

The Educational Society for Resource Management

APICSacram

This is the last issue of the APICSacramento newsletter to be sent via US Mail. Sign up at the chapter website to continue receiving yours via E-Mail.

"Messy Measures = Management Madness" Presented by Hank Barr, CPIM, C.P.M.



June 2003

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Thursday, June 17, 2003

Why do we measure the things we do? Are we trying to prove we are good managers? Do the things we measure actually prove that? Do those measurements have unintended consequences for ourselves or our businesses? At the June 17th professional development meeting we'll have fun examining some pretty common measurements and seeing what their consequences really are. We'll offer suggestions for the right measurements too. Meantime, be careful what you measure, 'cause you gonna get it !

About the Speaker: Hank Barr, CPIM, C.P.M., has nearly 30 years of a broad range of worldwide inventory and logistics management experience including accounting, budgeting, material requirements and logistics support planning, data processing and executive level assignments. He's managed local and worldwide inventories as diverse as aircraft and vehicle fleet maintenance parts, electronics and communications items, office supplies, fuels, and even nuclear weapons and their maintenance parts. He's also managed service contracts for operation and maintenance of communications and computer systems, bombing and strafing ranges, vehicle fleet maintenance and even Reserve Air Force Bases. He's taught Materials Management courses in the Air Force, at Boeing, for the Portland, Commencement Bay (Tacoma), and Seattle chapters of APICS, at North Seattle Community College, and is an advisor and occasional lecturer for the University of Washington's extension program in Purchasing Management. He is also the current Director of Education and President of the Commencement Bay chapter of APICS.

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RSVP by Friday, June 13, 2003

To RSVP for this dinner meeting, please call 916-650-8660 or email Ed Mercado at edmercado@msn.com and provide the attendee's name, company, telephone number, fax or email address.

5:30	Registration	\$20.00 per person includes dinner.
6:00	Dinner	
7:00	Announcements	
7:10	Presentation	

Presentation will be held at **El Torito's Mexican Restaurant at 1212 Howe Avenue near Hurley**. Please call them at 916-924-1000 for directions. Check our website www.apicsacramento.com for maps of the area. All times are approximate.

Message from the Board

APICSacramento Calendar



A recent study by a supply chain consulting firm found that companies have invested \$15 billion in supply chain technology in the past 3 years, and that a significant gap exists between the planned and actual return on investment (ROI). For the sake of this discussion, supply chain technology consists of software and hardware. Of the manufacturing and supply chain executives interviewed, which represented a cross-section of manufacturing and retail industries, only 20% reported a clear and measurable improvement in the supply chain.

The typical expectation of supply chain investments includes: improvements in the areas of cycle time; reduced inventories; improved forecasting and planning; enhanced flexibility; and overall responsiveness (across supply chain functions). Some of the causes of the ROI shortfall are stated to include: organizational challenges; long implementation times; and inadequate support of change management.

So if hardware and software solutions aren't the solution, then what is? What is the common denominator amongst the reason for the lackluster ROI companies are realizing? What was the missing link between implementation justifications and actual results? What will it take to make these investments prove their value and delivery top and bottom line results? The answer should clearly be: people – our firms' greatest assets. The right skills and competencies are critical success factors.

What competencies are needed to effectively manage the supply chain processes which lie on top of the structure and infrastructure of supply chain operations. May I suggest a few:

- Supply Chain planning and execution
- Project management / change management
- Partner alliance management
- Information Management

As the APICSacramento board has recently reviewed the list of PDM participant companies, it is encouraging to see such a large cross section of companies which represent multiple sizes and industries. It is these same participant companies that recognize the value of employee development and aren't satisfied with the status quo or subpar performance.

As a board, we will continue to strive to find the best mix of speaker talent and topics to enlighten the skills, best practices and competencies needed for strong and effective supply chain management.

As usual, we welcome and solicit your ideas, suggestions and passions.

*Terrell Thurston
Director At Large*

June 2003

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| 17 | Professional Development Meeting held at El Torito Restaurant at Howe & Hurley. Hank Barr to present "Messy Measures"; 5:30pm |
| 22 | Annual Chapter Board Strategic Meeting. Contact Melanie Hoots for more information; 9am |

July 2003

No Professional Development Meeting in July.
See you in August!

All E-Mail Distribution Starts in July

Please note that this is the last issue of the APICSacramento newsletter to be distributed via the US Postal Service. The newsletter will be sent out in Adobe Acrobat PDF format starting with the July issue. If you have received this issue via US Mail, it means we don't have your current email address!

Please use the chapter website (www.apicsacramento.com) and enter your email address so we can make sure you keep receiving the newsletter!

Donate Your Resource Management Books

Soon the rains will stop and the sun will start to shine brighter and longer. Time to go through your bookshelf and thin out your collection! Please join APICSacramento in donating resource management books to local libraries. In tough economic times like these, companies are hungry for ideas to streamline operations and reduce cost. Your donation could make a difference for a local company.

You may bring your books to either the April or May professional development meetings. If this is not convenient, contact karen.hess@hp.com to make other arrangements.

We are looking for certification reference books as well as great books on any resource management topic. Once these books are collected, they will be sorted and delivered to county libraries in Sacramento, Yolo, El Dorado and Placer; our primary service area. Folks in other neighboring counties can use the inter-library loan program to check out these books as needed from their local facilities.

Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification in 2003. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp>. If you would like a handy spreadsheet to calculate your points, send an email to karen.hess@hp.com and put "certification maintenance" in the subject. Don't delay! Once the deadline passes for you, you must earn additional points to regain your certification status.

APICSacramento Job Opportunities Notes

Are you seeking another job or career change? Don't forget to check out the APICSacramento Job Opportunities located at <http://www.apicsacramento.com>. You can also find national job opportunities by checking out the national APICS web site located at <http://www.apics.org>.

There are also many companies, consultants, and career counselors who can assist with items such as: resume writing, cover letters, interviewing skills, negotiating skills, as well as personal goals and objectives. Check out the yellow pages under Career or Vocational for this type of assistance.

Carol Thompson , VP Job Opportunities

APICSacramento Board is Set for 2003-2004

A vote was taken by all in attendance at the May Professional Development Meeting to approve the slate of Board of Directors submitted to the chapter. The following slate of officers was elected and will serve their term in their respective positions from July 2003 until June 2004. Congratulations and welcome to the new board for the coming year!

Melanie Hoots	President
Beverly Paul	Secretary—Treasurer
Curt Andrade	VP, Marketing
Bill Fuller	VP, Membership
Tanis Perez	VP, Education
Jeff Duvall	Co-Director, Education
Ed Mercado	Director of Programs
Randy Beck	Director of Technology
Gary Wilson	Newsletter Editor
Brenda Marsh	Company Coordinator Manager
George Cusack	Passport Manager
Bill Lodholz	Director At Large
Terrell Thruston	Director At Large
Glen Lewis	Director At Large
Geary Huss	Director At Large



Materials Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Lisa Sbragia at sbragial@csus.edu or (916) 278-4805 or visit www.cce.csus.edu and look for Business Operations under Courses & Programs. Each of the six Materials Management courses are offered twice each year. Please call (916) 278-4433 to register.

All courses are held at PRIDE Industries in Roseville on Mondays and Wednesdays from 6 – 9 p.m. Dates and times are subject to change. Please visit www.cce.csus.edu for up-to-the-moment course schedules.

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>. Remember to tell them you're a member of Sacramento APICS! ☺

CIRM Courses Available On-Line

On-line CIRM Courses are available at www.epiweb.net. Be sure to reference Sacramento APICS when registering.

Materials Management

Held at Pride Industries in Roseville on Mondays & Wednesdays 6pm—9pm (dates / times subject to change)

When	Class & Course Code	Course Code	Instructor
June 2—23, 2003	Purchasing	03RMM0081	Scott Hillis

Become "King of the Hill" in the Job Search Market

When you were a child, did you ever play a game called "king of the hill?" Usually there was a low hill or sand pile, just right for playing king of the hill. A dozen or so kids would rush to the hill to scramble and push their way to the top. The hill only allowed one person on top, they would be crowned 'King of the Hill'!

The competition of a job search is much like playing king of the hill. Instead of a hill, it's a job opening. But the rules of the game are about the same, one hill, lots of players and only one winner. Only now, the stakes are much higher.

In today's competitive job market, how does one become Job-Search King of the Hill. Here are some guidelines to help you become 'King of the Hill' in the job search marketplace.

Four essential job search skills are:

1) Effective resume and cover letter writing

Your cover letter and resume are your first contact with potential employers. Make the most of the opportunity by written communication that sets you apart from the crowd. A suggestion is to focus your resume on accomplishments rather than respon-

sibilities.

2) Uncovering job leads

Before your resume can do any good at all, you've got to find job leads. This is sometimes the trickiest part of the job search process because a good percentage of job opportunities are found in the hidden job market; job leads that aren't yet public knowledge.

Networking helps you uncover those job opportunities that are in the hidden job market

3) Interview preparation

Once your resume has passed the screener's desk and you're invited for an interview, keep your competitive edge with pre-interview preparation. There are many outstanding interview prep books out there, but my all-time favorite is 101 Answers to the Toughest Interview Questions by Ron Fry.

4) Salary negotiation

(Continued on page 5)

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 or JT Smith at (916) 359-2289. ☐

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*"Without changing our pattern of thought, we will be unable to solve the problems that were created by our current pattern of thought."
— Anonymous*

Check Out the APICS Career Center Online

(Continued from page 4)

You've made it through the interviews with flying colors and you've just received the phone call—they want you to extend an offer. Don't miss the opportunity to give yourself a nice raise. Go in prepared to negotiate for a better starting salary.

First, dollarize your worth. Demonstrate through quantifiable accomplishments that you are a high return on investment. Second, make sure you have the regional statistics for the salary range. The Occupational Outlook Handbook is a good source for that information. You can find them at <http://www.bls.gov/oco/>. Third, always let them be the first to state a salary or range.

All these items will earn you the position of "King of the Hill!"

— Deborah Walker, CCMC
Resume Writer ~ Career Coach
888-828-0814 or Deb@AlphaAdvantage.com
Call for FREE resume critique

Whether you are in the market for a job or just want to keep your options open, you'll 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/CareerCenter/careercenter_gateway.htm

And don't forget that APICS is a great place to network with the employees of the region's leading employers. Not only can you mix, mingle, and network but you also receive valuable professional development information. A job opportunity can be discovered anywhere, don't miss the chance to find one through your own local network

Carol Thompson
VP Job Opportunities

We're on the Web!

www.apicsacramento.com

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Lettershop services by
PRIDE Industries
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