

PDM Dinner Meeting

A Lean Journey

Presented by: Bill Lodholz, Ames Company, a
Division of Watts Water Technology; CPIM,
Past President APICS Sacramento

Over the past few years there has been a Lean explosion taking place. You've read about it and talked about it. Maybe you've attended a seminar or taken a training course. But applying what you learned to a real life situation is still in the planning process.

In this presentation, we will look at the particle steps one company took to turn this vision into a reality. We will look at the team, the process, the planning and most importantly, the implementation and follow-up.

This is a journey from where we were – to where we are and where we will be. It is a journey with a definite beginning, but with no definite end.

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Agenda

- 5:30 Registration
- 6:00 Dinner & Networking
- 7:00 Membership Meeting
- 7:10 Presentation

Location

Lions Gate Hotel
3410 Westover Street
Sacramento(McClellan), CA 95652

Please RSVP with Tim Kott at
tkott@tescocontrols.com

* Please provide attendees name, company, telephone number, fax or email address. \$5 per person, or \$30 per person for dinner and speaker.

Speaker's Biography

For the past 20 years Bill Lodholz has been Information Technology Manager at Ames Company, a division of Watts Water Technologies. He and his team have developed a "paperless" purchasing system, wireless applications for time keeping, inventory control, quality control, and shipment processing and an integrated kanban shop floor control system. He has overseen the implementation of the corporate ERP system at several corporate sites around the country. As part of the corporate Lean Program, Bill has been developing the electronic support process for the shop floor and shipping.

Bill has been a member of APICS for many years and is listed in the International Who's Who of Information Technology. He is a frequent speaker for APICS chapters and other business societies.

President's Message

Dear Members,

We are coming up on the end of our fiscal year, and hopefully you've noticed some positive changes over the past 9 months. Nominations are still being taken for board positions. If you are interested in helping the chapter grow, please submit your name and the position in which you are interested. This is your chance to make your mark on the chapter. A listing of all nominations will be sent later this month and will be available for review at the April PDM. Voting is in May.

In March, our own Andre' Alves talked to us about the Leadership program that he participated in with APICS National. This International group of members has done a lot of work towards identifying a clear need in manufacturing for the APICS Body of Knowledge.

The April PDM will be held in two parts on the 21st and 28th. Bill Lodhoz will be speaking on Tuesday (the 21st) about the many changes towards a Lean Factory they have made at Watts Water Technology in Woodland. Bill will provide a plant tour to all interested parties the following Tuesday (28th). You must register in advance for these events as Bill will need to have a firm number of attendees at the plant tour. To RSVP, send Bill an e-mail at lodholz@watts.com.

Hopefully you are all aware by now that the Sacramento Chapter is hosting the District meeting in June. We are very excited to show off what we have been doing! I am very pleased with the number of volunteers so far who will help with this event and extend the invitation to any of you who still want to get involved. You may contact any board member with your contact information and availability. This is an excellent opportunity to get involved and 'give back' to the chapter. We will need volunteers to work in several areas; registration, room monitors, and guides, host in the hospitality suite, and on and on. Please consider giving a couple of hours to help. (As an added bonus, you can earn maintenance points)

As always I would like to invite all of you to attend the board meeting on April 7th at Panera's, just off the Truxel and I-80 Exit in the Target shopping center. The Professional Development Meetings are held at the Lions Gate Hotel, (located at McClellan Park) on the 3rd Tuesday of each month. I hope to see you there.

Thank You,
Pat McCarty

Calendar

April, 2009

- 7 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
- 21 Professional Development Meeting
Speaker: Bill Lodholz
Location: Lions Gate Hotel
- 28 Lean Factory Plant Tour;
Location: Watts in Woodland
Host: Bill Lodholz
RSVP required

May, 2009

- 5 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
- 19 Professional Development Meeting
Speaker: Donald Clark
Location: Lions Gate Hotel

June, 2009

- 2 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
- 13 Networking Dinner
Location: Aerospace Museum, McClellan
- 11 Professional Development Meeting
Installation of new Board Members
Speaker: Sue Nelson
Location: Lions Gate Hotel



Editorial

It All Comes Back To...

Submitted by John Newlyn, CSCP, CFPIM, CIRM, CPM

As a young APICS member many years ago, I desperately wanted to understand this new and exciting field—the world of materials and operations management. I read everything I could find—textbooks, magazines, journals; I devoured them all. I created spreadsheets with formulas and examples. With my analytically focused mind, I tried to quantify and calculate my way to a better understanding of this APICS body of knowledge. While this effort was satisfying on a certain level, I felt that something was missing. In my zeal to understand, I had jumped into the middle of all of these business topics without understanding the starting point. Thus began my journey of understanding.

At the risk of over generalizing the APICS member population, we tend to be an analytical sort, just as I have described myself above. We like structure and flow and all the good things that come from such organization. We are comfortable with describing our work world with numbers, charts and process maps. Our emails contain numbered lists of tasks to be done or bulleted points on a current inventory topic. Does this sound like you? I know I'm not the only one described by those few sentences.

All of these things are important and necessary for running a modern business. Without them, we would fail. But they are not the starting point. I continued to search, knowing I had not yet found what I was looking for.

At one point, I thought I knew where it all should start—the part number. After all, it was the foundation upon which all else was built. Bills-of-materials required part numbers. Cost accounting required part numbers, as did accurate inventory control. I even had a few brief, but spirited, discussions regarding intelligent versus non-intelligent part numbers schemes. While enjoyable dialogs, I soon realized that this was not the topic I was seeking.

I then studied the physical world of warehousing and material handling. Briefly, I thought I might be getting closer to the answer. Though interesting, I would not find my answer among all the pallet racks filled with inventory. The answer was not next to the roll counting machine over by the bulk wire. Sophisticated AS/AR equipment would hold my interest for a moment, but the answer was not there either. My search continued.

A few years into my journey I became interested in strategy. My own definition of strategy is rather simple. It is the plans an organization uses to reach its objectives. I was getting close. Not quite there yet, but almost. There were so many strategies to choose from. Marketing strategy, sales strategy, master scheduling strategy and on and on—the candidate topics were varied and numerous. Which one would lead me to the answer I was searching to find?

Finally the moment of enlightenment occurred. It had been there all the time, but for some reason it had not 'clicked' in my brain. All of those business processes and software tools were in place to satisfy customers—their needs, wants and desires. It sounds simple now, but how many people and organizations have forgotten the customer? How many of us have put business processes in place without considering the ultimate goal of customer service? When I think about the world of materials and operations management, I understand that its primary purpose is serving as a delivery system for customer service. Tell me what your customer service plan is and I can help you determine how to manage your inventory. Tell me what wants, needs and desires your customer base has demanded, and I can help create the system to satisfy those things. My journey is now complete. It all comes back to customer service.

This now leaves me with a new journey of understanding to take. How can I help organizations deliver that ultimate goal of perfect customer service? That article will have to wait for another day...

John Newlyn is the Past President of the San Joaquin Valley Chapter of APICS and the current Director of Education for the Pacific Western Division of APICS.



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For more information, contact
Anne Haberkorn, CFPIM, CIRM, Jonah
(920) 996-2897

APICS Fox Valley Technical College
Knowledge That Works

Networking Dinner

District Meeting Networking Opportunity Saturday, June 13th

APICS Sacramento is hosting the District meeting in June. Members from all over the district will be in attendance. In addition to Northern California, members will be coming from Washington, Oregon, Idaho, Utah, Nevada and Hawaii.

This exciting event will include a networking dinner being held at the Aerospace Museum of California the evening of June 13th. The cost for admission is \$45 per person (this includes dinner) and kids 12 and under are free.

Please remember to reserve your space for the dinner on/before June 3rd at www.apicsacramento.com



Aerospace Museum of California

The finest collection of aircraft and aviation memorabilia in the west!
3200 Freedom Park Drive
McClellan, CA 95652
Phone: 916.643.3192

The museum opened its museum pavilion and air park in February 2007 and includes a unique collection of 40 military and civilian aircraft, engines from as far back as pre WW1, and Air Force and Coast Guard art collections. The Aerospace Learning Center includes a non-motion flight simulator.

Until September, an 8,000 square foot interactive exhibit entitled *Space: A Journey to our Future* will be available for visitors.

Career Opportunity

If you are seeking new career opportunity, remember to check our website at www.apicsacramento.com. New positions and networking opportunities are updated frequently.

For example, an Inventory/Operations Controller is needed for a plant in the greater Sacramento Area. This is a tremendous opportunity for a manufacturing professional with a strong financial background. It is a highly visible opportunity with tremendous growth opportunities.

The contact details for this position, as well as other career connections, can all be found on our website.

Free APICS Webinars

APICS Extra Live: Measuring Your Green Initiatives

April 21, 2009 1:00-2:00 pm CST

The Proof is in the Savings. Take part in *APICS Extra Live*, a complimentary online event presented by *APICS* magazine, to dig deeper into the insights provided by David Rucker and J.D. Cunningham, authors of "Energy Efficiency How Tos: Practical Ways to Cut Down on Waste."

Discover how to apply measurement to your employer's energy savings and demonstrate the value of minimizing your organization's energy and water consumption.

Three case studies will illustrate how lean six sigma can help you utilize this measurement to make your business greener.

APICS Sacramento Organization Directory

The listing below represents a sample of the companies and organizations represented by the Sacramento Chapter of APICS. If you are employed or affiliated with an organization not listed, please contact Kevin Moynihan at kmoynihan@tasq.com. As a way of increasing our reach, we ask that each of you "spread the word" of your membership affiliation with APICS. And, if you are interested in becoming a member or attending a PDM dinner meeting, please feel free to reach us for more information at info@apicsacramento.com.

Ames Company Incorporates

1485 Tanforan Ave
Woodland CA 95776

AMPAC Fine Chemicals

PO Box 1718
Rancho Cordova CA 95741

A.T. Kearney

255 California Street, Suite 1200
San Francisco, CA 94111

Baxter Planning Systems

7123 Cedar Oaks Drive
Granite Bay 95746

Comtek Computer Systems

3387 Industrial Blvd
Rocklin CA 95765

Constellation Wines

US4614 Turner Rd
Lodi CA 95242

Diamond of California

PO Box 1727
Stockton CA 95201

Digi International

2900 Spafford St
Davis CA 95618

Eigen

13366 Grass Valley Ave
Grass Valley CA 95945

Gel-Pak

31398 Huntwood Ave
Hayward CA 94544

Genetech

1000 New Horizon Way
Vacaville CA 95688

**Global Pharmaceutical Sourcing
Group-J&J**

700 Eubanks Drive
Vacaville CA 95688

HB Fuller Company

10500 Industrial Ave
Roseville CA 95678

Hewlett Packard

8000 Foothills Blvd
Roseville CA 95747

Intel

3031 Jimmy Way
Roseville CA 95747

Lares Research

295 Lockheed Ave
Chico CA 95973

Lifetouch National Schools Studio

2860 Fair Street
Chico CA 95928

NEC Electronic America

7501 Foothills Blvd
Roseville CA 95747

New Star Lasers Inc

9085 Foothills Blvd
Roseville CA 95747

Paragon Products

4475 Golden Foothill Pkwy
EIDorado Hills CA 95762

PASCO Scientific

10101 Foothills Blvd
Roseville CA 95747

PSGA

700 Eubanks Drive
Vacaville CA 95688

Russell Warner Inc.

2551 Albatross Way
Sacramento CA 95815

Seco Manufacturing Company Inc

4155 Oasis Road
Redding CA 96003

Siemens Healthcare Diagnostics

2040 Enterprise BlvdWest
Sacramento CA 95691

SMA

4031 Alvis Ct
Rocklin CA 95677

Thermogenesis

2711 Citrus Rd
Rancho Cordova CA 95742

Thompson Technology Industries

8451 Rovana Circle
Sacramento CA 95828

Thomson / Grass Valley

400 Providence Mine Rd
Nevada City CA 95959

Umbrella Systems

980 9th Street
Sacramento CA 95814

Board Member Nominations Needed!

If you are interested in becoming a Board Member for the APICSacramento Chapter, there is still time to place your nomination. Please contact Pat McCarty at pmmccarty14@comcast.net to submit a nomination. All nominations must be received by the end of April. If you prefer, you may submit a written nomination to any current Board Member at the April PDM dinner meeting.

APICSacramento Board Members

President	Pat McCarty, CPIM	916-374-3157	patricia.l.mccarty@siemens.com
Secretary	Andre Alves, CSCP		andre.alves@VSP.com
VP Marketing	Ed Mercado, CPIM		edmercado@msn.com
VP Education	Herbert Blake, CPIM, PhD	916-278-7106	blakeh@csus.edu
Treasurer	Beverly Paul, CPIM		bpaul@apicsacramento.com
VP Programs	Tim Kott	916-395-8800 ext. 2713	tkott@tescocontrols.com
VP Membership	Esther Odufuwa	916-276-8535	t_estherelim@yahoo.com
Director of Technology	Randy Beck	916-788-2412	rbeck@prideindustries.com
Newsletter Editor	Charles Withrow, CSCP		charles.withrow@atkearney.com
VP Company Coordinator	Kevin Moynihan, CPIM		kevin.moynihan@tasq.com
Past President	Bill Lodholz, CPIM	530-666-2493	lodholz@watts.com
Director at Large	Glen Lewis, CPIM, CSCP	530-752-7135	galewis@ucdavis.edu
Director at Large	Melanie Hoots, CPIM		Melanie.hoots@hp.com

APICS Society		800-444-APIC	http://www.apics.org
Chapter Voice Mail		916-650-8660	http://www.apicsacramento.com
Chapter Mailing Address	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813		