



# The Educational Society for Resource Management



## PDM Dinner Meeting

January 20th, Tuesday

RSVP by Friday, January 16, 2003

### Lean Principles and Design for Six Sigma

Presenter: Mr. Adi Choudri



January 2004

Volume 19 Issue 5

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The tangible, easily identified factors that drive costs up and reduce quality are only the tip of the iceberg. More often than not, the hidden factors are less obvious but provide much larger opportunities for improvement. Lean principles provide awareness and discipline to sustain the gains realized from operational excellence projects. The speaker will cover concepts and examples of these major components of operational excellence.

Lean Manufacturing - Arranging production and business processes to minimize *waste*, focus on *value*, and make value *flow* smoothly at the *pull* of the customer in the pursuit of *perfection*.

Six Sigma - Eliminating defects, reducing variability, and minimizing cycle time through the application of scientific methods and tools

Design for Six Sigma - Designing and developing robust products that meet all customer needs through a systematic methodology that optimizes value with statistical tools

Supplier Development - Developing strategic suppliers who will employ Operational Excellence to improve quality, delivery, and cost performance.

SPEAKER: Mr Adi Choudri

Mr. Adi Choudri - Six Sigma BlackBelt, specializes in Engineering and Operations applications. Adi has over 26 years of experience in Lean manufacturing process design and implementation. He has held various staff and management positions in Manufacturing and Industrial Engineering. He has conducted numerous Kaizen seminars both in manufacturing and beyond the shop floor, recently leading a Value Stream Mapping activity of the engineering design and drawing development process. He is also a trainer for Six Sigma and was a co-lead on an innovative program on the Supply Chain. Adi has learned from such masters as Dr. Edward Deming and Massaki Imai. He has a B.S. and M.S. in Engineering from the University of Rochester. He was the program manager for Aerojet's "Value Stream Analysis in Product Development" program working with MIT and the Air Force in the Lean Aerospace Initiative. Adi recently coauthored chapters on "Lean Manufacturing" and "Agile Enterprise" for a new book called "Manufacturing Handbook of Best Practices" available on Amazon. Adi is also a partner with ABC Quality Consulting Services, specializing in Lean and Six Sigma Applications in Product Development.

#### Agenda

5:30	Registration	<b>\$22.00</b> per person includes dinner. To RSVP for this dinner meeting,
6:00	Dinner	
7:00	Announcements	
7:10	Presentation	

Presentation will be held at **The Hungry Hunter Restaurant, Bercut Ave. near I-5 and Richards Blvd.** Please call **(916) 650-8660**, or email Ed Mercado at [edmercado@msn.com](mailto:edmercado@msn.com) and provide the attendee's name, company, telephone number, fax or email address.



### APICS Certification = New Year's Resolution?

Well a new year has begun. How many of you made a resolution(s) for 2004? Did you include a resolution to make 2004 the year to work on or obtain your certification?

If you are like me, 'procrastination' is my usual modus operandi. But this year will be different! I'll be working on the CIRM Certification.

If you are looking at either the CPIM or CIRM certifications there are many ways to study for those tests. Check out the following:

[www.apics.org](http://www.apics.org) - Certifications section for details on the certification programs

[www.apicsacramento.com/education.html](http://www.apicsacramento.com/education.html) for details on classes available either online or local

Check with other members and potential members at the PDM, you may find a study buddy!

Don't forget, if you are going for that promotion or a new job, APICS Certification can be the differentiator between you and another qualified candidate.

Good Luck!

Carol Thompson  
VP Job Opportunities

### January 2004

- 13 Board of Directors meeting via conference call at 5:30.
- 20 Professional Development Meeting. Six Sigma Lean Simulation at Hungry Hunter

### February 2004

- 17 Joint Mixer with NAPM (ISM)
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

### March 2004

- 16 Professional Development Meeting/Top Management Night. Presenter will be Dr. Jerry Estenson.
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

### April 2004

- 20 Professional Development Meeting. Speaker and topic to be announced.
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

### May 2004

- 18 Professional Development Meeting. Speaker and topic to be announced.
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

### June 2004

- 15 Professional Development Meeting. ERP Implementation Lessons presented by Bill Caskey
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

## Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp>. If you would like a handy spreadsheet to calculate your points, send an email to [tanis.perez@hp.com](mailto:tanis.perez@hp.com) and put "certification maintenance" in the subject. Don't delay! Once the deadline passes for you, you must earn additional points to regain your certification status.

## APICSacramento Job Opportunities Notes

Are you seeking another job or career change? Don't forget to check out the APICSacramento Job Opportunities located at <http://www.apicsacramento.com>. You can also find national job opportunities by checking out the national APICS web site located at <http://www.apics.org>.

There are also many companies, consultants, and career counselors who can assist with items such as: resume writing, cover letters, interviewing skills, negotiating skills, as well as personal goals and objectives. Check out the yellow pages under Career or Vocational for this type of assistance.

*Carol Thompson , VP Job Opportunities*

### California State University Sacramento College of Continuing Education (CCE)

Classes are offered through California State University Sacramento College of Continuing Education (CCE). To register please contact CCE Customer Service at (916) 278-4433 (dates / times subject to change)

#### Supply Chain Management Certification Program

When	Class & Course Code	Times	Cost
Feb 3—Feb 17, 2004	Basics of Project Management	Tues & Thurs (5:30—8:30 PM)	\$329
Feb 4—Mar 2, 2004	Detailed Scheduling and Planning	Tues & Thurs (5:30—8:30 PM)	\$489
Apr 13—May 11, 2004	Execution and Control of Operations	Tues & Thurs (5:30—8:30 PM)	\$489
May 20—Jun 17, 2004	Strategic Management of Resources	Tues & Thurs (5:30—8:30 PM)	\$489

#### Materials Management

Feb 3—Mar 2, 2004	Detailed Scheduling and Planning	Tues & Thurs (5:30—8:30 PM)	\$489
Mar 23—Apr 6, 2004	Logistics	Tues & Thurs (5:30—8:30 PM)	\$349
Apr 13—May 11, 2004	Execution and Control of Operations	Tues & Thurs (5:30—8:30 PM)	\$489
May 20—June 17, 2004	Strategic Management and Resources	Tues & Thurs (5:30—8:30 PM)	\$489



### Materials Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Lisa Sbragia at [sbragial@csus.edu](mailto:sbragial@csus.edu) or (916) 278-4805 or visit [www.cce.csus.edu](http://www.cce.csus.edu) and look for Business Operations under Courses & Programs. Each of the six Materials Management courses are offered once each year. Please call (916) 278-4433 to register.

All courses are held at CSUS Campus, Sacramento on Mondays and Wednesdays from 5:30—8:30 p.m. Dates and times are subject to change. Please visit [www.cce.csus.edu](http://www.cce.csus.edu) for up-to-the-moment course schedules. Call Tanis Perez for more information at 916/748-8194. (See *Schedule on Page 3*)

### Computer Based CPIM Exams

Computer based CPIM exams are offered by Promissor.

All of the info you will need to register for an APICS exam can be found at <http://www.promissor.com/>

- Select "Professional Certification Exams" under the "Find Test Information" section.
- Select the "APICS..." option.

Read the "Description of New Registration Process (pdf)".

It has all the info you should need including how to get dates, locations, cost, and registration process.

### Weber State University On-line APICS Certification Courses

SU 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>. Remember to tell them you're a member of Sacramento APICS! ☀

### CIRM Courses Available On-Line

CIRM is a comprehensive educational program designed to help you understand the power of collaboration among organizational resources such as product development, marketing/sales, human resources, finance, and operations. The CIRM program enables you to effectively interact with cross-functional departments for more strategic decision making, enhanced collaboration, and improved productivity.

On-line CIRM Courses are available at [www.epiweb.net](http://www.epiweb.net). Be sure to reference Sacramento APICS when registering.

### CPIM Courses Available On-Line

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment—both in terms of reducing costs and increasing customer loyalty.

Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

To register for your next CPIM exam, visit [www.asisvcs.com/publications/html/faq\\_apics.asp](http://www.asisvcs.com/publications/html/faq_apics.asp) or call Promissor Customer Care at 1-800-274-8399 or 610-617-5093.

# APICS Sacramento 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**  
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**Genentech: Curt Andrade**  
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## Notable Quotes

*New Years Quote* -An optimist stays up until midnight to see the new year in. A pessimist stays up to make sure the old year leaves.

- *Bill Vaughan*-

Keep away from people who try to belittle your ambitions. Small people always do that, but the really great ones make you feel that you too, can become great.

-*Mark Twain*-

## 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)

And don't forget that APICS is a great place to network with the employees of the region's leading employers. Not only can you mix, mingle, and network but you also receive valuable professional development information. A job opportunity can be discovered anywhere, don't miss the chance to find one through your own local network

*Carol Thompson  
VP Job Opportunities*

# Your New Year's Resume Check-Up

Like millions of people coast to coast, you have probably resolved to start 2004 with renewed job-search enthusiasm. If it has been a while since you brushed up your old resume, you'll want to begin your job search with a New Year's resume check up.

These five questions will help you focus your resume for even better results in the new year.

1. Has your career objective changed since your last job search? More specifically, are you attempting to change your industry or profession? If so, your resume requires a new marketing message based on your transferable skills. This will help potential employers see you outside of the context of your current industry or profession. Remember, a resume is more than just an historical document; it is the print ad of your job-search campaign. For peak effectiveness, your resume should be based on the buying motives of your new target audience. Communicating your transferable skills is an excellent way to tap into employer buying motives.

2. Does your current resume reflect your professional growth-or are still using the same resume format that got you your first job out of college? As you grow professionally, you'll need a resume that reflects your level of professionalism. The more sophisticated "hybrid" format allows you to showcase your best accomplishments based on the strategic "selling points" of your career.

3. Does your resume feature accomplishments from top to bottom? The best way to capture employer's attention and create a strong first impression is with measurable accomplishments. Accomplishments are most significant when they demonstrate your contribution to an employer's bottom line. If your resume focuses more on what you did than on how well you did it, it's time to rewrite those "features" into "benefits."

4. Was your last job search prior to 2001? That may seem like an odd question, but if this is your first entrance into the job market since before 2001, you're in for a shock. The job market of the late '90s was fantastically in favor of job seekers; resumes were less important in attracting employer attention. Today's job market, however, is fiercely competitive, and a polished, professional resume is critical to winning an employer's notice. If your last job search was a "walk in the park," look objectively at your resume. Does it have what it takes to compete against an avalanche of candidate responses or will it likely get lost at the bottom of the resume pile?

5. Most important-are you getting responses from your resume? Here's the real proof. Your resume has only one job: to get you interviews. If that isn't happening, don't just blame the job market-improve your message. Think of your job search as a professional marketing campaign in a saturated market. The tougher the competition, the more vitally important it is to have a resume with a strong marketing message that sets you above the crowd.

*Deborah Walker, CCMC*

*Resume Writer ~ Career Coach*

*For more in-depth information on resumes, job-search strategy and interview skills, check out the article archive at my website: [www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)*

*Email: [Deb@AlphaAdvantage.com](mailto:Deb@AlphaAdvantage.com)*

## Redesigned APICS Web Site

We are pleased to announce that the APICS Web Site has been redesigned to better meet your needs. The new site, with streamlined navigation, enhanced APICS Bookstore and Career Center sections, and real-time industry news, connects you with the latest inventory and supply chain management education, news, and information.

Explore the new features at <http://www.apics.org>. Highlights of the site include:

- **Personal Information Profile.** Visitors can take advantage of the new My Info section to update their personal profile, manage contact information, and view order history. To access this new feature, create an online profile by registering your username and password.
- **Redesigned APICS Bookstore.** Customers will benefit from the streamlined order process with faster, easier checkout; ability to view order history through the My Info section; and new Wish List feature.
- **Upgraded Career Center.** The Career Center gives job seekers the ability to build their own online profiles, manage their job search, and respond to employer inquiries with targeted résumés. Employers can personally manage job searches in real time, including searching a secure résumé databank by keywords. The Career Center is now located in the Resources section of the Web site.
- **Improved Search Functionality.** The new search functionality finds all the locations within the Web site that are relevant to a visitor's keyword request.

**Important Note:** The APICS Web site has a new log in procedure. Please read the instructions at <http://www.apics.org/About/logininstructions.htm> to take advantage of the full functionality of the site.

Begin experiencing the new APICS Web site. Visit <http://www.apics.org> today!



### APICS Webinars Get Tangled in Our Web of Education

APICS is pleased to announce the latest development in training and education—APICS Webinars. Each APICS Webinar lasts approximately 60 minutes and features educational discussions, case studies, and a Q&A period. All you need is an Internet connection and telephone to participate. Invite your colleagues to join you. As an added benefit, you will receive a CD-ROM of the presentation after the event.

**Upcoming APICS Webinars**  
View a list of upcoming APICS Webinars topics and dates. Go to <http://apics.webex.com> for quick and easy access to the latest information on future topics, dates, and presenters.

**Registration Information**  
To register for an APICS Webinar, visit and select Enroll.

**Archived Events**  
Were you unable to participate in an APICS Webinar? Each APICS Webinar is archived and available for \$99 per viewing. Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar. The archived APICS Webinar begins at time of purchase.

**CPIM and CFPIM designees:** Earn one professional development point toward Certification Maintenance by participating in an APICS Webinar.

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