



*The Educational Society for
Resource Management*



PDM Dinner Meeting



Top Management Night

Volume 19 Issue 7

Tuesday, March 16, 2004

Speaker: Herb Blake (See Bio/Topic on page 6)

Topic: "Lean Enterprises: Manufacturing And Service Systems"

**Inside this
Issue**

Improvement usually means change, and it's a well-recognized fact that the only way change happens in an organization is if it's driven down by top management. Our obligation as APICS professionals is to support the changes that management proposes by implementing the skills and knowledge we learn from the APICS community. In addition, we must inform our management of the potential for improvement.

The APICS Sacramento chapter's Top Management Night dinner can bring your own top management in touch with all that APICS has to offer. Prior to dinner, top managers will have the opportunity to network with each other and learn more about APICS resources that are available to their organizations

Meal choices for the evening are herbed baked salmon or pork medallions. Cost is \$23 per person.

RSVP by Monday, March 15, 2004

Agenda

5:30	Registration
6:00-8:00	Dinner

Red Lion Hotel in Sacramento, (Arden Avenue at Capital Expressway). Sacramento, CA. **Please call (916) 650-8660**, or email Ed Mercado at edmercado@msn.com and provide the attendee's name, company, telephone number, fax or email address.

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Education at CSU Sacramento

APICS has a great partnership with the College of Continuing Education (CCE) at CSU Sacramento. The CCE offers local classes for the APICS CPIM certification. They also offer a Materials Management Certificate when you complete the 5 courses that APICS certification requires plus one additional Purchasing course.

CCE also added an additional offering this year called the Supply Chain Management Certificate. When you complete all 6 courses previously mentioned in the above paragraph plus one additional course (your choice of a selected few), then you would earn a Supply Chain Management Certificate along with the Materials Management Certificate.

Additionally, APICS and CCE are always looking for CPIM certification instructors! To be an instructor, you must be CPIM certified and have complete a "train-the-trainer" (TTT) class. You can also earn APICS Certification points by being an instructor! If you are interested in becoming an instructor, please contact the Sacramento APICS Chapter President.

Please contact me if you have any feedback, questions, or would like any additional information!

Thanks again!

Tanis Perez
tanis.perez@hp.com
VP of Education

March 2004

- 16 Professional Development Meeting/Top Management Night. Presenter will be Herb Blake.

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



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 or (916) 278-4805 or visit 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 Tuesdays and Thursdays. Dates and times are subject to change. Please visit www.cce.csus.edu for up-to-the-moment course schedules. Call Tanis Perez for more information at 916/748-8194

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
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—Jun 17, 2004	Strategic Management of Resources	Tues & Thurs (5:30—8:30 PM)	\$489

Materials Management

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

For Sale!



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.asivcs.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
steven.reingold@aerojet.com

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Output Technology Solutions: John Sapp—(916) 939-5964
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Motion Control Engineering: James Gines—(916) 463-9354
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Varian: Chris Mathiot—(916) 632-3456 x373
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CSU—Sacramento: Herb Blake—(916) 278-6722 and Linda McElroy (916) 278-4297
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Industrial Engineers: Hubbert Booze—916-956-2746
hbooze@attbi.com☀

Notable Quotes

Consider how hard it is to change yourself and you'll understand what little chance you have in trying to change others.

-Jacob M. Braude-

Resolve to be a master of change rather than a victim of change.

-Brian Tracy-

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

Top Management Night Speaker: Herb Blake's Topic and Bio

Topic

Dr. Blake will discuss how "lean thinking can be summarized in five principles: precisely specify value by specific product, identify the value stream for each product, make value flow without interruptions, let the customer pull value from the producer, and pursue perfection." These five principles will be discussed, and examples of organizations that have successfully implemented these ideas will be cited.

BIO

Herb Blake holds a BA in International Affairs (University of Colorado), an MBA (California State University, Sacramento) and Ph.D. in Decision/Information Science (Santa Clara University). He is Certified in Production and Inventory Management by APICS. He is a member of APICS, the Production and Operations Management Society, and the Academy of Management. He has served the APICS, Sacramento Chapter in various board roles, including three terms as President.

Herb is Professor of Operations and Strategic Management at California State University, Sacramento. He is currently Chair of the Department of Management. His primary teaching interests are in the various areas of Advanced Production/Operations Management. Recently, his teaching assignments have been the MBA core class, Issues in Productivity Management and an undergraduate Operations Management concentration course, Operations Strategy & Design. He has taught various APICS Certification classes.

Herb's research interests are in Production/Operations Management. He has recently authored/co-authored papers on productivity, Supply Chain Management, Value Chain Management, and lean enterprises. One work in progress deals with "Lean Thinking in Education Systems."

Create A Flexible and Cost-Efficient Supply Chain

Leading companies can use a variety of strategies to reduce the cost of service and maintain or increase supply chain agility:

- Minimize investments in finished goods by configuring the final product at fulfillment centers.
- Contain supplier costs and improve service quality through supplier consolidation and segmentation programs.
- Achieve flexibility in manufacturing by working with contract manufacturers.
- Improve allocation of spare parts and repair items by applying decision support tools to analyze demand, understand service expectations, and calculate relative costs.

Minimizing costs while maximizing flexibility also can be achieved through geographically dispersed distribution—combining regional demand and fulfillment with centralized manufacturing and sourcing—and by outsourcing functions such as fulfillment, transportation, and assembly. For example, it is increasingly common to centralize product design and development, to keep distribution and fulfillment local to the markets served, and to locate labor-intensive activities such as assembly in the most cost-efficient location. To make that successful, investments must be made in global operations-planning processes—nerve centers that balance demand and supply across the distributed network.

Flexible and cost-efficient supply chains begin with improvements to supply-management processes. This, in turn, starts with consolidating suppliers. Dell consolidated its supply base, investing heavily in the R&D and make-to-order-manufacturing capability of a select group of suppliers. It then implemented a demand-fulfillment system that allows it to schedule assembly operations with real-time order data, and to pull components from supplier hubs to meet assembly needs with only a two-hour lead-time. Scholastic also consolidated its supply base and invested heavily in demand management analysis. The result has been earlier, more accurate reads on market demand, and strong reductions in the fulfillment cycle.

APICS Sacramento Job Opportunities Notes

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

Carol Thompson, VP Job Opportunities

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, send an email to 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.



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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 Resource Management
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