

Calling All Members

The APICS Sacramento chapter has openings for dedicated people to help us keep the chapter active with relevant tours and presentations, networking opportunities and information.

We have a few specific areas that we'd like to fill. If you have a few hours a month that you can dedicate to the exploration of Operations Management, this is an excellent opportunity to extend your network and, at the same time, enhance your resume!

- In Marketing, we need someone interested in helping us find innovative ways to grow our membership base.
- A Vice President of Programs is needed to set up plant tours and educational speakers.
- The Company Coordinator is vital to keeping our member companies listing up to date with specific contacts and companies represented by our membership base.

If you are interested in leading any of these areas for APICS Sacramento, please contact our Chapter President, Andre Alves at andre.alves@vsp.com today.

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President's Message

APICS Sacramento chapter is a volunteer organization of professionals who seek ongoing education, innovation and networking opportunities to keep informed of trends and news in the local community. To that end, we need to hear from you!

If you are interested in a particular topic or industry, or are seeking information about a local company, please contact a Board Member and let us know so we can help you while also informing our membership at large. We want to know what trends you are seeing, which areas are posing challenges, and what innovations your companies and networks are considering.

Do you work for a company with an innovative supply chain process? Is there a particular manufacturing facility you'd like to see in action? Let us know and we can see about setting up a tour for the chapter.

One of the best ways to get the most out of your membership is to be involved in the chapter. We are currently seeking some volunteers to help with Board Member responsibilities (see the article on page 1 of this newsletter). Let us hear from you if you have a particular skill you'd like to volunteer for the chapter.

Reach out to any Board Member (see page 5) and let us know how you'd like to be involved, or what areas you'd like the chapter to explore.

We look forward to hearing from you,

Andre' Alves
Chapter President

Calendar

May 2011

- 3 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
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June 2011

- 7 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
-

July 2011

- 5 Board of Directors Meeting
- OPEN TO ALL -
Location: Panera at I80 and Truxel
-



Working Together

By Abe Eshkenazi, APICS CEO
CSCP, CPA, CAE

Consider the idea of wealth creation, which is defined early in the APICS Basics of Supply Chain Management courseware: "The primary goal of manufacturing is to create value for producers and customers. In this way, wealth is created for society as a whole ... Manufacturing is an important part of any society's economy. Producing the right goods and services efficiently is a major value-adding activity with positive impacts on aggregate wealth and standard of living." Notice the definition says "the right goods" and not "all goods."

It is tempting to oversimplify complex issues and decisions. The Smithsonian is trying to support American workers and American companies, and there is nothing wrong with that. However, as this story and APICS education programs point out, value is created for workers and the economy in many ways. We no longer live in a world where products are from one country, from sourcing through delivery. This raises the question of what "Made in America" really means.

The theme of the 2011 APICS International Conference & Expo is Achieving Sustainable Productivity: Meeting customer demand in an unpredictable world. The education program for APICS 2011 will focus on the complex issues that supply chain and operations management professionals face in today's economy. Registration opens in May. I encourage you to participate October 23-25 in Pittsburgh and join in the discussion of the challenges faced in an ever-changing world.

US Exports to China increasing

By DAVID BARBOZA
The New York Times Economix

SHANGHAI — America's huge trade deficit with China has raised concerns about American competitiveness and jobs moving overseas. But a new study offers a glimmer of hope to Americans: Last year, American exports to China soared 32 percent to a record \$91.9 billion. A study by a trade group called the U.S.- China Business Council says China is now the world's fastest-growing destination for American exports.

While United States exports to the rest of the world have grown 55 percent over the past decade, American exports to China have jumped 468 percent.

Most of those exports have come from California, Washington and Texas, which have shipped huge quantities of microchips, computer components and aircraft. But states that produce grain, chemicals and transportation equipment have also benefited.

The trend seems like good news for the White House. Last year, President Obama announced a new initiative that aims to double American exports by 2014. A major focus of that effort is China, now the world's second-largest importer behind the United States.

Don Brasher, who runs Global Trade Information Services, which is based in South Carolina, expects China to pass the United States next year to become the world's biggest importer. (For comparison's sake, in 2010, the United States imported about \$1.9 trillion worth of goods while China imported \$1.4 trillion worth.)

And while much of what China imports is used to make goods that are then re-exported, like the Apple iPhone, Mr. Brasher says a growing share of what China imports from the United States, including cotton and grain as well as aircraft and automobiles, is staying in China.

"You know all those BMW X5 S.U.V.'s that are in China? They're being imported from the U.S.," Mr. Brasher said in a telephone interview Thursday. "They're being made by a BMW factory in South Carolina."

But analysts say they don't expect the United States trade gap with China to shrink any time soon. Last year, China's trade surplus with the United States was between \$180 billion or \$250 billion, according to various calculations.

Still, the combination of a weakening American dollar and China's growing economic clout is likely to bode well for American exports. With China short of water and arable land, exports of crops to China jumped to \$13.8 billion last year.

China is hungry for other resources as well, like recyclable metals and paper. Just ask New York. Last year, the state's biggest export to China was "waste and scrap" — about \$1 billion worth, according to the U.S.-China Business Council.

Supply Chain in the Boardroom

By: Abe Eshkenazi
APICS CEO
CSCP, CPA, CAE

Again, we are seeing how supply chain is taking on a more strategic role in organizations around the world. Last week, "Global Supply Chain Repairs May Boost Investment Driving Growth" attracted my attention. Leading economists, according to the Bloomberg story published April 20, are pointing to supply chain investment as a major predictor of overall economic growth.

Joseph Carson, director of global economic research at AllianceBernstein, says company decision makers are seeking new ways to get their raw materials and goods to the right place and in the most cost-effective manner. Carson estimates these efforts will boost US spending to more than 8 percent this year, which is double the investment in 2010 and three times the rate of consumer demand.

According to Bloomberg author Simon Kennedy, the Japanese earthquake in March is the latest event prompting executives to reevaluate their supply chains. It comes after last year's volcanic eruption in Iceland caused flight disruptions and cancellations throughout Europe. Plus, continued unrest in the Middle East and North Africa is pushing increases in oil prices.

"The fallout from Japan exposes the flaws for companies' Just-in-Time inventory management, meaning they may start boosting stockpiles to protect themselves against future stocks, said David Hensley, director of global economic coordination at JPMorgan Chase & Co. in New York."

Carson's opinion differs from that of Hensley. He suggests that an overhaul of supply links could fuel stronger demand, boosting the world economy through investment.

APICS Live

APICS Extra Live: Advancing Your Supply Chain with Foreign-Trade

Presented by: Mark Hardison, CPIM, CSCP
Director of Supply Chain, Banner Pharmacaps

Also Presenting: Craig Pool, President
Foreign-Trade Zone Corporation

Date: June 15, 2011

Time: 1:00 p.m.–2:00 p.m. CT

Attend APICS Extra Live to gain deeper insight into the May/June APICS magazine article "In the Zone" from author Mark Hardison and Craig Pool, president of the Foreign-Trade Zone Corporation. In this APICS Extra Live, you will learn how to

- understand what tariffs are and how they contribute to supply chain costs
- operate a Foreign-Trade Zone (FTZ) in order to mitigate tariffs and other costs
- examine a sample cost/benefit analysis for starting up an FTZ
- benefit from real-world implementation lessons learned.

APICSacramento Board Members and Contact Details

President	Andre Alves, CSCP, PMP, SCOR-P	916-847-6180	andre.alves@vsp.com
Secretary	Pat McCarty, CPIM	916-374-3157	patricia.l.mccarty@siemens.com
Treasurer	Kevin Moynihan		kevin.moynihan@tasq.com
Director of Technology	Randy Beck	916-788-2412	rbeck@prideindustries.com
Past President	Bill Lodholz	530-666-2493	lodholz@wattsind.com
Director at Large	Charles Withrow CPIM		Cwithrowchicago@aol.com
Director at Large	Glen Lewis, CPIM, CSCP	530 405-3056	galewis@ucdavis.edu

APICS Society	http://www.apics.org	800-444-APIC
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Chapter Website/ E-Mail	http://www.apicsacramento.com	info@apicsacramento.com
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Chapter Mailing Address	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813
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Check Out APICS Career Opportunities Online

Are you seeking another job or career change? Don't forget to check out the APICSacramento Job Opportunities located at <http://www.apicsacramento.com>. A job opportunity can be discovered almost anywhere, so don't miss the chance to find one through your own local network. And whether you are in the market for a job or just want to keep your options open, you will also want to search the APICS Career Center for available jobs, or to post your resume... the perfect fit could be waiting for you! <http://www.apics.org/Resources/careercenter>.

APICSacramento 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 us. 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.

Aerojet Gencorp

Hwy 50 Aerojet Road
Rancho Cordova, CA 95742

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 Pharm.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

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

Tesco Controls, Inc

3434 52nd Ave
Sacramento, CA 95823

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