need volunteers only every June? NO. The chapter (and in fact APICS headquarters) is run by a volunteer board of directors who welcome every bit of volunteer help from any member, anytime.

*(See "NO", Continued on page 5)*

## January 2003

- |    |   |
|----|---|
| 14 | Board of Directors Meeting. 6pm. Lyons Restaurant on Bercut Drive, off of I-5 at Richards Ave. exit.                                  |
| 21 | Professional Development Meeting. "Saving \$2.5M with a Carrier Procurement Strategy"—Leon Casaubon. 5:30pm. Hungry Hunter Restaurant |

## February 2003

- |    |  |
|----|--|
| 18 | Professional Development Meeting. 5:30pm. Hungry Hunter Restaurant |
| 24 | Board of Directors Meeting. 6pm. Location TBD.                     |

## On-Line CIRM Courses Just a Click Away

Online CIRM education is finally here! Go to [www.epiweb.net](http://www.epiweb.net) and find out how you can enroll in these classes. The cost is \$225 per course and lasts 6 to 9 weeks, depending on the module.

If you haven't taken any online courses yet, here's what's in store for you:

... a classroom where, instead of raising your hand, you send the instructor an "E" mail.

... being able to learn while sitting in your own home or office.

... not having to worry about getting to a class on time because the content is available to you whenever and wherever you want it.

... being able to review the material at your own pace, without having to worry about speeding up or slowing down your classmates.

... being able to take what you learn online in the morning, and putting it to use on your job in the afternoon.

Online courses take place wherever your computer is: at home, at work, on the road -- anywhere you can connect to the Internet. Be sure to let them know you heard about it through the Sacramento APICS chapter and the chapter will receive a rebate for each enrollment. Finally, a real choice for those of you interested in CIRM education and certification.

## Message from the Board

The APICS-Sacramento Board of Directors wishes you and your family a happy and prosperous 2003!

The new 2003 year brings with it optimism and anticipation of the months to come. Especially during the "challenging" economic climate we are experiencing both nationally and globally, your APICS investment is time and money well-spent. Investment in your knowledge base, skillsets development, and networking relationships can typically pay dividends now and in the future.

The APICS-Sacramento Chapter 2003 year promises to be an exciting year with a plethora of opportunities to benefit our membership ranks. The early 2003 calendar (see Page 2) covers an extensive breadth of member education and development opportunities you can select. Also, there are many opportunities available for you to serve in an APICS leadership capacity. If interested in one of these leadership opportunities, please contact a Board member from the roster.

Again, on behalf of APICS-Sacramento, I wish you all a happy and prosperous 2003!

*Glen Lewis, Director At Large*

## CPIM/CIRM Testing Fear Factor

In the national APICS instructor pool recently there has been significant dialogue regarding the certification test fear factor. There is much speculation about why candidates may be fearful, anxious, nervous, or outright incapacitated from taking the certification exams.

It would be immensely helpful to hear from the APICS Sacramento member base on this issue. Your feedback will be shared broadly (anonymously) with other instructors in the country to help overcome any misconceptions about the examination/testing process.

Please forward any relevant feedback to Terrell Thruston ([Terrell\\_Thruston@hp.com](mailto:Terrell_Thruston@hp.com)) who will compile and summarize in a future newsletter update. Thanks in advance for your help with this request.

*Terrell Thruston, CPIM, Director at Large*

**You can now find local and national job listings online at the APICS Sacramento website: [www.apicsacramento.com/jobs/](http://www.apicsacramento.com/jobs/). Currently on the site we have information on the following local positions:**

- **Production Planner**
- **Materials Manager (Food Industry)**
- **Production Manager**

## APICS Training Testimonials

These quotes came from the "Introduction to Materials Management" class held in October 2002:

*"I took the class to understand more about the production flow in a manufacturing facility. There are many tasks, requirements, and expectations to follow. I've learned a lot in this fast-paced environment. The class was not difficult. What I have learned in this class will help me to improve the production process in my shop. I will continue to work with APICS."* – Phyllis Childress

*"I took the class to improve my skill set in inventory and related areas. This will help me increase company profits, ROI, etc. through more efficient inventory control. The class was very informative. The instructors added value to the course through their experience and in-class problem solving."* – Scott Hoe, Certain Teed

## Check Out the APICS Career Center Online

Whether you are in the market for a job or just want to keep your options open, you'll want to search the APICS Career Center for available jobs, or to post your resume...the perfect fit could be waiting for you!

[http://www.apics.org/CareerCenter/careercenter\\_gateway.htm](http://www.apics.org/CareerCenter/careercenter_gateway.htm)

*Carol Thompson  
VP Job Opportunities*

## APICS Sacramento Board Sets Electronic Newsletter Start

The APICS Sacramento Board of Directors has voted to move the monthly newsletter to a fully electronic delivery *only* starting in July 2003. We currently deliver the newsletter electronically to about 70% of our chapter membership, along with any other interested parties that request it.

Starting with the January newsletter, we will no longer be sending out both electronic *and* paper copies of the newsletter to individual members.

If you're not receiving this newsletter via email, it's because we **don't have your email address**. You can provide or update your email address right at the chapter website: [www.apicsacramento.com](http://www.apicsacramento.com). Make sure you do this by June 2003!



APICS

Weber State University Online



## CSUS/College of Continuing Education Materials Management Certification Class Schedule

## Weber State University On-line APICS Certification Courses

Prepare for APICS CPIM exams and apply toward the Materials Management Certificate from the CSUS College of Continuing Education/RCE. Call Lisa Sbragia or Jenni Helfrich at CSUS/CCE at (916) 278-4805 (Email: [sbragial@csus.edu](mailto:sbragial@csus.edu) & [jhelfrich@csus.edu](mailto:jhelfrich@csus.edu)) for more information or visit their Web site at [www.rce.csus.edu](http://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 ☀

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 (dates / times subject to change)		
When	Class & Course Code	Instructor
Sept 16—Oct 21 (exc. 10/14)	Introduction to Materials Management	Melanie Hoots / Terrell Thruston
Nov 4—27	Master Planning of Resources	Karen Hess
Jan 6—Feb 5, 2003 (exc. 1/20)	Detailed Scheduling and Planning	Karen Hess
Feb 24—Mar 24, 2003	Execution and Control of Operations	Kelly Southerland
Apr 21—May 19, 2003	Strategic Management of Resources	TBD
June 2—23, 2003	Purchasing	TBD

# 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 or JT Smith at (916) 359-2289.

**Aerojet: Steve Reingold—(916) 355-2552**  
[steven.reingold@aerojet.com](mailto:steven.reingold@aerojet.com)

**Genentech: Curt Andrade**  
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***Studying for certification exams or just need a refresher on statistics for your job? Check out [www.margaret.net](http://www.margaret.net) for a free online primer course in statistics. It's estimated at requiring about 20 hours to complete. They also offer a free primer course in Excel.***

*("NO", Continued from page 2)*

Members get the monthly APICS publication "The Performance Advantage" and (by request) the quarterly "Production & Inventory Mgt Journal." These are fine but are these the only sources of ideas to make business run better? NO. Members get exclusive [Members-Only] access to online articles, real-time solutions to real-life challenges [Ask APICS service], 10 targeted electronic discussion lists [enables thousands of subscribers to exchange challenges and ideas].

And that's it? NO. Members are provided career placement services, savings averaging 20% on APICS bookstore materials, more discounts on educational events and the APICS International Conference, online access to the APICS dictionary, and more.

NO, that is not all. If you haven't checked our websites lately, this is a good opportunity to see what new things are happening. [www.apicsacramento.com](http://www.apicsacramento.com), & [www.apics.org](http://www.apics.org)

*Ed Mercado, Dir. Of Programs*

We're on the Web!

[www.apicsacramento.com](http://www.apicsacramento.com)

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PRIDE Industries  
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