

## PDM Dinner Meeting

January 19, 2010  
Presented by: Ron Person  
Tor Consulting  
International Bestselling Author

### ***How Do You Drive Business Success?***

This session is for you if...

- You like "real world" exercises that expand your business knowledge
- You want to know how to focus resources
- You need to know how to create accountability and buy-in
- You want to improve performance
- You want everyone to know how they contribute to business success

In this session you will be actively involved in learning how to identify the Critical Success Factors that drive each unique business operation. Once you learn how to identify the "Critical Success Factors" you can focus on them to reduce complexity, run your business more smoothly, and increase performance. Everyone will know exactly what is important and what needs to be done.

### 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  
[pdm@apicsacramento.com](mailto:pdm@apicsacramento.com)

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

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### Speakers Bio

Ron Person has written more than twenty books including four international bestsellers with over three million copies in print. His latest book on executing strategy and accelerating productivity is "Balanced Scorecards and Operational Dashboards with Microsoft Excel," from J Wiley Press.

Ron was one of Microsoft's first twelve consulting partners. He is one of the few consultants certified to consult in Balanced Scorecard by Kaplan & Norton, founders of the Balanced Scorecard. Ron is a Baldrige examiner for California's award for performance excellence. He holds an MBA in Marketing/Finance, an MS in physics, and is a Six Sigma Black Belt.

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## President's Message

Dear Members,

It's the beginning of a New Year, a new decade, a new beginning...even though APICS functions on the fiscal year, our internal clocks still seem to recognize Jan1 as the beginning...

**HAPPY NEW YEAR!**

I am preparing to leave for Hawaii next week to attend the quarterly presidents' meeting (even though we have changed to getting together three times a year, we still refer to it as quarterly). It is always a pleasure to get together with all of the other Chapter Presidents and District Leaders. We all benefit from each others' trials and victories. It will be my pleasure to update you when I return.

By this time, I am sure you are all thinking *HAWAII!!!!* Yes, they (previous board members) have a way of selling you on board positions by telling you that one of the benefits of being a board member is that you get to go to Hawaii once a year (something for you all to think about if you are contemplating becoming more involved).

For 2010, we have two joint PDM's planned with ISM and are working on another networking-only PDM. The plant tour and networking in November was a big hit and we were told by all in attendance they would like more of that type of event. We do know that it is also important to provide all of you with educational PDM's as well so you can maintain your certifications, so we will be looking at ways of attaining both.

We are again working with Sierra College through their adult education program, to provide the CPIM course. Tesco Controls, located in Sacramento, will be holding an in-house Lean Management course beginning in January. This seven week instructional course is not available to the public but if your company would like to host its own in-house course, please reach out to our VP of Education, Herb Blake and he will be happy to work with you.

Thank you all for your support and commitment throughout 2009, and I hope to see more of you make it out to our events in 2010.

Pat McCarty

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## Calendar

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### January, 2010

- 5 Board of Directors Meeting  
- OPEN TO ALL -  
Location: Panera at I80 and Truxel
- 19 Professional Development Meeting  
Location: Lion's Gate Hotel

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### February, 2010

- 2 Board of Directors Meeting  
- OPEN TO ALL -  
Location: Panera at I80 and Truxel
- 10 Professional Development Meeting  
Location: TBD

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### March, 2010

- 2 Board of Directors Meeting  
- OPEN TO ALL -  
Location: Panera at I80 and Truxel
- 16 Professional Development Meeting  
Location: Lion's Gate Hotel



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## APICS National

### Open Call for Presenters 2010 APICS International Conference & Expo

If you would like to be a presenter at this year's International Conference & Expo, presentations must be submitted by February 12, 2010. This year's Expo will be held October 17-19, 2010 in Nashville, Tennessee.

To be considered as a speaker, please visit [www.apics.org](http://www.apics.org) for guidelines presentation topic and entry requirements.

## Employment Outlook

### APICS Releases the Latest Operations Management Employment Outlook Report

The Association for Operations Management and the Cameron School of Business at the University of North Carolina Wilmington collaborated to develop an ongoing survey of APICS members and customers that forecasts hiring in the operations management profession. APICS members receive complimentary access to the extended report at [www.apics.org](http://www.apics.org).

## APICS Extra Live

### Increasing Competitive Advantage and Agility through Lean Operations February 16, 2010, 1:00 p.m. CT *Presented by: Steve Cimorelli*

Attend APICS Extra Live to gain deeper insight into Steve Cimorelli's January/February APICS magazine article, which demonstrates how lean lot sizing can help a company be more agile. Sign up at [www.apics.org](http://www.apics.org).

## APICS Board Nominations

### APICS Sacramento Seeks Nominations

If you, or someone you know, are interested in becoming a Board Member for the APICS Sacramento Chapter, now is the time to make it known! To discuss Board Membership responsibilities and benefits, please contact Pat McCarty at [pmmccarty14@comcast.net](mailto:pmmccarty14@comcast.net). As a Board Member, you will be able to make a direct impact on the chapter while receiving many benefits, including:

- ✓ **Unmatched Education and Training** leading to improved job performance and achieve career success - APICS BOD members may participate in chapter training programs for material costs only.
- ✓ **World-Renowned APICS Certifications** - Validate your knowledge and enhance your earning potential. As an APICS BOD member you get to work with a lot of people who have achieved all of APICS certifications – a great way to network and learn.
- ✓ **Award-Winning Publications and Resources** - Gain a competitive advantage through industry knowledge. BOD members are part of the editorial team for the local chapter newsletter – get your name out there as a published contributor.
- ✓ **International APICS Community** - Draw on the experience of experts in the field. BOD members get more exposure to the experts through local, regional, and national participation in seminars and conferences.
- ✓ **Local Chapter Network** – Through BOD involvement, Board members have the opportunity to interact with leading corporations and their professionals involved in APICS activities.
- ✓ **Professional Development** - Develop leadership skills through APICS chapter participation. BOD members learn life skills and have a nice addition to show on their resume –volunteerism.

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## APICSacramento Board Members and Contact Details

President	Pat McCarty, CPIM	916-374-3157	<a href="mailto:patricia.l.mccarty@siemens.com">patricia.l.mccarty@siemens.com</a>
Secretary	Andre Alves, CSCP		<a href="mailto:andre.alves@vsp.com">andre.alves@vsp.com</a>
VP Marketing	Charles Withrow, CSCP		<a href="mailto:charles.withrow@atkearney.com">charles.withrow@atkearney.com</a>
VP Education	Herbert Blake, CPIM, PhD	916-278-7106	<a href="mailto:blakeh@csus.edu">blakeh@csus.edu</a>
Treasurer	Kevin Moynihan		<a href="mailto:kevin.moynihan@tasq.com">kevin.moynihan@tasq.com</a>
VP Programs	Tim Kott	916-395-8800 ext. 2713	<a href="mailto:tkott@tescocontrols.com">tkott@tescocontrols.com</a>
VP Membership	Esther Odufuwa	916-276-8535	<a href="mailto:t_estherelim@yahoo.com">t_estherelim@yahoo.com</a>
Director of Technology	Randy Beck	916-788-2412	<a href="mailto:rbeck@prideindustries.com">rbeck@prideindustries.com</a>
Past President	Bill Lodholz	530-666-2493	<a href="mailto:lodholz@wattsind.com">lodholz@wattsind.com</a>
Director at Large	Melanie Hoots, CPIM		<a href="mailto:melanie.hoots@hp.com">melanie.hoots@hp.com</a>
Director at Large	Glen Lewis, CPIM, CSCP	530-752-7135	<a href="mailto:galewis@ucdavis.edu">galewis@ucdavis.edu</a>

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APICS Society      <http://www.apics.org>      800-444-APIC

Chapter Website/  
E-Mail      <http://www.apicsacramento.com>      [info@apicsacramento.com](mailto:info@apicsacramento.com)

Chapter Mailing  
Address      APICS Sacramento Chapter  
PO Box 13249  
Sacramento, CA 95813

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## Check Out APICS Career Opportunities Online

Are you seeking another job or career change? Don't forget to check out the APICSacramento 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>.

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## APICSacramento 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 us. 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](mailto:info@apicsacramento.com).

**Aerojet Gencorp**

Hwy 50 Aerojet Road  
Rancho Cordova, CA 95742

**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 Pharm.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

**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

**Tesco Controls, Inc**

3434 52nd Ave  
Sacramento, CA 95823

**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