



*The Association of Operations Management:
Advancing
Productivity,
Innovation, and
Competitive
Success*



— APICS/ISM Networking Event! —



"JOINT NETWORKING WITH FELLOW PROFESSIONALS"
Co-sponsored with ISM Sacramento Valley

Volume 21 Issue 8

ONCE A YEAR. ONLY ONCE A YEAR. Save the date to network with fellow professionals. Bring lots of business cards! THIS WILL BE A PURE, UNMITIGATED NETWORKING AFFAIR.

Inside this Issue

There will be door prize drawings for great prizes. Food and soft drinks provided. A No Host Bar will be available.

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Date: Tuesday, February 21, 2006

Cost: \$10 (with a \$5 coupon for a future meeting up to June 2006)

Menu

- ▶ Beef taquitos rancheros or chicken flautas
- ▶ Mini-chimichangas (similar to link sausages)
- ▶ Guajillo chile wings (similar to buffalo wings)
- ▶ Chips & salsa
- ▶ Fresh vegetable tray
- ▶ Seasonal Fresh fruit tray
- ▶ With soft drinks, brownies (per Cindy, Manager)
- ▶ There will be HALF PRICE selected drinks

in Cantina (general bar area). Serve yourself, pay as you go.

Agenda

- 5:00 - 6:00 Check In and Networking
- 7:30 Announcements and Door Prize Drawings

Location

EI Torito ON HOWE & HURLEY (not on Arden)

Job Opportunity

Materials Handling & Logistics Planner position -- Madison, WI
The Franklin Career Group, Inc. is a national search firm specializing in IT, Operations and Professional Services (www.franklincareers.com) . One of their long standing clients, a subsidiary of a Fortune 250 international company with sales in excess of \$8 billion, has asked their help in a search for a Materials Handling and Logistics Planner professional for the client's facility near Madison, Wisconsin.

This position will focus on inventory control, materials handling, logistics, and warehousing activities at the manufacturing facility. Areas of responsibility will include the planning and implementation of new product introduction and product change initiatives. This individual will be expected to lead development of a materials handling and logistics strategy, coordinate with the Production and Materials Planner to ensure inventory availability for production, provide backup support for the department, and be cross-trained to understand other Materials functions. The ideal candidate will possess the following skills and attributes:

- ▶ B.S.M.E./I.E/Business (or other) preferred or equivalent experience
- ▶ 3+ years experience in materials handling, inventory control, freight/traffic activities, global logistics, and warehousing
- ▶ APICS CPIM certification or ability to obtain within 18 months is required
- ▶ Mechanical aptitude to understand the assembly process and build sequence.
- ▶ Demonstrated project management, negotiation, communication, interpersonal, and financial analysis skills
- ▶ Proficient with project management tools such as Gantt Charts, Pareto Analysis, establishing timelines, and reporting progress to plan.
- ▶ Proficient with MS Office
- ▶ Experience with one or more of the following: (7-step, 6 Sigma, 5 Whys)
- ▶ Experience in designing and implementing Pull and/or Kanban systems
- ▶ Demonstrated experience in developing systems, metrics, flows, and procedures and policies.
- ▶ Strong leadership skills
- ▶ Ability to manage multiple projects in a fast-paced environment

Travel requirements are anticipated at 15% (local and US based as needed). This is an outstanding opportunity with a world class company . The salary is very competitive and there is an exceptional benefits and relocation package.

If you are interested in being considered for this position, please submit your resume to the below for review and to set up a screening interview.

Georgia Buckley
Consulting Director, The Franklin Career Group, Inc.
www.franklincareers.com; (321) 385-2157 office; (321) 213-2378 cell
gbuckley@franklincareers.com

APICS Sacramento Calendar



February, 2006

- 6 Board of Directors meeting
- 15 Webinar: Putting Intelligence into Part Number Management
2:00 pm EST, Presented by Donald Frank, CFPIM, CIRM, President, D.N. Frank Associates, Level: Basic
- 21 APICS/ISM Networking Event!

March, 2006

- 13 Board of Directors meeting
- 15 Webinar: Achieve Cycle Time Reduction
2:00 pm EST, Presented by Mike Gozzo, CPIM, President, The Total Business Consulting Group, Inc., Level: Intermediate
- 21 Professional Development Meeting.
- 22 The Secrets of Service Parts Forecasting
2:00 pm EST, Presented by Gary Landis, ED.d., CFPIM, CIRM, President G.A. Landis, Level: Intermediate

For Sale!



APICS
Sacramento
Denim Shirts
\$25.00

Contact Melanie Hoots at melanie_hoots@hp.com to purchase.

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. 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 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 Bill Lodholz (530/666-2493) or email at lodholz@watts.com.

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Notable Quotes

The supply of words in the world market is plentiful but the demand is falling. Let deeds follow words now.—Lech Walesa

Reward to encourage goodness; punish to deter evil.—Chinese proverb

Being supplied more work is the reward of having done a job well.—Editor

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

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

APICSacramento Job Opportunities Notes



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>. 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.

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 point, go to our web site www.apicsacramento.com and scroll down to 'certification maintenance' 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.

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 \$139 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.

APICS Sacramento Board Members

President	Bill Lodholz	530/666-2493	lodholz@watts.com
VP Education	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
Asst. VP Education	Herb Blake		blakeh@csus.edu
VP Membership	Pat McCarty	916/374-3157	Pat_McCarty@DadeBehring.com
VP Marketing	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology	Randy Beck	916/788-2412	rbeck@prideindustries.com
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APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail:	916/650-8660	Chapter Website:	www.apicsacramento.com
Chapter mailing address:	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813		

Ask APICS Industry Hotline

When APICS members need reliable operations management information to help make business decisions, the Ask APICS Industry Hotline is available to assist with their research needs. The hotline is organized by APICS in conjunction with the Rochester Institute of Technology. Contact Ask APICS by phone at (585) 475-2098, by fax at (585) 475-5240, or by e-mail at apics@rit.edu. Hours of operation are Monday-Friday, 8:30 a.m. to 2:30 p.m. ET.

Upcoming APICS Webinars

Putting Intelligence into Part Number Management

February 15, 2006, 2:00 pm EST
Presented by Donald Frank,
CFPIM, CIRM
President, D.N. Frank
Associates
Level: Basic



Supply Chain Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. All courses are held at CSUS Campus, Sacramento. Please contact ccebusiness@csus.edu or visit www.cce.csus.edu for up-to-the-moment course schedules.

Now is the time for you to start working towards your certification in Supply Chain Management. Each the seven Supply Chain Management courses are offered once each year. Complete the seven required classes and the certificate is yours! Please call (916)278-4433 to register.

Current courses offered:

<p>Detailed Scheduling and Planning February 13 – March 15 (no class on February 20) Monday & Wednesday evenings, 5:30 – 8:30 p.m. \$489* 2.7 CEUs</p>	<p>Logistics March 27 – April 10 Monday & Wednesday evenings, 5:30 – 8:45 p.m. \$349* 1.6 CEUs</p>
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*APICS members receive a 10% discount

Job Opportunity

Materials Manager - Fortune 1000 Consumer Packaged Goods Company - San Diego - CA

Key results include ensuring commercial success of new product offerings from both a consumer and business profitability standpoint, achievement of development and introduction timelines, and customer service objectives.

Position will also include developing supply chain plans, collaborating with suppliers to develop production plans and managing production timelines. Client seeks (3) plus years of demonstrated supply chain experience ideally in food or packaged goods environment leading cross-functional teams. Experience in MRP and DRP systems. Up to \$80,000 in base salary and 10% bonus.

If you have an interest in this opportunity (or other supply chain or logistics opportunities) please contact Alan Bean (Managing Partner Search Resources Inc., 203 Frances Lane, Barrington IL 60010) at 847-382-3877 or abean5452@aol.com. Please visit their website at <http://www.srimatch.com/>.

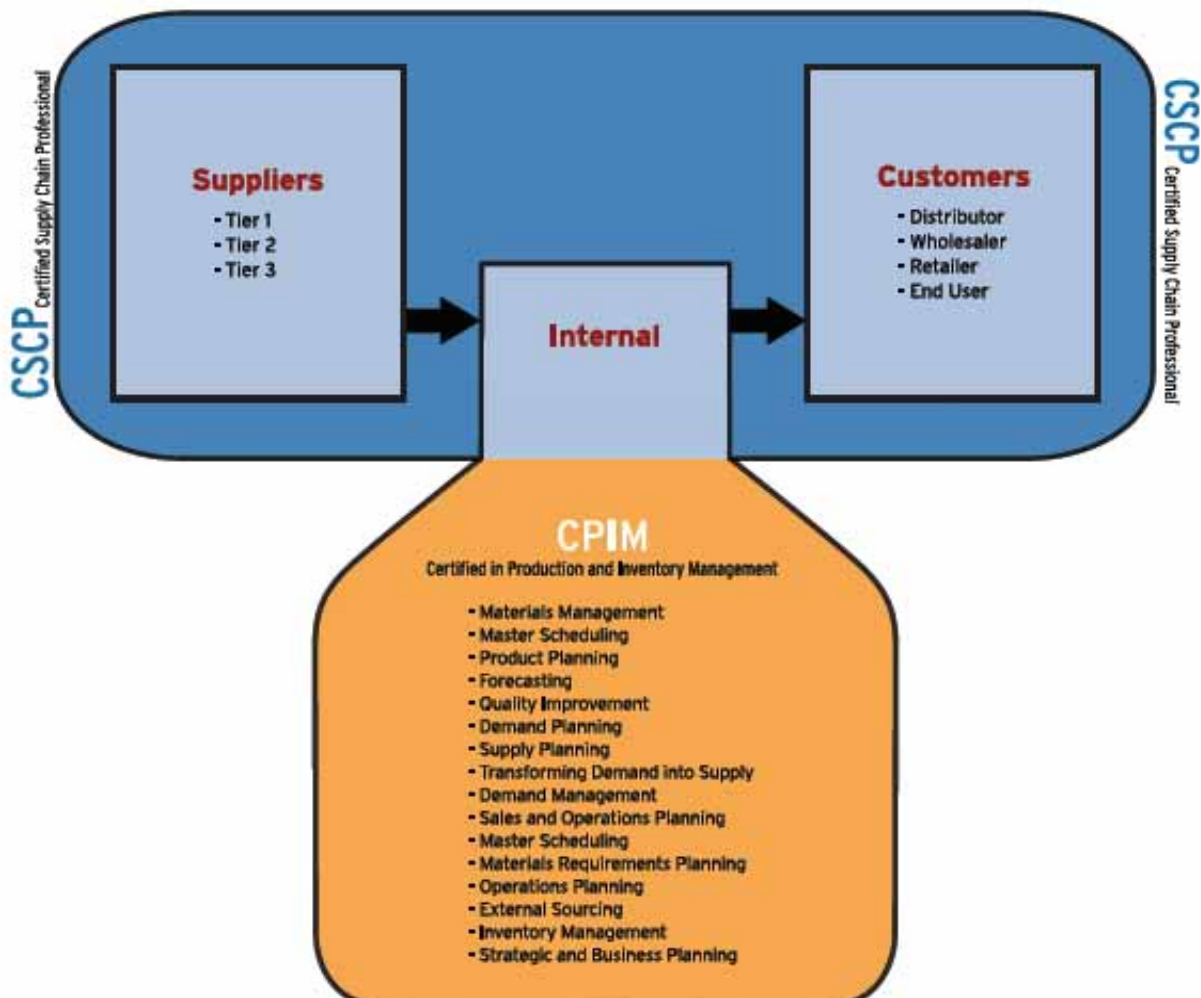
APICS Certifications Professional Advancement through Education

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management. APICS' certification programs are recognized worldwide as the standard of professional competence in production and inventory management and enterprise resources management. On March 8, 2005, APICS announced the expansion of its certification programs with the development of the new industry certification—APICS Certified Supply Chain Professional (CSCP) designation. With the addition of the CSCP designation, APICS enhances its validation of the disciplines within operations management, specifically production, inventory, and supply chain management, and the integration of operations within the enterprise.

The APICS Certified in Production and Inventory Management (CPIM) certification provides a common platform for individuals to evaluate their knowledge of production and inventory management. CPIM focuses primarily on manufacturing and provides an in-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation. Building on the depth of the CPIM knowledge, the CSCP certification will take a broader view, extending the CPIM knowledge outside a company's internal operations to encompass all the steps throughout the supply chain—from suppliers through the company to the end consumer—and how to effectively manage the integration of these activities to maximize a company's value chain.

Candidates in both the CPIM and CIRM programs should definitely continue to pursue their APICS certifications. The three certifications (CPIM, CIRM, and CSCP) are completely separate and distinct programs that concentrate on specific disciplines in the field of operations management.

CSCP/CPIM Educational Relationship



CBA On Line Job Board

The CSUS Office of Student Affairs recently launched an online Business Job Board and it has been an overwhelming success. They have had numerous employers already post their positions and hundreds of students have accessed the site. If you have a position you would like to post student assistants/TA) or have business colleagues who would like to hire business students please share this link with them. The new program will meet the employer's needs while providing internship/employment opportunities in the community to CSUS business students. The new on line Job Board can be accessed at: www.cba.csus.edu/bjb Please log in and follow the directions to post your current or any future positions.

If you have any questions, please feel free to contact CSUS office.

Carol Downey

Office of Student Affairs [Tahoe Hall, 2065]
College of Business Administration
California State University, Sacramento
916 | 278 | 5875 [Tel]
916 | 278 | 3887 [Fax]
downeycr@csus.edu
www.cba.csus.edu/Student_Affairs

Job Opportunity

Sr. Production Planner/Scheduler - Celera Diagnostics, Alameda
Responsibilities include planning, scheduling, and coordinating of products through the complete production cycle. Works from the business plan, project launch schedules and product specifications to establish production schedules, labor loading, and capacity requirements. Coordinates production plans to ensure materials are provided according to schedules. Provides input to management, reschedules, and/or interfaces with marketing, sales, production, and development managers to reschedule in case of design changes, labor and material shortages, backlogs, and other potential schedule interruptions. Participates as an active member of the new product release (NPR) team. Provides scheduling control to the production floor to meet company objectives. Works with Development, Engineering, and Document Control to develop and structure preliminary bills of material (BOM's). Influences NPR team to adopt designs, suppliers, processes and BOM structures conducive to World Class Manufacturing principles. Acts as liaison between NPR team and materials group; reports on progress of projects, identifies and resolves potential material issues both internally and externally with suppliers through appropriate buyers. Generates SAP system driven requirements for project builds from preliminary BOM's. Analyzes output and reports material status back to

NPR team. Updates system before materials requirement planning (MRP) runs.

Establishes production schedules, labor loading, and capacity requirements. Requires knowledge and skills normally acquired through the successful completion of a Bachelor's Degree (BA/BS) in Business or equivalent with a minimum of five (5) years experience in production scheduling and/or master scheduling. GMP experience required. SAP experience strongly desired. APICS certification preferred. Ability to compute rate, ratio, and percent and to draw and interpret graphs. Ability to write routine reports and correspondence. Ability to speak effectively in one-on-one and small group situations. Uses judgment for materials decisions in NPR team meetings. Working knowledge of World Class Manufacturing principles, design for manufacturability, quality systems operations and procedures is required. Experience with using Word, Excel, MS Access and SAP to develop reports and spreadsheets is required.

Morgan Williams, Sr. Recruiter
Procurement Services Associates / MACS
ph. 925-460-0397, fax 925-227-1669
email: mwilliams@procurementservices.com
www.procurementservices.com

APICS Links to Supply Chain Performance, Balanced Scorecard and SCOR Whitepapers

The presentation to APICS seemed to be well received on the January 17th. Below are the links to the PDFs of whitepapers as promised by Ron Person (TOR Consulting, Inc.; Translating Strategy into Action, Strategy Maps, Balanced Scorecards, Executive Dashboards; www.torconsulting.com (707) 568-6976).

www.torconsulting.com/downloads/supply_chain_performance_060123.pdf

www.torconsulting.com/downloads/strategic_focus_with_balanced_scorecard_060123.pdf

www.torconsulting.com/downloads/scor7_overview.pdf