

Profession Development Meeting

The Payoff Potential of Supply Chain Management

Tuesday, June 19, 2001

Presenter: Mark Benskin

The typical company's traffic department and physical distribution management acknowledge that traffic and transportation managers cannot work in a vacuum independent of their colleagues in purchasing, materials management, and warehousing. The interaction of the various units in the business enterprise necessarily creates complex situations but at the same time offers many opportunities for efficiencies, cost savings and improved customer service.

The concept was broadened in the 1980's with the emergence of logistics management. Now comes supply chain management - a powerful business process that can lead to sustainable competitive advantage.

The best practice supply chain management companies enjoy a 45 percent total supply chain cost advantage over median competitors. Supply Chain Management encompasses all of those activities associated with moving goods from the raw-materials stage through to the end user.

This includes sourcing and procurement, production scheduling, order processing, inventory management, transportation, warehousing, and customer service.

The speaker will give several actual cases of supply chain solutions that Associated Global Systems has developed and implemented. Attendees with supply chain and transportation questions may bring up brief scenarios for the speaker to discuss improvement possibilities.

About The Speaker:

Mark Benskin has been with Associated Global Systems for the past six years as Vice President for Supply Chain Solutions. Prior to his current position, he spent 20 years as Pilot, in Sales and in Supply Chain Solutions with Federal Express. He has a B.S in Banking and Finance from the University of Tennessee and an M.A. in Statistics from Vanderbilt. He played football and baseball at UT where he quarterbacked the '71 Sugar Bowl win over Ohio State. He also played in the '72 Shire Bowl and one year for the Houston Oilers.

Mark began flying at age 12 and flew a crop duster over the family farm. He's been married 25 years and has 3 sons. His current interests are flying, snow skiing and golf.

Inside this Issue

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



RSVP by Friday, June 15, 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

I didn't think it would end like this. My employer's parent company is undergoing a strategic realignment that will re-position many of its products and services. This means new challenges and lots of hard work for our little division, and I'll be right in the middle of it all. As a result, I'll be stepping down as Chapter President this month.

The past year has been challenging and busy, but lots of fun. I've enjoyed working with the Board of Directors, representing the Chapter at Region 10 meetings, and serving you, the members. We've made progress on a number of fronts. We've had great attendance and some excellent speakers at our professional development meetings, including the meeting in Chico where 50 people turned out. We re-started our Company Coordinator program, and several members responded with active involvement. We conducted two fascinating plant tours, at Del Monte and Siemens. With help from California State University, Sacramento, we delivered public and in-house CPIM classes and have more scheduled. We also began offering the new Fundamentals product, and we laid the foundation for CPIM classes in Chico in the fall. We were also second-to-none in technology and communications, with a great looking electronic newsletter and website, and the use of E-vite for meeting announcements and reservations.

We also came up short in a number of areas. We did not grow our membership as planned, and we did not improve member retention. We did not grow our instructor base enough to meet all of the requests for education. We did not market APICS to area companies as planned, and we did not increase our penetration into the service sector. All of these initiatives are critical to the long-term health and viability of the Chapter.

I dislike leaving a job unfinished, but I have no choice at this point in my career, even though there is still a lot of work to be done to make our Chapter realize its full potential. I hope some of you will pitch in and make a contribution in the coming year. There are plenty of opportunities on the Board, as a Coordinator, or just as an individual contributor. You can make a difference.

Regards,
George Cusack



APICS Sacramento Calendar

June

- 5 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 19 Professional Development Meeting at Sudwerk Brewery & Grill. Marl Benskin presents: The Payoff Potential of Supply Chain Management.

July

Board of Directors Transition Meeting. Date and location to be announced.

No professional Development Meeting scheduled for July.

August

- 7 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 21 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker is Mr. Sunil, co-founder of Entomo. Topic to be announced.

September

- 4 Board of Directors Meeting at Lyons near I-5 & Richards Blvd.
- 18 Professional Development Meeting at Sudwerk Brewery & Grill. Mark Stone, VP F&B Operations, Arco Arena.. Topic to be announced.

Seminars

Lean Manufacturing: Become a World Class Manufacturer Offered by Manex & SMUD

In June, Manex begins a six-part seminar series on world-class manufacturing. At this introductory, hands-on seminar, you will experience how world-class manufacturing techniques could work at your facility. By reorganizing existing resources, you can reduce backlog, shorten lead-time, improve flow and achieve on-time delivery. Find out how to increase efficiency and boost productivity.

When: Wednesday, June 27, 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

Testimonials

Why are People Taking APICS Review Courses?

"I work in the inventory management group on-site and have, for the last 6 years. I know that the important parts of our jobs have changed and I wanted to learn the latest processes in the industry. Our group has had great feedback from past APICS class series." Anthony Mills

"...to gain knowledge that I can use to be more effective in my job...I have been able to utilize the examples in this first course as a tool to evaluate my team in cycle counting." Lourdes Reveles,

"To learn more about my job and hopefully move up in the ranks at my job." John Solano, ☐

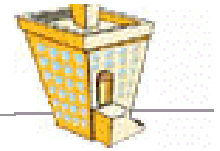
Certification Maintenance

Q. How do I reinstate my certification after it has been suspended?

A. To reinstate your certification status, you will be required to accumulate 75 CPIM or 100 CFPIM core points, plus an additional 15 CPIM or 20 CFPIM penalty points per year for every year that lapses past your certification maintenance deadline. If you do not meet these certification maintenance requirements within a 10-year period, you will be required to complete the full CPIM or CFPIM certification process. **(Note: The full 15 or 20 penalty points are assessed immediately upon suspension and every year thereafter on the date of your suspension.)**

Q. If my certification is suspended, will employers be informed of my certification status during a reference check?

A. Yes. Should you decide not to maintain your certification status or fail to meet the necessary requirements, employers who inquire will be informed that your certification status has been suspended.☐



CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward Materials Management Certificate from CSUS/RCE. Call Ken Times, CSUS/RCE at (916) 278-4559 timesk@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.☐

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
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
Spring 2002	Purchasing



Welcome to the Following New Members

Rose Guzman..... Bell Carter Olive Company
 Douglas Hutchison..... Union Pacific Railroad
 Donald Miller
 Kenneth Munson..... Atlantes
 Paul Sia..... Intel Corporation☐

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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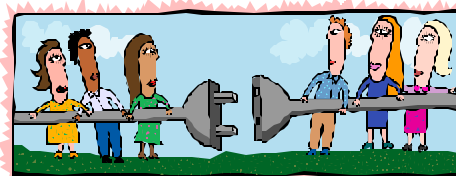
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We're on the Web!
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