

## Professional Development

### Revving Up Your Search Engine

Tuesday, April 16, 2002

Presenter: Donna Williams, SacBee.Com

No innovation in recent memory has revolutionized job hunting the way the Internet has. Today's progressive job applicants can locate positions online in seconds and respond instantly via e-mail or online applications. The result: employers attract more qualified candidates online and get to them a lot quicker.

While Sacramentans are fairly computer literate as a group and seem to be comfortable using the Internet to search for jobs, there's still a lot to learn. Employers have taken the human element out of the initial screening process -- relying on computer programs to search for specific language in applications and resumes. To make the process work, job seekers have to understand how to compete.

Using examples culled from [www.sacbee.com/jobs](http://www.sacbee.com/jobs), the Sacramento Bee's employment website, Revving Up Your Search Engine details how employers use electronic matching technology and how job seekers can perform online searches and tailor their online resume for maximum results.

#### About Our Speaker:

Donna Williams is the Online Recruitment Specialist for sacbee.com, the Sacramento Bee's website. She has been with the Bee for five years and has held positions in classified and recruitment advertising. In her current role, Donna manages online recruitment services and campaigns for some of the area's top employers including Sutter Health and University of California, Davis. She is a member of the Society for Human Resource Management and the Sacramento Area Human Resources Association. Donna has been a featured speaker at several Bee sponsored career events, employer seminars, and at A Woman's Day Conference. She has also been interviewed on local television regarding the Bee's services for job seekers

The April PDM will be a joint meeting with the American Society for Quality (ASQ). Please attend and learn more about ASQ's programs....

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### RSVP by Friday, April 12, 2002

To RSVP for this dinner meeting, please call 916.650.8660 and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30 Registration	\$21.00 Member	Presentation will be held at the Sudwerk Brewery & Grill, 1375 Exposition Boulevard, Sacramento. Please call Sudwerk at 916-925-6623 for directions. Check our Web site <a href="http://www.apicsacramento.com">www.apicsacramento.com</a> for maps of the area. All times are approximate.
6:00 Dinner	\$24.00 Non-member	
7:00 Announcements	\$18.00 Full-time student	
7:10 Presentation	\$5.00 Speaker only	

# Message from the Board

With the advent of many new methods and technologies in supply chain and resources management, APICS membership can provide you a breadth of personal and professional development. I urge you to explore Sacramento chapter activities and "best practices" APICS-affiliated companies that would be beneficial to you and your company.

Your active APICS participation is a great current and future investment of your time – whether in certification activities, SIG (Special Industry Groups) participation in chapter as well as national sponsored programs, meetings and conferences.

The Sacramento Chapter Board of Directors welcomes your current and future participation in APICS and looks forward to your continued personal and professional growth! For any questions or assistance, please contact one of your Board members listed on the newsletter.

*Glen Lewis*  
Director At Large  
☐

## APICS Sacramento Newsletter Moving Towards Electronic Delivery

The Sacramento chapter of APICS continues to migrate towards exclusive e-mail delivery of the newsletter. The chapter website home page now has an announcement for receiving the monthly newsletter via email. Those interested can follow a link to a brief form, which submits their name and e-mail address. Five people have signed up so far.

Electronic distribution will mean a more timely newsletter, delivered to your email inbox in Adobe Acrobat (pdf) format. This will be a very quick means to deliver the newsletter. One of the other advantages of offering the newsletter in electronic format will be navigation — you'll now be able to click on hypertext links to go to websites or send email! (Such as this [link to the APICS Sacramento website](#).)

If you haven't been receiving the newsletter by email, then please check out the website or send your email address to Geary Huss (VP Membership) at [gwhuss@hotmail.com](mailto:gwhuss@hotmail.com) so it can be added to the database. ☐

## New Testing & Study Options Available from APICS....

...ACE now gives college credit for passing tests-check web site. [www.apics.org](http://www.apics.org)

...Applications for VA reimbursement on CPIM exams are available. See web site [www.apics.org](http://www.apics.org).

...A new testing option: ACT now has paper and pencil tests. 10 person minimum requirement and must be scheduled and paid at least 45 days before date of test. Cost is \$25 more than CBT. For more information, contact the APICS Sacramento Board of Directors. ☐

## APICS Sacramento Calendar



### April

2 Board of Directors Meeting held at Lyon's Restaurant (I-5 & Richards Ave.); 6pm.

16 Professional Development Meeting held at Sudwerk Brewery & grill. 5:30pm. Donna Williams of [sacbee.com](http://sacbee.com) will present "Revving Up Your Search Engine." \*\*\*Joint Meeting with American Society of Quality (ASQ) \*\*\*

### May

TBD Board of Directors Meeting held at Lyon's Restaurant (I-5 & Richards Ave.); 6pm.

21 Professional Development Meeting held at Sudwerk Brewery & grill. 5:30pm. Mr. Rich Ellis of Sudwerk will speak about brewery operations.

## Testimonials for APICS Training

**Please tell us why you are taking the APICS classes and what you are getting out of the classes:**

*Brenda Zimmy – Apton Corporation:* I am working for a small pharmaceutical start-up company in its infancy. There is inadequate knowledge or experience of materials management within the company and I feel it's vitally important to establish sound practices as soon as possible, particularly to ensure compliance with FDA. The introductory class seems to be oriented towards traditional manufacturing processes rather than situations I am dealing with immediately. But the concepts presented are valuable and I intend to apply the inventory control and forecasting methods.

*Stephanie Reid – Michael's Furniture Company:* The class was very informative and has greatly aided me in my understanding of the manufacturing process. The class was excellent. ☐

## CPIM Testing

### Reference Available

Before you register to take your CPIM exams, please purchase and review a *CPIM Exam Content Manual*. This manual provides a detailed outline, list of terms, concepts, references, practice questions, and similar information on all modules.

#### Domestic Exam Locations

To find the testing location that is most convenient for you, access ASI at [www.asisvcs.com](http://www.asisvcs.com) and select the Professional Certification button, then select **APICS** from the drop down list.

#### CPIM Exam Registration Fees:

<b>APICS Members</b>	<b>\$100 per Exam</b>
<b>Nonmembers</b>	<b>\$135 per Exam</b>

#### CPIM Exam Date Windows

All five CPIM exams are offered throughout the year. Specific hours may vary per site. For more details on CPIM testing, contact APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851 or download the *CPIM Registration Bulletin* above. ✉

## Build a Quality Manufacturing Operation to Satisfy Customers

### Offered by Manex & SMUD

**What:** Are your customers demanding higher quality products at lower prices? Could you attract larger customers by having a formal quality management system? At this seminar, find out how to cost-effectively apply proven quality techniques. Then, learn how other manufacturers use their quality programs to retain and expand their customer base.

**When:** Wednesday, April 24th

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

**Time:** 8:30 a.m. to 12:00 Noon

**Cost:** \$99 per person (Plus a 15% discount to current APICS members)

**Contact:** SMUD Energy & Technology Center -- (916) 732-6738 or Manex, Roseville -- (916) 772-1006 or online at [www.manex.org](http://www.manex.org) ✉

## Manex / Roseville: Local Office of Federal Government Program

*Karen Fraser-Middleton from Manex in Roseville informs us that Manex is now the local representative office of the US Department of Commerce's Manufacturing Extension Partnership. It has been stated in publications such as Inc. Magazine that: "Some of the leanest, fastest companies around are manufacturers. You'll never guess who's behind the change." The following is an excerpt from a recent issue of Inc.:*

It was quality-or lack thereof-that first inspired Debbie Young to start a company in her parents' Plains, Ga., horse barn five years ago. And it was quality that nearly drove her to distraction four years later. In the mid 1990s, when Young was general manager at a patio-furniture company in Atlanta, she was frustrated by her employer's inconsistent quality control. Confident she could do better, Young started her own company, Windham Castings, only to face quality problems of her own. The fully assembled cast-aluminum furniture Young ordered from Mexico wasn't up to her standards, so she spent vast amounts of time cutting up the tables and chairs, then welding them back together correctly. By 1999, Young decided it would be more efficient to simply build her own permanent-mold foundry.

The following year, Young opened a foundry with her brother, Walt, as cofounder and partner; the U.S. Department of Agriculture loaned them \$852,000. More help came from consultants at Georgia Institute of Technology, who helped Young choose equipment for her foundry and then offered her advice on plant design and saw her through the start-up phase. "I didn't know anything about manufacturing," Young admits. "We had to be innovative and efficient, and we learned as we went." Young certainly learned fast. In the past 18 months, Windham's labor costs have dropped by 10%, cash flow has improved dramatically, and ship times have been halved. During the past year, Windham's revenues grew by an impressive 60%, from \$5 million in 2000 to \$8 million in 2001.

"People realize that because we have control over our supply, they don't have to invest in inventory," says Young. "If you're buying outside the country, you're buying container loads that you have to pay for up front. And who knows what's going to happen next?" It's no accident that Young got up and running so quickly.

[Continued on Page 4](#)



# CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward the Materials Management Certificate from CSUS/RCE. Call Ken Times or Jenni Helfrich at CSUS/RCE at (916) 278-4266 (Email: [timesk@csus.edu](mailto:timesk@csus.edu) & [jhelfrich@csus.edu](mailto:jhelfrich@csus.edu)) for more information or visit their Web site at [www.rce.csus.edu](http://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 ☒

APICS

Weber State University Online



## 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 Pride Industries in Roseville on Tuesdays & Thursdays 6pm—9pm*		
When	Class & Course Code	Instructor
9/18—10/18 *** CLOSED ***	Introduction to Materials Management	Melanie Hoots
10/23—11/15 *** CLOSED ***	Master Planning of Resources	Karen Hess
1/15—2/12 *** CLOSED ***	Detailed Scheduling and Planning	Karen Hess / Herbert Blake
2/19—3/19 *** CLOSED ***	Execution and Control of Operations	Kelly Southerland
3/26—4/23 *** CLOSED ***	Strategic Management of Resources	Ed Zabrycki

**Continued from Page 3...** She had help. Much of it came from Georgia Tech, which is home to the state's Manufacturing Extension Partnership (MEP). In fact, the Georgia program is part of a national network of more than 400 manufacturing extension offices. They're part of the National Institute of Standards and Technology (NIST), with support coming from federal dollars, matching funds from state governments, and consulting fees from companies like Windham. The MEP network's national mission: increase the competitiveness of small and midsize U.S. manufacturers by bringing them state-of-the-art technology and helping them institute best business practices.

It's a mission that makes as much sense today as it did in 1988, when MEP got started. Back then U.S. manufacturers were just starting to get hammered by foreign competitors. Manufacturing, once the sector that the country looked to for innovation, now occupies center stage again. And MEP is helping manufacturers use the best of the technological advances to revitalize existing plants and create new ones in industries that can now only be imagined. While manufacturers may lack the sexiness of their high-tech brethren, they have something even better: viable businesses that can be transformed with cutting-edge technology and sophisticated ideas, and CEOs who are in the game not for a quick buck, but for the long haul. Also, while many small manufacturers are now struggling to survive, unprecedented opportunities should arise for those nimble enough to respond to new market needs. Such opportunities are not limited to obvious industries like defense, pharmaceuticals, and security. Think, well, patio furniture. ..." (the story continues on web site <http://www.inc.com/search/23801.html>)

# 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.✉

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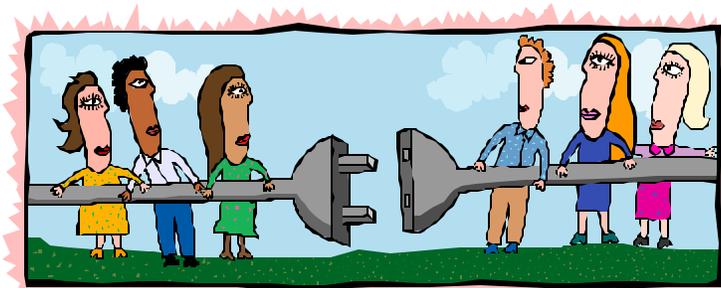
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We're on the Web!

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