

PDM Dinner Meeting

Tuesday, January 20th
Lean Thinking

Presented by: Gary Waters

How do you reduce the selling price to your customer while maintaining, or even growing, your profit margin? Add to that the fact the customer expects further reductions every year during the life of the product. We all know the answer, and it is not through a lowering of the quality standard - it is through a reduction in cost. But, you say: "What about the increases in raw material, wages, utilities, and benefits that we have limited or even no control over?" Believe it or not, it is still possible to accomplish this feat; in fact, there is at least one industry where this has been the norm for over 10 years.

Come to the January meeting to learn which industry has transformed itself and what the "magic" is. See how in as little as 3 ½ days continuous reductions in selling price can be achieved *without a reduction in profit*.

Agenda

5:30 Registration
6:00 Dinner & Networking
7:00 Membership Meeting
7:10 Presentation

Location

Lions Gate Hotel
3410 Westover Street
Sacramento(McClellan), CA 95652

Please RSVP with Tim Kott at
tkott@tescocontrols.com

* Please provide attendees name, company, telephone number, fax or email address. \$5 per person, or \$30 per person for dinner and speaker.

Inside this Issue ...

President's Message	2
Calendar	2
Editorial	3
APICS Webinars/Publications	4
College Courses	4
Company Coordinators	5
Board Members	6

Speaker's Biography

Gary Waters is the President of Gary Waters Management Consulting, based in Northern California. Prior to becoming a consultant, he held various operational positions with manufacturing companies including Firestone Tire & Rubber, Masco Corporation, Johnson Controls, and Trim Masters (a Toyota affiliate/ Johnson Controls joint venture). While working for several tier one suppliers to Toyota and NUMMI (the General Motors/Toyota joint venture), Gary developed his expertise in lean manufacturing and continuous improvement utilizing the Toyota Production System. Mr. Waters is a graduate of Western Michigan University, in Kalamazoo, Michigan. He has earned certifications in both Materials Management (APICS) and Purchasing (NAPM).

President's Message

Dear Members,

Happy New Year! With 2008 behind us, we are all looking forward to a new beginning in 2009. Like the country, APICS Sacramento has many new and exciting opportunities in 2009. As you know, Glen Lewis is very involved with Green Energy. As such, the board has asked Glen to lead us in becoming the leading "green" Chapter in APICS, and how we move toward becoming an example for all other chapters. We are very pleased and excited to have this opportunity.

In January, we have Gary Waters speaking on the topic of Lean Manufacturing. And in February, we have the great fortune of having Cheri Chastain from the Sierra Nevada Brewery, speaking about recyclable energy and resources. This will be a very special PDM and will be a joint meeting with ISM invited as well as dignitaries from Chico State and Bell Carter. Also in the first quarter, we will have our own Andre' Alves speaking on the Leadership program he was selected to participate in by APICS National.

As I said in December, the board has voted to implement a new program to all chapter members. We are inviting you to submit articles for the newsletter. One article each month will be selected by the board for inclusion. The author of the article will receive \$25. The article needs to be an APICS related topic, and no more than 600 words. Please submit all articles for consideration. An article submitted may not get used in the next issue, but could be used for a future issue, so please submit each article only once.

As always, I would like to invite all of you to attend the board meeting.

Thank You,
Pat

Calendar

January, 2009

- 13 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
- 20 Professional Development Meeting
Speaker: Gary Waters
Location: Lions Gate Hotel

February, 2009

- 3 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
- 17 Professional Development Meeting
Speaker: Cheri Chastain
Location: Lions Gate Hotel

March, 2009

- 3 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
- 17 Professional Development Meeting
Speaker: Andre' Alves
Location: Lions Gate Hotel



Editorial

Going Green in 2009

By Kristin Withrow

According to EcoMall, the average American produces about 40,000 pounds of CO2 emissions per year. Together, we use nearly a million dollars worth of energy every minute, night and day, every day of the year. Some simple changes at home can make a large impact in the world.

Switch to compact fluorescent bulbs. CFLs use only 10% of the energy of a normal light bulb and last 8 – 12 times longer. If every American household replaced one of its standard light bulbs with an energy efficient compact fluorescent bulb, we would save the more energy than a large nuclear power plant produces in one year. In a typical home, one CFL bulb can save 260 pounds of CO2 per year versus normal bulbs.

Recycle, and seek products with reduced and recycled packaging. According to Environment-Green, the United States recycles just about 28% of its waste today, which is doubled from what it was a decade ago. One example of small steps adding up: the Hershey Chocolate Company produces about 20 million chocolate kisses each day, using 133 square miles of aluminum to wrap them. The wrappers are recyclable, yet usually end up in the trash bin, rather than the recycling bin. If we change our thinking and reconsider old habits, we can make a huge difference.

Dress for the weather. Turn your thermostat down *two degrees* in the winter to save 6% of heating-related CO2 emissions. That equates to a reduction of 420 pounds of CO2 per year for a typical home. Throw on a sweater and save some money on your utility bill. Why not check your company's thermostat as well?

Encourage green thinking in others. Add a tag line to your e-mail signature that prompts people to think before printing. Something as simple as "Please do not print this e-mail unless you absolutely have to," will cause your recipient to pause and consider before automatically printing. Saving paper is saving trees. Reductions in energy use resulting from shade trees can save over 2 tons of CO2 emissions per year.

These are a few helpful ways we can change our personal habits to positively affect the environment. As we enter 2009, take a moment to pause, consider your footprint and change a few habits this year that will transform you into a Lean, Green, Thinking Machine.

Recycled Facts

- ❖ North America represents a little over 5% of the world's population but consumes over 30% of the world's resources.
- ❖ We throw away enough office paper each year to create a wall 12 feet high reaching from Los Angeles to New York City, and enough Styrofoam cups to circle the earth 436 times.
- ❖ Production of recycled paper uses only half of the water and 3/4 of the energy than new paper and every ton of recycled paper saves almost 400 gallons of oil, three cubic yards of landfill space and seventeen trees.
- ❖ In China, "white pollution" from ultra thin plastic shopping bags is a major problem. Shoppers used **1 billion** plastic shopping bags **per day** before the Chinese government announced a ban on free plastic shopping bags last June.
- ❖ California is adopting a similar stance on free shopping bags. Currently, stores are required to offer reusable bags for sale near their registers. In 2010, stores will begin charging for each bag you use upon check out. Stock up on reusable bags now, and make a habit of storing them in your car for use when you need them.

Future Newsletter Editorials

If you are an APICS member with a topic you'd like to write about and would be interested in having it appear in the Editorial section of this newsletter, now is your chance!

Offset your membership cost by sharing knowledge in operations management, a related field or specific area of expertise.

Each editorial printed in the monthly newsletter will earn the writer \$25. Make your voice heard and submit your editorial piece to today at:
info@apicsacramento.com

APICS Publications

Valuable APICS Publications and Member Benefits. Accessible and Online

Ensure you're making the most out of your APICS membership with these valuable publications and discounts on educational opportunities, including APICS Webinars.

APICS Operations Management Body of Knowledge (OMBOK) Framework

The *APICS OMBOK Framework* defines the scope of the operations management field and positions the vast APICS body of knowledge to help you understand the foundation of your profession.

[Download your complimentary copy at APICS.org now.](#)

APICS Dictionary, 12th Edition, Online

Download the *APICS Dictionary*, 12th edition, and save it to your desktop to ensure you're never without the terminology that enables you to communicate across the office and the supply chain.

APICS Magazine Online

You don't have to wait for your copy of *APICS* magazine to arrive in your mailbox—you can view each bimonthly issue of the award-winning *APICS* magazine online.



Online CPIM Review Courses
Fox Valley Technical College
www.fvtc.edu/cpim

- Interactive Learning
- Self-Paced
- Industry-experienced Instructors
- FVTC online delivery since 1994
- Customized delivery available
- Video on CD
- 95% pass rate

For more information, contact
Anne Haberkorn, CFPIM, CIRM, Jonah
(920) 996-2897

APICS Fox Valley Technical College
Knowledge That Works

APICS Webinars

Don't Miss This New APICS Webinar:

Global Supply Chain Intelligence
David Jacoby, CFPIM, CIRM, CTL, C.P.M.,
President, Boston Strategies International
January 21, 2009, 1:00 p.m. – 2:00 p.m. CT
\$99 APICS member | \$139 nonmember

The session will help global supply chain professionals build a global fact base to support supply chain strategy. Participants will explore current issues involved in international shipping to and from sourcing hotspots, such as China, Malaysia, and Latin America. Participants will learn through the use of real-world examples and interactive tools, including benchmarks, company experiences, pictures, video clips, and quiz questions.

College Courses

The Sierra College Workforce Development & Continuing Education Division, through CACT (the Center for Applied Competitive Technologies) has partnered with the APICS Sacramento Chapter of the Association for Operations Managers, to offer a series of courses at the Sierra Gateway Campus in Roseville, CA.

The courses will prepare participants for the APICS professional exam to become Certified in Production and Inventory Management (CPIM). APICS administers the CPIM test.

For more information, and to register for classes, visit www.sierracollege training.com or contact Carol Pepper-Kittredge, Sierra College CACT at cpepper-kittredge@sierracollege.edu or (916) 781-6288..

Sierra College 2009 Class offerings

Execution & Control of OperationsJan 13 to Feb 19
Master Planning of ResourcesMar 3 to Apr 9
Strategic Management of Resources.....Apr 21 to Jun 2

APICS Sacramento Organization Directory

The listing below represents a sample of the companies and organizations represented by the Sacramento Chapter of APICS. If you are employed or affiliated with an organization not listed, please contact Kevin Moynihan at kmoynihan@tasq.com. As a way of increasing our reach, we ask that each of you "spread the word" of your membership affiliation with APICS. And, if you are interested in becoming a member or attending a PDM dinner meeting, please feel free to reach us for more information at info@apicsacramento.com.

Ames Company Incorporates

1485 Tanforan Ave
Woodland CA 95776

AMPAC Fine Chemicals

PO Box 1718
Rancho Cordova CA 95741

A.T. Kearney

255 California Street, Suite 1200
San Francisco, CA 94111

Baxter Planning Systems

7123 Cedar Oaks Drive
Granite Bay 95746

Comtek Computer Systems

3387 Industrial Blvd
Rocklin CA 95765

Constellation Wines

US4614 Turner Rd
Lodi CA 95242

Diamond of California

PO Box 1727
Stockton CA 95201

Digi International

2900 Spafford St
Davis CA 95618

Eigen

13366 Grass Valley Ave
Grass Valley CA 95945

Gel-Pak

31398 Huntwood Ave
Hayward CA 94544

Genetech

1000 New Horizon Way
Vacaville CA 95688

**Global Pharmaceutical Sourcing
Group-J&J**

700 Eubanks Drive
Vacaville CA 95688

HB Fuller Company

10500 Industrial Ave
Roseville CA 95678

Hewlett Packard

8000 Foothills Blvd
Roseville CA 95747

Intel

3031 Jimmy Way
Roseville CA 95747

Lares Research

295 Lockheed Ave
Chico CA 95973

Lifetouch National Schools Studio

2860 Fair Street
Chico CA 95928

NEC Electronic America

7501 Foothills Blvd
Roseville CA 95747

New Star Lasers Inc

9085 Foothills Blvd
Roseville CA 95747

Paragon Products

4475 Golden Foothill Pkwy
EIDorado Hills CA 95762

PASCO Scientific

10101 Foothills Blvd
Roseville CA 95747

PSGA

700 Eubanks Drive
Vacaville CA 95688

Russell Warner Inc.

2551 Albatross Way
Sacramento CA 95815

Seco Manufacturing Company Inc

4155 Oasis Road
Redding CA 96003

Siemens Healthcare Diagnostics

2040 Enterprise BlvdWest
Sacramento CA 95691

SMA

4031 Alvis Ct
Rocklin CA 95677

Thermogenesis

2711 Citrus Rd
Rancho Cordova CA 95742

Thompson Technology Industries

8451 Rovana Circle
Sacramento CA 95828

Thomson / Grass Valley

400 Providence Mine Rd
Nevada City CA 95959

Umbrella Systems

980 9th Street
Sacramento CA 95814

Check Out APICS Career Opportunities Online

Are you seeking another job or career change? Don't forget to check out the APICS Sacramento Job Opportunities located at <http://www.apicsacramento.com>. A job opportunity can be discovered almost anywhere, so don't miss the chance to find one through your own local network.

And whether you are in the market for a job or just want to keep your options open, you will also 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/Resources/careercenter>.

APICS Sacramento Board Members

President	Pat McCarty, CPIM	916-374-3157	patricia.l.mccarty@siemens.com
Secretary	Andre Alves, CSCP		andre.alves@VSP.com
VP Marketing	Ed Mercado, CPIM		edmercado@msn.com
VP Education	Herbert Blake, CPIM, PhD	916-278-7106	blakeh@csus.edu
Treasurer	Beverly Paul, CPIM		bpaul@apicsacramento.com
VP Programs	Tim Kott	916-395-8800 ext. 2713	tkott@tescocontrols.com
VP Membership	Esther Odufuwa	916-276-8535	t_estherelim@yahoo.com
Director of Technology	Randy Beck	916-788-2412	rbeck@prideindustries.com
Newsletter Editor	Charles Withrow, CSCP		charles.withrow@atkearney.com
VP Company Coordinator	Kevin Moynihan, CPIM		kevin.moynihan@tasq.com
Past President	Bill Lodholz, CPIM	530-666-2493	lodholz@watts.com
Director at Large	Glen Lewis, CPIM, CSCP	530-752-7135	galewis@ucdavis.edu
Director at Large	Melanie Hoots, CPIM		Melanie.hoots@hp.com

APICS Society		800-444-APIC	http://www.apics.org
Chapter Voice Mail		916-650-8660	http://www.apicsacramento.com
Chapter Mailing Address	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813		