

Note that the March Dinner Meeting will be a joint meeting with the Project Management Institute on March 13th. See article below for details...



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Volume 18 Issue 7

**e-Procurement and Supply Chain Development:
Challenges to implementing the iProcure system
at Del Monte Foods — Presented by Glen Lewis**

Thursday, March 13, 2003

Please join us for a joint dinner meeting, hosted by the Sacramento Valley Chapter of the Project Management Institute (PMI-SVC). APICS' own Glen Lewis will be focusing on the multi-facility implementation of the iProcure electronic buying card at Del Monte Foods. The company had determined that implementing such technology would aid them in further optimizing their supply chain and would allow the purchasing department to focus on strategic activities. The challenges involved in this project implementation included:

- Limited resources to accomplish project goals;
- The distraction of having several other project initiatives being implemented at Del Monte at the same time;
- The overhaul of key business procedures (in this case, accommodating a decentralized purchasing and accounting environment).

The presentation will explain how the team addressed these issues to attain success.

About the speaker: Glen Lewis is the Western Region Procurement Manager for Del Monte
(Continued on page 2)

RSVP by Monday, March 10, 2003

To RSVP for this dinner meeting, please call 916.650.8660 or email edmercado@msn.com and provide the attendee's name, company, telephone number, fax or e-mail address. **ALSO INCLUDE YOUR DINNER MENU CHOICE of Grilled New York Steak, Grilled Chicken Breast, or Stuffed Portabella with Polenta.**

Please note that it's important to reserve your spot in advance as the PMI meetings usually are fully booked. There will be very few spots available for walk-up registration. There is also a different pricing structure and no discounts are available at this meeting.

| | | | | |
|------|---------------------------|---------|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 5:30 | Registration / Networking | \$26.00 | Advanced Registration | Presentation will be held at the Sacramento Hilton Hotel, 2220 Harvard Street (just off of Arden) , Sacramento. Call 916-922-4700 for directions or check our Web site www.apicsacramento.com for maps of the area. All times are approximate. |
| 6:20 | Dinner | \$32.00 | Registration At Door | |
| 7:00 | Announcements | | | |
| 7:15 | Presentation | | | |

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Message from the Board

APICS Sacramento Calendar



After serving on the Sacramento APICS board for more than 12 years, it is time for me to say goodbye. My employer is relocating some operations to Houston and I will be going as well this summer.

As I listen to my co-workers talk about the change and leaving friends and family behind, I know that I am keeping my APICS family in this move. A day after the announcement was made, I sent an email to a board member in the Houston Chapter and received a prompt welcome message with an offer to help in any way. This APICS colleague also spent quite a bit of time outlining residential areas and the pros and cons of each for me.

I've been active in APICS chapter activities beginning shortly after I joined APICS in 1984. When I joined, I lived in Orange County, California, and made some professional contacts that I still see from time to time at APICS events. In 1989 I relocated to the Sacramento region and immediately transferred my membership. About a year later, after my sabbatical, I began coming to the monthly professional development meetings and shortly thereafter was elected to the board as the secretary of the chapter.

And, just as in southern California, I've made friends and developed a professional network here. And as a chapter officer, I've also expanded my network to include the western region of the U.S.; APICS Region 10. As an instructor, I have been fortunate to meet 500-1000 students in the region and learn just as much from them as they have learned from me. In this era of portable and multiple careers, it is more important than ever to develop a network. APICS has done that for me, especially with my investment of time in the bcal chapter.

If your network is not as developed as it should be, consider volunteering for a board or committee position with the chapter. There are always opportunities for both short-and long-term positions. If you have your CPIM certification, please consider a role in education as an instructor or seminar speaker. We never seem to have enough. The new APICS year begins in July and the current board is actively looking for volunteers. Contact Melanie Hoots at melanie.hoots@hp.com if you are interested. (Cont'd on Page 2)

March 2003

- 13 Professional Development Meeting. Co-Sponsored with Project Management Institute—Sacramento Valley Chapter 5:30pm. Hilton Hotel at Business 80 and Arden.

April 2003

- 2 APICS Board Meeting. 6:00pm; Memphis BBO. Bercut Rd. off of Richards Blvd & I-5.
- 15 Professional Development Meeting. Top Management Night 6:00pm. Sacramento Marriott at Rte 50 & Sunrise Blvd. Topic TBD.

(ABOUT THE SPEAKER...Continued from page 1)

Foods. In addition to western US procurement management and company-wide e-procurement director, Glen has over 20 years of experience in all facets of operations management including production management, technical and laboratory services, engineering, maintenance and energy management. He is certified in energy procurement and management by the Association of Energy Engineers and US Department of Energy. Glen is a member of the Food Industry Advisory Council for the California Institute of Food & Agricultural Research (CIFAR) at the University of California, Davis and the Supply Chain Advisory Board for the School of Business at California State University-Chico. He is a member of APICS-Sacramento Chapter.

Glen is a graduate of UCLA and received his MBA from The College of William & Mary, Williamsburg, VA. He received his certification in Integrated Supply Chain Management from the Massachusetts Institute of Technology, Cambridge, MA.

So, to all of my colleagues, thank you for everything. And, if you ever need to find me and know which city I live near, you can always locate me through the local APICS chapter. An alternative is my email account karen_apics@yahoo.com. Best wishes to a chapter that is at its best ever,

*Karen Hess, CPIM, CIRM
Past President, VP, Secretary, VP Education,
Current Assistant VP of Education*

Donate Your Resource Management Books

Soon the rains will stop and the sun will start to shine brighter and longer. Time to go through your bookshelf and thin out your collection! Please join APICS Sacramento in donating resource management books to local libraries. In tough economic times like these, companies are hungry for ideas to streamline operations and reduce cost. Your donation could make a difference for a local company.

You may bring your books to either the April or May professional development meetings. If this is not convenient, contact karen.hess@hp.com to make other arrangements.

We are looking for certification reference books as well as great books on any resource management topic. Once these books are collected, they will be sorted and delivered to county libraries in Sacramento, Yolo, El Dorado and Placer; our primary service area. Folks in other neighboring counties can use the inter-library loan program to check out these books as needed from their local facilities.

Networking & Certification

I would like to invite all of you who do not attend the Professional Development Meetings (PDM) to start. It's a great way to meet fellow Materials Management professionals; the speakers are always interesting. The networking is also great. I had recently been laid off due to downsizing, and just happened to sit down next to a gentleman who was looking for someone production-planning experience. I can't say I received a job offer from this, but he did ask that I send my resume for his review. So you can see the possibilities are there for exciting things.

I would also suggest to all of you who are not Certified, to consider doing so. I did. I simply enrolled in the CCE Materials Management program at CSUS. The format is such that it guides you through all the modules to become Certified and helps prepare you for the APICS tests on each module. Now that I am in the job market, you can't believe how many jobs say "CPIM a plus" or even "CPIM required". It was a lot of work for 9 months, but now I can proudly say, "Yes, I am APICS certified". Many of the people I have interviewed say they are looking for someone who is APICS certified. In this downturn economy, this may well be an order winner, or to say a job winner.

Geary Huss CPIM, VP Membership

Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification in 2003. 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 karen.hess@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.

APICS Training Testimonials

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

"I am taking the classes to be better at my job. I want to get ideas about other people jobs in the company, their duties and perspectives. I wanted to hear production ideas and variations in strategies. Overall, I am looking at how to be more efficient, reduce costs, and increase throughput. The classes are long after working all day but offer a lot of valuable information. Although, the information is theoretical, much can be applied to any company." -- Judith Smith, Pride Industries

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

- **Operations Manager**
- **Materials Manager (Food Industry) - \$90k / Yr.**
- **Bilingual Purchasing Agent**
- **Director of Business Development**

Upcoming APICS Webinars

Join us for upcoming APICS Webinars. Connect with industry experts from your home or office and discover innovative business strategies to enhance your organization's bottom line:

March 12 @ 2pm ET — Kanban: First Steps

April 16 @ 2pm ET — Collaborative Manufacturing: Real-Time Information and Your Supply Chain

Visit www.apics.org/webinars/ for the top five learning objectives of each event and registration information. The cost for each 60-minute Webinar is only \$99 USD. Register today; space is limited! Reference campaign code ZJB23G when registering.

P.S. Was an APICS Webinar sold out before you could register? Take advantage of APICS' archived Webinars on supply chain management, change management, collaborative manufacturing, and more. Visit <http://www.apics.org/webinars/> to register for an archived Webinar. Each 60-minute Webinar is available for \$99 USD per viewing.



CSUS/College of Continuing Education Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward the Materials Management Certificate from the CSUS College of Continuing Education/CCE. Call Lisa Sbragia at CSUS/CCE at (916) 278-4805 (Email: sbragial@csus.edu) for more information or visit their Web site at www.cce.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 ☞

Weber State University On-line APICS Certification Courses

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

CIRM Courses Available On-Line

On-line CIRM Courses are available at www.epiweb.net. Be sure to reference Sacramento APICS when registering.

Materials Management

Held at Pride Industries in Roseville on Tuesdays & Thursdays 6pm—9pm (*dates / times subject to change*)

| When | Class & Course Code | Instructor |
|---------------------|-------------------------------------|-------------------------|
| Feb 24—Mar 24, 2003 | Execution and Control of Operations | Karen Hess / Ed Mercado |
| Apr 21—May 19, 2003 | Strategic Management of Resources | Terrell Thruston |
| June 2—23, 2003 | Purchasing | Scott Hillis |

Course Scheduled in "Inventory Essentials for Small Business"

This course is brought to you by a partnership with the Sacramento chapter of APICS-The Education Society for Resource Management. Inventory is one of your key assets. Treat it like one! Learn the fundamentals of inventory control, including classifications, costing, record accuracy, and transaction techniques for small retail and manufacturing companies. Discover proven methods for defining, planning, and ordering your products and materials to minimize your investment and maximize your revenues.

This six-hour class will enable you to define your goals for inventory management, use proven tools for inventory control, and develop action plans for improved accuracy and lower inventory levels with higher levels of order fulfillment and customer satisfaction. Instructor: Ed Mercado, CPIM. Rocklin Campus. Cost is \$76 per student. Two evenings; 6:30pm-9:30pm; 4/28/2003 4/30/2003. Register at www.sccommed.org or phone (916) 781-0590.

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

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hbooze@attbi.com □

Certification Testing Notice: ASI Becomes Promissor

The testing service for APICS certification exams has changed their name from ASI to Promissor. You can still get to the www.promissor.com website from either the www.apicsacramento.com page or www.apics.org. Click on Professional Certification Exams and then select APICS from the list. You must register for an exam before it will show you the test sites available. APICS has requested that Promissor be able to show the candidate test sites prior to registering for an exam.

If you are a current certification candidate, you should have no trouble logging in to the new site. However, if you haven't registered for an exam in the last couple of years and you've been a member of APICS for more than 2 years, you may need to call APICS Customer Service to obtain an ID. The site will be going through modifications until late spring. If you encounter any problems, contact APICS Customer Service at (800) 444-APIC or service@apicshq.org

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

*Carol Thompson
VP Job Opportunities*

We're on the Web!

www.apicsacramento.com

Edited by
Bill Fuller
Lettershop services by
PRIDE Industries
March 2003 Issue

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