

## PDM Dinner Meeting

### Balancing Supply and Demand with Sales and Operations Planning

By Donald Clark, CPSC, CFPIM

The main organizational structure of any organization should strive to balance supply and demand. Companies with supply and demand imbalances suffer through problems of excess inventory, disrupted production schedules, missed deliveries and more.

To gain stability in this balancing act, companies must develop a thorough understanding of the demand for their goods or services, then structure their supply efforts to meet the demand. The sales and operational planning process is one vital tool in achieving this goal.

This non-technical, high-level presentation focuses on the basic elements of this essential process, applicable in any industry. Further, the major benefits of a well implemented sales and operations planning activity will be reviewed, followed by a question and answer period.

#### 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](mailto: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.

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### Speaker's Biography

Donald Clark is an ERP analyst for Clients First Business Solutions, a national organization specializing in mid-tier business solutions to a wide range of industry. His professional experience has been focused in operations and manufacturing management and has held positions ranging from production manager through vice president of manufacturing prior to beginning his consulting career. He has more than 15 years experience teaching the APICS body of knowledge to a wide range of organizations as well as a variety of other operations related classes in numerous settings. Donald also creates and delivers educational presentations and seminars focusing on various aspects of supply chain, inventory, operations, quality and materials management. He can be reached at [dclark@clientsfirst-us.com](mailto:dclark@clientsfirst-us.com).

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## President's Message

Dear Members,

As we approach the end of our fiscal year, I reflect back on the positive changes that we've made already. I am excited about the opportunities we are developing for our members and look forward to initiating the next year in with a focus on continued growth and opportunity.

In this issue, we are introducing the nominees for the next fiscal year's Board Membership (page 4). Many are returning to positions they've volunteered for before, with a few changes I am excited about. Please remember that voting for the next Board Members will take place at this month's PDM Dinner meeting on May 19<sup>th</sup> at the Lions Gate Hotel. I hope to see many of you there to welcome the new Board.

We continue to work hard to organize the Networking Dinner event and Regional Meeting in June. We still have opportunities available for volunteers who would like to be involved in the planning and execution of the meeting. Also, please note that you must reserve space for the Networking Dinner before June 3<sup>rd</sup>. To reserve your space, visit the website at [www.apicssacramento.com](http://www.apicssacramento.com). If you are able to volunteer for the event, please send us an e-mail and we will find space for you!

As always, Board Meetings are open to everyone and we encourage your participation. They are an excellent opportunity for members to have a say in the structure of our organization, as well as a great monthly networking opportunity.

PDM Dinner Meetings are held the third Tuesday of each month and are open to all.

We hope to see many of you there!

Pat McCarty



## Calendar

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### 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
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### June, 2009

- 2 Board of Directors Meeting  
- OPEN TO ALL -  
Location: Panera at I80 and Truxel
  - 11 Professional Development Meeting  
Speaker: Sue Nelson  
Location: Lions Gate Hotel
  - 13 Networking Dinner  
Location: Aerospace Museum, McClellan
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### July, 2009

- 7 Board of Directors Meeting  
Closed Working Session
- No Professional Development Meeting

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Editorial

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## Networking Creates Opportunity

by Kristin Withrow

"No matter how smart you are, no matter how talented, you can't do it alone," states Harvey Mackay in his best selling book, *Dig Your Well Before You're thirsty*. With the current state of our global economy, Mackay's ideas are more relevant than ever. We hear about people who have struggled against the downsizing economy for extended periods, putting their livelihood, homes and families in jeopardy. One thing holds true, it isn't what you know, it's who you know.

What can you do to be more than a face in the crowd? You must differentiate yourself to be seen, to be considered for the few job openings that are out there. Simply submitting a resume, even an outstanding one, is not enough. To be considered for exciting positions, to strategically move forward in your career, you must actively work on your network. "If you work your network, your network works for you," wrote Mackay.

Another, more recent, best seller, *Outliers: The Story of Success* by Malcolm Gladwell, supports the theory that you need not be a genius to be successful. One thing you must do is clear: you must be open to opportunities, recognize when one is hitting you in the face, and have the courage to take it. Opportunity does not happen by mass marketing yourself via a resume on the internet. Gladwell's *Outliers* further supports the importance of social savvy within the workplace, "...no one – not rock stars, not professional athletes, not software billionaires, and not even geniuses – ever makes it alone." For every rags to riches story you hear, there are a multitude of lucky breaks and opportunities that led to that success.

APICS members already know the importance of networking. That's why we are "tapped in" to this organization. However, holding an organization's membership card is not enough. You must work that network to be connected to it. How many members have you really connected with? How many members can say they know you? If you can count them on your fingers, you are not working your network.

June provides us with an exciting opportunity. The networking dinner is the opening you need to get connected to fellow APICS members. Have you given consideration to how you can make this event work for you?

Take a few pointers from Harvey Mackay, the master of networking:

Get to know your prospects. Do a little homework on the people you know you'll be meeting during your next networking opportunity. Check the speakers list, find out something about the organizers, check out the membership roster, find a few things you may have in common to jumpstart a conversation. Making a personal connection is a great way to stand out from the crowd. There are great websites to assist you in your research, such as LinkedIn and Plaxo. Use these to your advantage!

One of the best ways to "break the ice" and start a conversation is to get people talking about themselves. Everyone loves to discuss a favorite hobby, their families or their work. Dale Carnegie once said, "You can make more friends in two months by becoming really interested in other people than you can in two years by trying to get other people interested in you."

APICS Sacramento is opening the door to opportunity on June 13. Are you ready to answer the door and expand your network?

There is still time to sign up for the Networking Dinner event at McClellan Park's Aerospace Museum. To make your reservation, visit [www.apicsacramento.com](http://www.apicsacramento.com) before June 3<sup>rd</sup>.

## 2009-10 Board Nominees

**President: Pat McCarty** - Pat is a planner at Siemens Healthcare Diagnostics in West Sacramento. She has been involved in APICS since 2000, and has been an active board member for 6 years. This will be Pat's third term as President.

**Past President: Bill Lodholz** - Bill is the Information Technology Manager for Watts Water Technology in Woodland. Bill has been a member of APICS since 1987 and brings a wealth of knowledge and experience to the board.

**V.P. of Education: Herb Blake** - Herb is a Professor of Operations Management at Sacramento State University. Herb has been a very active member of APICS since joining in 1979.

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## Board Nominees, cont.

**Secretary: Andre' Alves** - Andre' is the Supply Chain Logistics Analyst at VSP. He has been a member of APICS for three years, had the opportunity to participate in the APICS Future Leadership program over the past year, and is very excited about having this opportunity to "give back" to the chapter.

**Treasurer: Kevin Moynihan** - Kevin is the Director of Inventory Management at TASQ Technology in Roseville. Kevin has been a member of APICS for approximately 10 years, and an active board member for 4 years.

**V.P. of Marketing: Chas Withrow** - Chas currently holds the position of Director, Management Consultant, with A T Kearney. Chas has been a member of APICS for two years. This will be his second year as an active Board Member.

**V. P. of Programming: Tim Kott** - Tim is the Purchasing Manager at Tesco Controls; he has been involved in APICS since 1989, and is also a member of ISM and The American Purchasing Society. Tim has been an active board member for 5 years.

**Director of Technology: Randy Beck** - Randy is the Senior Systems Engineer at PRIDE Industries. He has been involved with APICS since 1996 and has maintained the web site most of that time

**VP of Membership: Esther Odufuwa** - Esther is currently working at EDD, and has been a member of APICS for 4 years. She has been a Board Member in Sacramento for two years.

### Directors at Large:

**Beverly Paul** - Beverly is an Accountant analyst at Sutter Connect. She has been a member of APICS since 1989, and has devoted a great deal of that time actively supporting the Sacramento Chapter.

**Glen Lewis** - Glen is the Energy & Supply Chain Management Advisor, for California Institute of Food & Agricultural Research (CIFAR) Department of Food Science & Technology, College of Agricultural & Environmental Sciences. Glen has been a member of APICS for 20+ years, and his passion is the student chapter. He feels he can best give back to APICS through mentoring these young minds.

**Melanie Hoots** - Melanie is the regulatory compliance program manager in HP's Environmental Marketing and compliance team. She has been a member of APICS since 1990 and became involved with the Sacramento Chapter in 1993 as a board member as well as an instructor for the CPIM review classes.

## Networking Dinner

### District Meeting Networking Opportunity Saturday, June 13<sup>th</sup>

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](http://www.apicsacramento.com)



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.

The museum is located at 3200 Freedom Park Drive, McClellan, CA 95652.

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## 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 [kmoynih@tasg.com](mailto:kmoynih@tasg.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](mailto: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  
Eldorado 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

## APICS Sacramento Board Members

President	Pat McCarty, CPIM	916-374-3157	<a href="mailto:patricia.l.mccarty@siemens.com">patricia.l.mccarty@siemens.com</a>
Secretary	Andre Alves, CSCP		<a href="mailto:andre.alves@VSP.com">andre.alves@VSP.com</a>
VP Marketing	Ed Mercado, CPIM		<a href="mailto:edmercado@msn.com">edmercado@msn.com</a>
VP Education	Herbert Blake, CPIM, PhD	916-278-7106	<a href="mailto:blakeh@csus.edu">blakeh@csus.edu</a>
Treasurer	Beverly Paul, CPIM		<a href="mailto:bpaul@apicsacramento.com">bpaul@apicsacramento.com</a>
VP Programs	Tim Kott	916-395-8800 ext. 2713	<a href="mailto:tkott@tescocontrols.com">tkott@tescocontrols.com</a>
VP Membership	Esther Odufuwa	916-276-8535	<a href="mailto:t_estherelim@yahoo.com">t_estherelim@yahoo.com</a>
Director of Technology	Randy Beck	916-788-2412	<a href="mailto:rbeck@prideindustries.com">rbeck@prideindustries.com</a>
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Past President	Bill Lodholz, CPIM	530-666-2493	<a href="mailto:lodholz@watts.com">lodholz@watts.com</a>
Director at Large	Glen Lewis, CPIM, CSCP	530-752-7135	<a href="mailto:galewis@ucdavis.edu">galewis@ucdavis.edu</a>
Director at Large	Melanie Hoots, CPIM		<a href="mailto:Melanie.hoots@hp.com">Melanie.hoots@hp.com</a>

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



### Online CPIM Review Courses

Fox Valley Technical College  
[www.fvtc.edu/cpim](http://www.fvtc.edu/cpim)

- Interactive Learning
- Self-Paced
- Industry-experienced Instructors
- FVTC online delivery since 1994
- Customized delivery available
- Video on CD
- 95% pass rate

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


