

Reminder: Elections
are in June. Nominations for Board Positions are due by May 21st!

Professional Development

Micro-Brewery Operations Management

Tuesday, May 21, 2002

Presenter: Rich Ellis, Sudwerk Brewery & Grill

As you probably know, APICS (founded in 1957 as the American Production and Inventory Control Society) was organized by a group of manufacturing and inventory managers sitting around after work commiserating over a few beers. What we neglect to highlight during that auspicious occasion is...the beer!

Mr. Rich Ellis, our speaker for the May Professional Development Meeting, is Director of Brewery Operations for Sudwerk Brewery & Grill in Sacramento and Davis. He will speak to the basics of getting the raw ingredients from farms all around the world into the bottle of Sudwerk beer that you enjoy. He will speak to the processes involved in making beer and how a large brewer yields a great brew while still dealing with issues of logistics, lead-time management, scheduling, and inventory management. Mr. Ellis will also cover the issues involved with packaging and distribution.

Sudwerk has also been manufacturing and distributing its beers in six-packs for sale at your local market since 1993.

About Our Speaker:

Rich Ellis started with a love for home brewing, and decided to attend UC Davis, where he earned his degree in fermentation. He's been working with Sudwerk for seven years and is now the Director of Brewery Operations for both their Sacramento and Davis sites. Mr. Ellis is also an Associate Member of the Institute and Guild of Brewing in London. He lives in Woodland with his wife, and they're expecting a daughter soon. In his spare time, Rich enjoys sailing and surfing.

Inside this Issue

Message from the Board	<u>2</u>
Calendar	<u>2</u>
Electronic Newsletter	<u>2</u>
Board Nominations	<u>2</u>
Testimonials	<u>3</u>
CPIM Flash!	<u>3</u>
Manex	<u>3</u>
CSUS/RCE Class Schedule	<u>4</u>
Online Classes	<u>4</u>
Product Proliferation	<u>4</u>
Company Coordinators	<u>5</u>
Chapter Contacts	<u>6</u>

RSVP by Friday, May 17, 2002

To RSVP for this dinner meeting, please call 916.650.8660 or email edmercado@msn.com 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 www.apicsacramento.com 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: Are You Managing Your Career?

Given the slow economic recovery we are facing, continual "right-sizing", and increased performance demands – do you feel safe in your job? Are you managing your career or is your career managing you?

Having been a casualty of downsizing from my last employer and a current Hewlett Packard employee, this question remains close at hand during recent days. With plans to layoff approximately 15,000 employees in upcoming post-merger months, few HP employees feel relatively comfortable. (Incidentally, most Compaq employees feel the same way!)

Why should you care about the HP-Compaq merger? Because this could be you next month (or next quarter or next year).

I recently performed an informal poll of a few HP Roseville employees who are chapter members or have recently participated in a chapter professional development meeting. The respondents include managers and individual contributors. The objective was to understand what impact APICS certification is likely to have during uncertain times. The results follow:

Question	Yes	No	No re- sponse / unsure
Are you currently a member of APICS?	6	4	
Do you understand the benefits of APICS offerings to Materials Management and Supply Chain professionals?	6	3	1
Have you considered APICS certification?	8	1	1
Do you believe APICS certification and education would add value to your ability as a professional?	8		2
Would you (or do you) feel more competitive and marketable in the current employment environment if you were (or are) APICS certified (in Production and Inventory Mgt)?	9		1

The bottom line – APICS certification does provide a competitive advantage! So what are you waiting for?

As a reminder, as an APICS member you have access to substantial career management resources through the Members Only web portal at <http://www.apics.org/>. Contents include job postings, ability to post your resume, plus click on "Resources" for important narrative resources such as "Interview Communication Skills" and "Keeping Your Employability Up In A Down Economy". There are also tips and advice on resumes, career planning, interviewing, and other topics.

— Terrell Thruston, CPIM; VP Education ☞

APICSacramento Calendar



May

- 14 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 microbrewery operations.

June

- TBD Board of Directors Meeting held at Lyon's Restaurant (I-5 & Richards Ave.); 6pm.
- 18 Professional Development Meeting held at Sudwerk Brewery & grill. 5:30pm. Ms. Penny Dakhil will speak about "Achieving Work-Life Balance for Rats" (*Sounds interesting... — Ed.*)

2002-2003 APICSacramento Board of Directors Nominations

Interested in getting more involved in the chapter? Need Certification Maintenance points? Nominations for APICSacramento Board positions are being accepted until May 21st for next year's board, spanning July 2002 until June 2003. If interested, please contact Melanie Hoots @ 916/785-1186 for more information. The chapter could use your help!

Newsletter To Go 21st Century

APICSacramento is moving towards exclusive e-mail delivery of the newsletter. The chapter website home page now has an announcement for receiving the monthly newsletter via e-mail.

Electronic distribution will mean a more timely newsletter, delivered to your email inbox in Adobe Acrobat (pdf) format. This means newsletter delivery will be quick. 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 log it at the chapter website or send your email address to Geary Huss (VP Membership) at gwhuss@hotmail.com so it can be added to the database. ☞

Testimonials for APICS Training

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

Yvonne Fawkes – Intel Corporation: I am taking the APICS classes because I want the APICS certificate and I get credit from work. With APICS certificate, I will be viewed as more knowledgeable in the field. Come review time, the certification will help me gain a higher rating and hopefully, an increased income. The class was really great. All the students are involved in the learning process. I felt there was great teamwork. Our instructor led the class to understanding the manufacturing process in a fun and open environment.

Steve Sanchez – SMUD: I am taking the classes to learn the fundamentals of materials management in a different environment than my current business. I am also taking the classes for self-improvement and self check of my knowledge in the materials management field. So far, the classes have added value to my knowledge and my business environment processes. The pace of the courses fit into my schedule and class discussions allows learning through others experiences. ☺

Reduce administrative costs by using World Class Manufacturing in the office

Offered by Manex & SMUD

What: Learn how to apply the principals of World Class Manufacturing (WCM) to non-manufacturing processes and departments. The front office can cut “non-value added” activity by reducing waste, eliminating bottlenecks and improving communication. From the design department to shipping, employees will benefit from the visual cues, better-organized work areas, readily available supplies and parallel production. Spread WCM throughout your organization and you'll produce more profits.

When: Wednesday, May 22nd

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

This News Flash Just In Regarding Your APICS CPIM Study Program...!

Searching for a portable, convenient, and module-specific study tool to prepare for CPIM exams? To complement your preferred study method, APICS Certification Flashcards are now available for each CPIM module so you can study anytime, anyplace!

Each CPIM flashcard set features the terms listed in the CPIM Exam Content Manual and definitions from the APICS Dictionary. Additional dictionary terms relevant to the APICS CPIM body of knowledge have been added to enhance your knowledge of each module.

- Basics of Supply Chain Management Flashcards (Stock #09231)
- Master Planning of Resources Flashcards (Stock #09232)
- Detailed Scheduling and Planning Flashcards (Stock #09233)
- Execution and Control of Operations Flashcards (Stock #09234)
- Strategic Management of Resources Flashcards (Stock #09235)
- APICS Certification Flashcards, complete series (stock #09230)

Purchase the APICS Certification Flashcards at the introductory price of \$24.95 for members and \$32.95 for nonmembers today. Save 10% by ordering the complete series of APICS Certification Flashcards (Stock #09230), \$112.27 for APICS members and \$148.27 for nonmembers. Learn essential CPIM certification terms in a flash!

To order, visit the APICS Bookstore at www.apics.org or contact APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851 and reference priority code JDB42A.

[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 & jhelfrich@csus.edu) for more information or visit their 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 ☒

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
4/30—5/21	Purchasing	Scott Hillis

From the April 2002 Issue of APICS Magazine

Product Proliferation By C. Karry Kouvelas

- Left unchecked, the proponents of product proliferation can unknowingly, and often with misguided intentions, lead a company to ever-worsening levels of performance and the gradual loss of competitiveness in the marketplace.
- Having a well-diversified product offering is a plus for many companies. However, it becomes problematic when the product line proliferates to such a degree that it causes great inefficiencies in the business.
- Because product proliferation happens very gradually in a business, its effects often do not appear on the corporate radar screen.
- Countermeasures include both preventive and remedial actions within the company.

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.✉

Aerojet

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

Agilent Technologies

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

Ames Company

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

Apple Computer

Sandy Madruga
smadruga@apple.com

Applied Aerospace Structures Corp.

Tom Samborski
(209) 983-3202
tsamborski@aascworld.com

California State University Sacramento

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

Coherent

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

Hewlett Packard

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

Karen Hess

(916) 748-9346
karen_hess@hp.com

Institute of World Class Management

Gerhard Plenert
(916) 536-9751
Plenert@aol.com

Menlo Logistics

Curtis Andrade
andrade.curtis@menlolog.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

Siemens Transportation Systems

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

Solectron

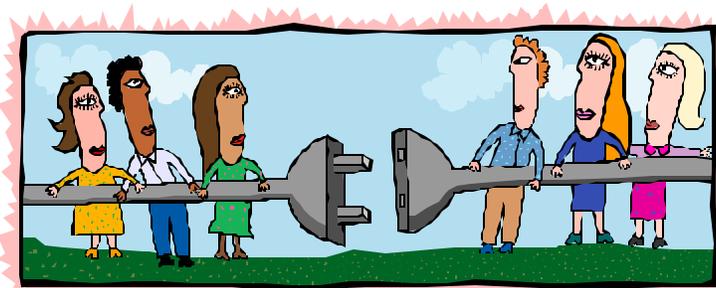
John Walsh
(916) 434-4869
johnwalsh@sac.slr.com

At-Large

Brenda Marsh
brcben@juno.com

Charles Holmes
cnm@inreach.com

Michele Langhorst
Msktty@yahoo.com ✉



We're on the Web!

www.apicsacramento.com

Edited by
Bill Fuller
Lettershop services by
PRIDE Industries
May 2002 Issue

APICSacramento Board Members

President	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
VP Education	Terrell Thruston, CPIM	916/748-2653	terrell_thruston@hp.com
Asst. Dir. Of Programs	Michele Langhorst	916/561-4863	Msktty@yahoo.com
VP Membership	Geary Huss, CPIM		Gwhuss@hotmail.com
Acting 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	Randy Beck	916/788-2412	rbeck@prideindustries.com
Director of Programs	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Director of Publicity (Newsletters)	Bill Fuller, PMP	916/393-0753	W_J_Fuller@hotmail.com
Special Projects	Karen Hess, CPIM, CIRM	916/748-9346	Karen_hess@hp.com
Company Coordinator Manager	JT Smith	916/359-2289	Jtsmith411@yahoo.com
Director at Large	Bill Lodholz	530/666-2493	lodholz@wattsind.com
Director at Large	Glen Lewis	209/342-1509	glen.lewis@delmonte.com
Past President	George Cusack, CPIM	916/684-5200 x3224	Gcusack@alldata.com
CSU Chico Faculty	Tom Wilder		twilder@csuchico.edu
Student Chapter President	TBD		
CSUS RCE	Tim Schoost	916/278-4813	schoost@csus.edu
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail		916/650-8660	www.apicsacramento.com