

Profession Development Meeting

Sacramento Area

The Evolving Role of the US Postal Service (Including e-Commerce)

Tuesday, April 17, 2001

Presenter: Randy Holt, Manager

U.S. Postal Service Business Mail Entry

This presentation will cover the business functions of the US Postal Service including its setup, mandates and constraints that affect its operations. The speaker will also deal with the current economic situation today and how the postal service intends not only to survive but how it plans to grow. Their constantly increasing role in e-Commerce will also be discussed.

About The Speaker:

Mr. Randy Holt has been with the Postal Service for over 17 years. His current position requires that he manage mailing requirements and business mail accep-

tance for the Sacramento District of the Pacific Area. The Sacramento District encompasses over 300 post offices in California with a territory covering 84,000 square miles.

Randy's staff at the district office includes analysts, specialists, and supervisors. In addition to internal responsibilities, Randy and his staff are responsible for assisting business customers with business mailing needs and helping customers understand the rules and regulations governing acceptance of mail.

Randy travels and speaks as a member of the Technical Speaker's Bureau for the Postal Service.☐

Inside this Issue

President's Message	2
Calendar	2
Why Take an APICS Course?	2
Preserve Your Career	3
APICS Online Courses	3
Book Highlights	4
Seminars	5
Certification Maintenance	5
Services for Members	5
Online Classes	6
New Members	6
Company Coordinators	7
Chapter Contacts	8

RSVP by Friday, April 13, 2001

To RSVP for this dinner meeting, please call 916.650.8660 or e-mail Ed Mercado at edmercado@email.msn.com and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30	Registration	\$21.00	Member
6:00	Dinner	\$24.00	Non-member
7:00	Announcements	\$18.00	Full-time student
7:10	Presentation	\$5.00	Speaker only

Presentation will be held at the Sudwerk Brewery & Grill, 1375 Exposition Boulevard, Sacramento. Please call Sudwerk Brewery & Grill at 916.925.6623 for directions. Check our Web site www.apicsacramento.com for maps of the area. All times are approximate.



President's Message

The Fear Factor

During the past couple of years, as the economy was accelerating and good jobs were falling out of trees, APICS experienced an overall decline in membership. Maybe we were too busy working and raking in the big bucks. Maybe, with more good jobs than candidates, we didn't feel the need to maintain our professional edge and our peer contacts. But now the landscape is changing fast. In most industries, revenues are down, hiring is on hold, and layoff announcements are grabbing the business headlines. In the face of this sea-change, what are you doing to strengthen your position and mitigate the risks to your employment security? I know of three steps each of us can take, and APICS membership is a key ingredient in each of them.

First: Hone your skills. Maybe you have been with the same company using the same tools for the past 15 years and you need to get smart. The APICS body of knowledge is the best educational resource available for staying current with the tools and techniques used by the world's best companies, and that body of knowledge is available to you through a variety of channels:

- * Society conferences and chapter seminars
- * Certification classes
- * Chapter dinner meetings featuring speakers with success stories to tell
- * The APICS Bookstore
- * APICS-The Performance Advantage magazine
- * Production and Inventory Management Journal

For lifelong learning, there is no substitute for active, involved APICS membership.

Second: Get out and network. Never mind the digital age we live and communicate in. There is no more effective way to uncover job opportunities and learn where growth is occurring than by talking to your peers from other companies in diverse industries. Our dinner meetings are averaging over 30 attendees from a variety of businesses in the area, and not all of these businesses are contracting. Certification classes and MANEX seminars also draw employees from a broad mix of companies.

Third: Use the career resources and tools that APICS makes available to you. As a member, you have unlimited access to the APICS Career Center at <http://members.apics.org/CareerCenter/resources.asp>. You can post your resume, search for posted jobs, and if you are a hiring manager, you can do the reverse. The career center also includes a career advice column, resume writing and interviewing tips, and a resume assistance service.

In these times, you cannot afford to be without a personal strategy to maintain your success, so renew your APICS membership and stay involved, stay sharp, and stay connected.

George "Q" Cusack, CPIM
President



APICS Sacramento Calendar

April

- 3 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 17 **Sacramento** Professional Development Meeting at Sudwerk Brewery & Grill. Randy Holt presents: "The Evolving Role of the US Postal Service (Including e-Commerce)."

May

- 1 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 15 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker & topic to be announced.

June

- 5 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 19 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker & topic to be announced.

Why are People Taking APICS Courses?

"...so that I can improve my value as an employee, and drive changes with my current supplier."; Chris Harris, Endosonics: A Jomed Company.

"I became my company's planner 3 months ago with minimal knowledge. In this short 5 weeks (Intro to Mat'l's Mgmt class), I'm able to confidently perform my job."; Edna Fisk; Michael's Company

"The employment opportunities that interest me most ask or require APICS certification." Glenda deVela, Albertson's Distribution

Preserve Your Career And Safeguard The Future

adapted from Carol Kleiman,
Chicago Tribune

For most people, times are good and jobs are plentiful. But even though you may feel comfortable in your present job, it's not wise to sit back and revel in your current status. Instead, now is the time to safeguard your career for the future because, unfortunately, the labor market is very volatile, and bad things can happen to good people. It's extremely naïve to think that your job is protected from the rapid changes taking place in both the economy and in technology.

Below are 10 areas, from your current job performance to balancing work and family responsibilities, that experts recommend you pay attention to in order to keep your job safe. (Actually, keeping your present job is not as important as improving your future employability – especially in this ever changing environment and your changing life situation.)

JOB PERFORMANCE

“You won't have a career or a future at all if you don't pay attention to the way you do your present work,” says a president of a job recruitment service. You should look for things that will make you valuable. Offer to help other people. Think of yourself as an integral part of the team. Believe that there is no work for the good of the enterprise that is beneath you. Be enthusiastic and up to date. Do the job you're paid to do – and then a lot more.

COMPUTER LITERACY

Unless you're a professional working in the field of information technology, you don't need to know how to be a programmer or system analyst. But to safeguard your job, you should know how to access and use databases and the Internet. Learn how your PC works and the different application programs. If you know how to create graphic displays and find and save files – you'll be much more valuable to your employer.

NEGOTIATING

Being able to negotiate helps you retain your current job and definitely gives you an edge when searching for new opportunities. You should know your goal. Don't make demands. Probe, ask questions and listen. When a proposal for a raise or promotion or a new job position is made, ask for time to think about it. Don't accept immediately.

(Continued on page 4)

APICS Online Courses

Looking for a convenient way to add to your Body of Knowledge? Too busy to attend classes in a formal classroom setting? Well look no longer. APICS now offers you a convenient educational opportunity to learn about Supply Chain Management. Additionally, you can do it at your own pace, during time periods that fit your schedule.

A complete course offering, entitled "Advanced Supply Chain Management", is now available through APICS Educationline (www.apics.org/educationline). This is a program designed for the busy manufacturing or materials management professional who wants to keep up with the latest trends in managing the supply chain. Learn to manage all of the essential elements that keep the manufacturing engine running smoothly to meet the challenging needs of today's customer.



I recently completed one of the program's course offerings, "Supply Chain Creates Net Value," and found it gave me an excellent overview of:

- * Supply chain theory
- * Benefits to both the customer and the organization
- * Basics for creating an effective supply chain infrastructure

Being able to access the course at anytime that was right for me made the learning experience very manageable. Learning at your own pace certainly has its benefits.

The entire supply chain management program consists of five courses:

- * Supply Chain Creates Net Value
- * Build a Competitive Infrastructure
- * Leverage Worldwide Logistics
- * Synchronize Supply With Demand
- * Measure Performance Globally.

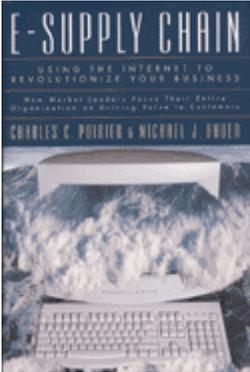
If you'd like a free preview of the program, visit www.apics.org/educationline. You might find that it's just what you've been looking to keep you in the educational loop.

Charles Holmes

Member, APICS Sacramento Chapter

Book Highlights

Career (Continued from page 3)



e-Supply Chain Using the Internet to Revolutionize Your Business

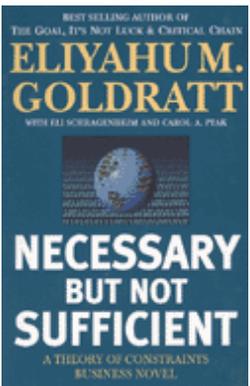
by Charles C. Poirier and
Michael J. Bauer

This book reveals how companies can form the necessary business alliances to combine two of the

most versatile and effective business tools of the new century—the power of supply chain and the Internet. Rich in details and action studies, e-Supply Chain is a hands-on guide to implementing the changes necessary in every major function of a typical firm. The authors detail how the e-supply chain network evolves to become a global “value chain constellation,” destined to dominate specific markets and industries while always keeping the satisfaction of the customer or consumer as the ultimate goal.

252 pp. / 2000; Stock #03829

\$39.95 nonmember -- \$32.95 APICS member



Necessary But Not Sufficient

by Eliyahu M. Goldratt with
Eli Schragenheim and Carol A.
Ptak, CFPIM, CIRM

Why are the improvements in new technology destroying the bottom line rather than improving it? Dr. Eliyahu M. Goldratt's latest business novel, Necessary But Not

Sufficient explains how, through the application of Theory of Constraints (TOC) principles, old rules and procedures can be changed in order to effectively use and benefit from modern technology. The key to this book is getting results from the new technology. Also available as part of a discounted series.

231 pp. / 2000; Stock #03797

\$19.95 nonmember -- \$17.95 APICS member

Books are available at APICS online bookstore.☐

DOING YOUR HOMEWORK

To make meaningful decisions, you should know your own values and keep in tune with where your company is headed. Think of yourself as a product and understand the marketplace. Research your employer's or prospective employers' needs. Join professional associations to learn all you can about your field and current market conditions.

TEAM BUILDING

To be a successful team member – remember your job depends on it – you should be willing to get involved in areas outside your own realm of expertise. You can't just stay within the sole function you perform. Jump in and help others on the team. Be willing to share your expertise. Build trust by being open. You can't just sit there and only take in. Your contributions will help expand your visibility – and will help the team as a whole.

LOOKING OUT FOR NO. 1

Let your bosses know what you're doing, the big things such as innovative projects and the smaller ones, too, such a minor role you played on a bigger team project. Ask your manager and ask your higher ups for advice. Apply for posted jobs that interest you. Keep in touch with people who might someday be references so that when they get that phone call, they sound as if they know you.

EDUCATION

Things keep changing and you need to keep abreast of them. Many advocate continuing education more than advanced degrees, depending of course on your field and the job market. Become computer literate. Study communications, marketing, foreign languages and management skills. Take courses that improve your current functions, not just your future ones. Ask for more training and education, and if your company says no, invest in your own growth by paying for it yourself.

THE OFFICE GRAPEVINE

Informal information is a must to protect your current job. You'd better have access to the gossip going around the office, because the first hint that the company's in trouble will come through the grapevine – and earlier you know, the better off you are.

BALANCING WORK AND FAMILY

Work is part of your life but not all of it. You become more valuable if you have other experiences than just work, so limit your time at the office in order to spend more with your family. Create outside interests and have a social life. Be aware that you can leverage flexible hours by becoming the best at what you do. It's not a big deal to leave at 3 pm when the boss knows you'll produce results anyway.☐

Seminars

Lean Manufacturing: Become a World Class Manufacturer

Offered by Manex & SMUD

If you could increase productivity, using current resources, you'd be interested wouldn't you? Come see for yourself at this hands-on seminar.

World Class Manufacturing allows companies to produce more, by reorganizing existing resources. It could help you reduce backlog, shorten lead-time, become more efficient and expand your business.

Experience how to use World Class Manufacturing to identify waste in the processes and convert it into profit. This hands-on workshop will introduce techniques to:

- * Reorganize the plant floor
- * Effectively utilize employees
- * Respond faster to customers
- * Reduce inventory
- * Improve cash flow

Reduce wasteful operations by concentrating on value-added processes. Find out how to identify improvement opportunities at your facilities. Learn by doing with practical advice from industry experts.

Presenter: Chris Turner has 20 years of international experience in using continuous improvement to achieve World Class Manufacturing. Before joining Manex, he worked for APW, Medtronic, J.W. Singer and other overseas firms.

When: Wednesday, April 11, 8:30 a.m. to noon

Where: Sacramento Municipal Utility District,
6301 S Street, Sacramento, CA

Cost: \$49 per person (\$42 for current APICS members)

Contact:

SMUD Energy & Technology Center.....(916) 732-6738

Manex, Roseville(916) 772-1006

*“Good overview
of lean
techniques”
“We heard about
real systems in
use.”*

Certification Maintenance

Q. How will I know when my five-year certification maintenance deadline is approaching?

A. APICS stores all initial certification dates and certification maintenance dates in its database. Individuals certified as CPIM or CFPIM automatically will receive certification maintenance materials, including a bulletin, application, application deadline reminders, and annual updates. Your deadline will be indicated only on the mailing label of certification maintenance materials that you *automatically* receive.

Q. Can I simply retake and pass all the certification exams in order to qualify for certification maintenance?

A. Yes. Although testing is not required unless your certification maintenance status lapses beyond 10 years. As an option to maintain your certification, you can complete the full CPIM certification exam process. To maintain CFPIM certification status, this exam process also requires you to resubmit the CFPIM application. (**Note:** *You must provide documentation indicating that you have completed the CFPIM process.*)

Services for APICS Members

APICS Industrial Inquiry Service—Hotline

Through an alliance between APICS and the Rochester Institute of Technology (RIT), gain access to information on industry systems, practices, and more. For more information, contact RIT by phone at (716) 475-2098, fax at (716) 475-5240, or e-mail at apics@rit.edu. Be sure to provide your name, company name, phone number, fax, e-mail address, and a brief description of your question. Hours of operation are Monday-Friday 8:30 a.m. to 2:30 p.m. EST or you can leave a message after hours.





APICS

Weber State University Online



CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward Materials Management Certificate from CSUS/RCE. Call LeAnn Fong-Batkin, CSUS/RCE at (916) 278-4433 ext. 115 for more information or visit their new Web site at www.rce.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>

Materials Management Held at Hewlett Packard in Roseville	
When	Class & Course Code
4/2/01 - 4/30/01	Strategic Management of Resources 01SMM1031
5/14/01 - 6/6/01	Purchasing 01RMM0081
Fall 2001	Introduction to Materials Management
Fall 2001	Master Planning of Resources
Spring 2002	Detailed Scheduling and Planning
Spring 2002	Execution and Control of Operations

Welcome to the Following New Members and Transfers

- Beth Greene Transportation.com
- Robert Shank Diamond of California
- Frank Strasser HB Fuller
- Mark Trenchard Hewlett-Packard
- Jonette Dangerfield Dorfman Pacific
- Wade Collingsworth..... Dorfman Pacific
- Leslie Everett..... Dorfman Pacific
- Andrea Gonzales Dorfman Pacific
- Melissa Patton..... Dorfman Pacific

Special Thanks to:

Dorfman Pacific for its support of APICS through corporate membership.

Congratulations to:

Anand Padhye and Joe Kammerer for their recent CPIM certifications.☐

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 George Cusack at (916) 684-5200 X3224, or Melanie Hoots at (916) 785-1186.

Aerojet

Steve Reingold
(916) 355-2552
steven.reingold@aerojet.com

Agilent Technologies

Norman Flores
(916) 788-6254
norman_flores@agilent.com

American Management Systems

Gerhard Plenert
(916) 536-9751

Ames Company

Alan Holst
(530) 666-2493
holstam@wattsind.com

Apple Computer

Holly Burkett
(916) 394-5019
burkett@apple.com

California State University Sacramento

Herb Blake
(916) 278-6722
blakeh@csus.edu

Cascade Orthopedic Supply

Tom Wuerthner
(530) 879-1541
twuerthner@cascade-usa.com

Coherent

Leah Geckeler
(530) 889-5295
Leah_Geckeler@cohr.com

Ebara Technologies

Michelle Vitaich
(916) 561-4863
mvitaich@ebaratech.com

Hewlett Packard

Jerald Erickson
(916) 785-0877
jerry_erickson@hp.com

Karen Hess

(916) 748-9346
karen_hess@hp.com

McClellan Air Force Base

Gary Burton
gary.burton@mcclellan.af.mil

Menlo Logistics

Curtis Andrade
andrade.curtis@menlog.com

Motion Control Engineering

Pamela Do
(916) 463-9495
PamelaD@mceinc.com

NEC

Gail Reinke
GReinke@el.nec.com

Output Technology Solutions

John Sapp
(916) 939-5964
john_sapp@billing.com

Pasco Scientific

Michael Reeve
reeve@pasco.com

Pride Industries

Vic Wursten
(916) 649-9499
vwursten@prideindustries.com

Siemens Transportation Systems

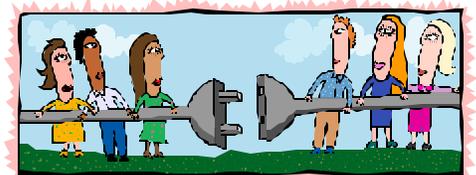
Ron Hazard
(916) 681-3278
Ron.Hazard@sts.siemens.com

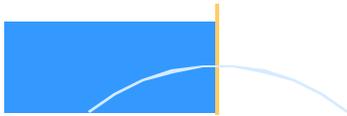
Teleplan

Charles Holmes
(916) 677-4543
Charles.Holmes@teleplan-ca.com

At-Large

Brenda Marsh
brcben@juno.com





We're on the Web!
www.apicsacramento.com

Edited by
Randy Beck
Lettershop services by
PRIDE Industries
April 2001 Issue

APICSacramento Board Members

President	George Cusack, CPIM	916/684-5200 x3224	gcusack@alldata.com
VP Education	Michele Vitaich	916/446-2610	Msktty@yahoo.com
VP Marketing	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology & Communication	Randy Beck	916/788-2412	rbeck@prideindustries.com
Director of Programs	Ed Mercado, CPIM	209/727-5504 x13	edmercado@email.msn.com
Director at Large	Bill Lodholz	530/666-2493	lodholz@wattsind.com
Director at Large	Glen Lewis	209/342-1500	glen.lewis@delmonte.com
CSU Chico Faculty	Raymond Boykin, PhD	530/898-5895	rboykin@busipo.csuchico.edu
Student Chapter President	Angie Fales	530/343 3995	bengaltamr@aol.com
CSUS RCE	Jackie Branch	916/278-4810	
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail		916/650-8660	www.apicsacramento.com