

Profession Development Meeting

INTEGRATING PLANNING AND CONTROL SYSTEMS INTO THE SUPPLY CHAIN

Tuesday, May 15, 2001
Presenter: Herb Blake, PhD, CPIM

Manufacturing planning and control (MPC) systems play a vital internal role in manufacturing organizations, helping to develop overall and detailed material and capacity plans and schedules. When elements of a manufacturing organization's planning and scheduling are made known to supply chain partners, the linked companies can all improve their respective supply chain performances.

This presentation reviews the basic elements of MPC systems, discusses how knowledge of these elements can assist supply chain partners, and describes methods for sharing MPC data. Examples of applications are given to illustrate the methods and results of integrating MPC systems into the supply chain. An addendum will describe the negative side

of information-sharing that has occurred during the recent economic downturn.

About The Speaker:

Herb Blake has been a Professor of Operations Management in the College of Business Administration at California State University, Sacramento since the 20th century. His primary teaching assignments are undergraduate elective courses in operations management and a graduate course in productivity management. His research interests are in various production/operation areas with a current focus on the supply chain.

Herb is a past president of the Sacramento Chapter of APICS and teaches certification courses through the RCE program. ☐

Inside this Issue

President's Message	2
Calendar	2
Why Take an APICS Course?	2
Preserve Your Career	3
Seminars	3
Certification Maintenance	3
CSUS/RCE Class Schedule	4
Online Classes	4
New Members	4
Company Coordinators	5
Chapter Contacts	6



RSVP by Friday, May 11, 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

Congratulations to Us

APICS Society Headquarters has recognized the Sacramento Chapter for two significant accomplishments last year under the leadership of Past President Karen Hess. First, we again received the Platinum Award for our participation in the Passport to Future Improvement Program. This program requires the chapter to demonstrate active involvement and improvement in a number of areas including:

- * Chapter management
- * Communications
- * Financial management
- * Strategic planning
- * Marketing
- * Education
- * Participation at the regional and international levels
- * Technology utilization
- * Innovation

Sacramento is one of only 51 current Platinum chapters, and we are proud of it.

We also received the APICS Fit-to-Print Award for the quality of our newsletter. Randy Beck, our Director of Technology and Communications, deserves the lion's share of the credit for this accomplishment. In the past two years, he has really taken our newsletter to a new level in terms of both content and presentation quality.

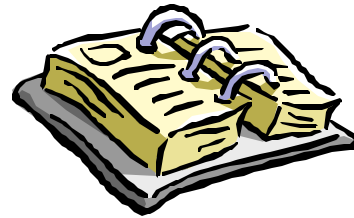
Volunteers Needed

This year we have made significant improvements in our professional development meetings and our educational offerings. We have also maintained a stable membership base and gained several new corporate members. To continue this progress, and to broaden our offerings next year, we need to fill several key positions on the Board of Directors. These are:

- * Vice President of Education
- * Vice President of Membership
- * Newsletter Editor
- * Director of Company Coordinators

If you are interested in any of these positions or would like to know more about them, please contact me directly.

George "Q" Cusack, CPIM
President



APICS Sacramento Calendar

May

- 1 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 15 Professional Development Meeting at Sudwerk Brewery & Grill. Herb Blake presents: Integrating Planning and Control Systems into the Supply Chain.

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 Review Courses?

"...to get a better understanding of the overall process of material management and how it affects my position in planning."

Steve Kissinger, Apple Computer Inc.

"I am taking the classes in order to: 1) learn more about the processes of other departments, 2) possibly improve job positions, and 3) hopefully find something that interests me so I can concentrate on a different career path."

Chad Minnick, Apple Computer, Inc.

"...for a career advancement and also to accomplish a desire to keep learning for self improvement...and also to better understand how to facilitate the running of a production plant."

Maria B. Lima, Apple Computer, Inc.

☐

Seminars

Marketing for Manufacturers – Find New Markets for Your Products

Offered by Manex & SMUD

If you increased sales and secured new customers, wouldn't you be able to better utilize your manufacturing capacity? You would also increase profits.

At this seminar, learn how to research new opportunities, market to prospective customers and win more sales.

- * Identify key prospects
- * Select cost-effective tactics
- * Close more sales
- * Secure profitable customers

Hear how other manufacturers have analyzed their existing customer base to create an ideal customer profile. Find out how to investigate new industries that could use your products. Research the best ways to connect with prospects.

Learn how to develop a marketing campaign with a variety of tactics that will get prospects' attention. Differentiate your products from the competition using proven techniques.

Give your sales team the tools they need to be more effective. Gain a better understanding of proven sales processes. Learn innovative ways to follow-up with customers to close more sales.

Presenters:

Karen Fraser-Middleton, owner of the award winning marketing consulting firm, Marketing Action, has over 20 years marketing management experience.

Jody Hornor is an internationally recognized keynote speaker on sales and marketing, author of

Power Marketing for Small Business and owner of Market Power, at www.powermarketing.com.

When: Wednesday, May 9, 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

Manex is a California Corporation providing expert consulting services and resources to small- and mid-size manufacturing companies. As an affiliate of the U.S. Department of Commerce's Manufacturing Extension Partnership, and the California Trade and Commerce Agency's Manufacturing Technology Program, Manex offers a wide spectrum of customized solutions using proven techniques and the latest technologies, designed to help client companies improve their quality, productivity and profitability.

Headquartered in Fremont, Manex's Sacramento regional center is located at 151 N. Sunrise Ave., Suite 1305, Roseville, CA. Phone (916) 772-1006. www.manex.org

Certification Maintenance

Q. If I am CFPIM and I don't earn enough points to maintain my CFPIM status, but I earn enough points to maintain my CPIM status, will I be considered CPIM and listed with the CPIM designation?

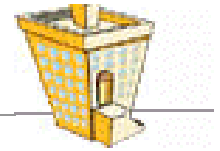
A. Yes. If you do not have enough points to maintain your CFPIM status by your application deadline, but you do have enough points to maintain your CPIM status, you must submit a letter with your application requesting that your application be processed for CPIM status.

Q. What if I fail to submit my certification maintenance application by my deadline?

A. You are required to submit your application every five years by the end of the anniversary month of your initial certification if you choose to maintain your certified status. If you fail to submit your application with payment on time, or fail to earn the necessary points, you will be notified in writing by APICS that your certification has been suspended. Accordingly, you will not be permitted to use the APICS CPIM or CFPIM designation, or be credited with such in any APICS publication or employment inquiry, until you have met the certification maintenance requirements (including earning any points assessed as a penalty).²

"The Manex marketing planning process focused our sales efforts and helped us secure several valuable contracts."

Fernando Erismann, Wavelength Optics



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
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
Spring 2002	Strategic Management of Resources



Welcome to the Following New Members

Tom Comery.....Sierra Pine
 Kathleen A TebbsAllData Corporation
 Patrick J WagnerAerojet Fine Chemicals☞

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.✉

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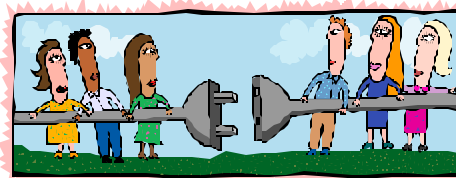
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We're on the Web!
www.apicsacramento.com

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