



*The Association of Operations Management:
Advancing
Productivity,
Innovation, and
Competitive
Success*



PDM Dinner Meeting



–The New Face of Supply Chain Management – The Mindset and the Skills You Will Need to Survive

Tuesday, June 20, 2006

Our Speaker: James D. Reeds, CFPIM, CIRM, CPCM, C.P.M.

(See Bio on page 7)

Recent changes in the working environment of the modern Supply Chain Management Professional has been described as something akin to the Peter Sellers Character, Chance the Gardiner in the 1979 film, "Being There." Chance -- the long suffering servant to a rich master has lived a sheltered life within his master's estate for some forty years. Upon the death of his master, he finds himself on his own in an unfamiliar, modern-day urban setting. Bewildered and confused, Chance is amazed at the changes in his surroundings that have occurred during his dutiful service to his late master. He finds himself lost and slightly confused by it all.

Well, there may be a little exaggeration here – but not much. While you have been going about the daily work of your busy career in Supply Chain Management, the world has changed. There are many terms that are new and unfamiliar. The skill set that you have carefully built over the length of your career may no longer serve you so well. If you are thinking of a job change, you may discover that your experience alone is deemed "out of date" or even "irrelevant." Looking forward, What to do?

This presentation will offer a few prescriptions – or at least a new "compass" with which to navigate your way through the terrain of what some have termed, "The New Face of Supply Chain Management."



Agenda

- 5:30 Registration
- 6:00 Dinner & Networking
- 7:00 Membership Meeting
- 7:10 Presentation

Some of the points that will be presented:

- You and 'Chance the Gardiner'
- The parable of 'Davy's Bar' – Blessed Hindsight
- How Your World has Changed – Everything is Flat
- New Ways of Working and the Ghost of Freddy Taylor
- The 'Old Skills' you Should Polish
- The New Skills You Should Develop
- Education – The Key to Survival
- The CSCP Certification and Your Future
- Actions you can take Tomorrow

Location

Hungry Hunter Steakhouse, 450 Bercut Dr, Sacramento. 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. \$23.00 all attendees (includes dinner), \$5.00 for speaker only.

Volume 21 Issue 12

Inside this Issue

Calendar [2](#)

Website of Indrest [2](#)

APICS Year Wraps [2](#)

On-Line Courses (Weber State, CIRM and CPIM) [3](#)

Company Coordinators [4](#)

APICS Career Center [4](#)

Notable Quotes [4](#)

Certification Maintenance [5](#)

APICS Sacramento Job Opportunities Notes [5](#)

APICS - Society Headquarters Update [5](#)

2005-06 Board Members [6](#)

Ask APICS Industry Hotline [6](#)

Upcoming Webinar [6](#)

CSUS, RCC Information [7](#)

APICS CSCP June [7](#)

Speaker Bio [7](#)

New Industry Certification [8](#)

Awards of Excellence [9](#)

Earn Recognition from Your Peers [9](#)

Job Opportunities [9-11, 12](#)

PSA & MACS Return to Sacramento Region [10](#)

CSCP—class to be scheduled [12](#)

Website of Interest

The Supply Chain

<http://www.websitetoolbox.com/tool/mb/jlbyrnes>

This site is a discussion forum for individuals interested in supply chains.

APICS Year Wraps Up

Bill Lodholz

Our APICS year wraps up on June 30th and a new year will begin. I would like take time and thank our chapter Board of Directors.

The programs and events we brought you would not have been possible without them.

VP Education – Melanie Hoots
Asst VP Education – Herb Blake
VP Membership – Pat McCarty
VP Marketing – Ed Mercado
VP Programs – Tim Kott
Newsletter Editor – Alan Holst
Webmaster – Randy Beck
Director at Large – Brenda Marsh
Director at Large - Glen Lewis

These folks have put a lot into this chapter, and will continue to do so in the future. So give a pat on the back the next time you see them.

As I say the chapter's year ends on June 30th and we will not have a Professional Development Meeting in July. Your board, however, will be planning of the new chapter year during this period. We will see you again in August!

APICS Sacramento Calendar



June, 2006

TBA Board of Directors meeting

20 Professional Development Meeting.

21 Webinar: Improve Accounting with Activity-Based Costing
2:00 pm EST, Presented by Curtis Walker, President, GDC Total Business Solutions Level: Intermediate

July, 2006

TBA Board of Directors meeting

No Professional Development Meeting in July

For Sale!



APICS
Sacramento
Denim Shirts
\$25.00

Contact Melanie Hoots at melanie_hoots@hp.com to purchase.

Computer Based CPIM Exams

Computer based CPIM exams are offered by Promissor.

All of the info you will need to register for an APICS exam can be found at <http://www.promissor.com/>

- Select "Professional Certification Exams" under the "Find Test Information" section.
- Select the "APICS..." option.

Read the "Description of New Registration Process (pdf)".

It has all the info you should need including how to get dates, locations, cost, and registration process.

Weber State University On-line APICS Certification Courses

SU 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

CIRM is a comprehensive educational program designed to help you understand the power of collaboration among organizational resources such as product development, marketing/sales, human resources, finance, and operations. The CIRM program enables you to effectively interact with cross-functional departments for more strategic decision making, enhanced collaboration, and improved productivity

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

CPIM Courses Available On-Line

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment-both in terms of reducing costs and increasing customer loyalty.

Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

To register for your next CPIM exam, visit www.asisvcs.com/publications/html/faq_apics.asp or call Promissor Customer Care at 1-800-274-8399 or 610-617-5093.

APICS Sacramento 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 Bill Lodholz (530/666-2493) or email at lodholz@watts.com.

Aerojet

Joe Kammerer
(916) 355-3083
joe.kammerer@aerojet.com

Agilent Technologies

Chris J. Nelson
(916) 788-5629
chris_j_nelson@agilent.com

Ames Company

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

Apple Computer

Sandy Madruga
smadruga@apple.com

Applied Aerospace Structures Corp.

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

Artesyn Solutions

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

Baxter Planning Systems

Kris Anderson, CSCP
916-660-1540 x205
kanderson@bybaxter.com

Blue Rose Company

Brenda Marsh
(916)-261-3161
blurosecompany@sbcglobal.net

California State University Sacramento

Herb Blake
(916) 278-7106
blakeh@csus.edu

CV Logistics

Kevin Moynihan
kmoynihan@cvlogistics.com

CSUS

Linda McElroy
(916) 278-4297
lmcelroy@csus.edu

Dade Behring

Pat McCarty
Pat_McCarty@DadeBehring.com

Hubbert Booze

Industrial Engineering Consultant
hbooze@attbi.com

Hewlett Packard

Tom Leard
(916) 748-8308
tom_leard@hp.com

Motion Control Engineering

James Gines
(916) 463-9354 Direct Line
jamesg@mceinc.com

NEC

Bill Myers
(916) 786-3900 x 4666
Bill_Myers@necelam.com

Output Technology Solutions

John Sapp
(916) 939-5964
john_sapp@billing.com

Pasco Scientific

Michael Reeve
reeve@pasco.com

Sacramento Bee

Stephanie Reid
loverofchristxx@aol.com

Solectron

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

Varian

Chris Mathiot
(916) 632-3456 x373
chris.mathiot@varianinc.com

Notable Quotes

Face the fearful with no fear,
and its fearfulness disappears. -

Chinese proverb

Ideologies can survive hostility,
but not indifference. - Mason

Cooley

Free competition exists inside
shelters of law, custom, insur-
ance, political approval, and
carefully protected status. —

Mason Cooley

Check Out the APICS Career Center Online

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

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.

Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp>. If you would like a handy spreadsheet to calculate your point, go to our web site www.apicsacramento.com and scroll down to 'certification maintenance' 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.

APICS Webinars

Get Tangled in Our Web of Education

APICS is pleased to announce the latest development in training and education—APICS Webinars. Each APICS Webinar lasts approximately 60 minutes and features educational discussions, case studies, and a Q&A period. All you need is an Internet connection and telephone to participate. Invite your colleagues to join you. As an added benefit, you will receive a CD-ROM of the presentation after the event.

Upcoming APICS Webinars

View a list of upcoming APICS Webinars topics and dates. Go to <http://apics.webex.com> for quick and easy access to the latest information on future topics, dates, and presenters.

Registration Information

To register for an APICS Webinar, visit and select Enroll.

Archived Events

Were you unable to participate in an APICS Webinar? Each APICS Webinar is archived and available for \$139 per viewing. Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar. The archived APICS Webinar begins at time of purchase.

CPIM and CFPIM designees: Earn one professional development point toward Certification Maintenance by participating in an APICS Webinar.

APICSacramento Board Members

President	Bill Lodholz	530/666-2493	lodholz@watts.com
VP Education	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
Asst. VP Education	Herb Blake		blakeh@csus.edu
VP Membership	Pat McCarty	916/374-3157	Pat_McCarty@DadeBehring.com
VP Marketing	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology	Randy Beck	916/788-2412	rbeck@prideindustries.com
VP Programs	Tim Knott		tknott@tescocontrols.com
Newsletter Editor	Alan Holst	530/666-2493	Holstam@watts.com
Company Coordinator Manager	Joe Kammerer	916-355-3083	Joe.Kammerer@aerojet.com
Director at Large	Glen Lewis	209/342-1509	glen.lewis@delmonte.com
Director at Large	Brenda Marsh	916/447-8205	brcben@juno.com
Passport Manager	Open		
CSU Chico Faculty	Tom Wilder		twilder@csuchico.edu
CSUS Continuing Education	Carla Vincent	(916) 278-4524	vincent@csus.edu
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail:	916/650-8660	Chapter Website:	www.apicsacramento.com
Chapter mailing address:	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813		

Ask APICS Industry Hotline

When APICS members need reliable operations management information to help make business decisions, the Ask APICS Industry Hotline is available to assist with their research needs. The hotline is organized by APICS in conjunction with the Rochester Institute of Technology. Contact Ask APICS by phone at (585) 475-2098, by fax at (585) 475-5240, or by e-mail at apics@rit.edu. Hours of operation are Monday-Friday, 8:30 a.m. to 2:30 p.m. ET.

Upcoming APICS Webinars

Improve Accounting with Activity-Based Costing

June 21, 2006; 2:00 pm EST
Presented by Curtis Walker
President, GDC Total Business Solutions
Level: Intermediate

Supply Chain Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. All courses are held at CSUS Campus, Sacramento. Please contact ccebusiness@csus.edu or visit www.cce.csus.edu for up-to-the-moment course schedules.

Now is the time for you to start working towards your certification in Supply Chain Management. Each the seven Supply Chain Management courses are offered once each year. Complete the seven required classes and the certificate is yours! Please call (916)278-4433 to register.

*APICS members receive a 10% discount

Application Process Opens for APICS CSCP June Exam

APICS' newest certification, the APICS Certified Supply Chain Professional (CSCP) designation, offers supply chain and operations professionals the opportunity to distinguish themselves as supply chain leaders in their organizations. The next exam is June 17, 2006. Apply today <<http://www.apics.org/certification/CSCP/default.htm>> to become your organization's next APICS CSCP.

Speaker's Bio: Jim Reeds

Jim is the Director of Educational Development, eParagon, responsible for the design and development of online, Distance Learning programs in Supply Chain Management and Project Management. He is The Vice President of Programs and the 2006-2007 President elect for the ISM Silicon Valley Chapter. He is also the Director, Student Chapter Development and Student Paper Competition for APICS Region 10.

Jim has been a Project Director for the Supply Chain Management Institute, University of San Diego, San Diego, California. The program course and project design integrates a learning foundation of the Project Management Institute's Body of Knowledge (PMBOK).

Mr. Reeds has served in supply management leadership roles, as well as a Cross-functional Project Manager, responsible for purchasing for five manufacturing sites in North America. He has extensive experience as a consultant, specializing in World Class Supply Management, Contract Management, Manufacturing, Logistics and Operations Management.

He is a Research Associate at Henley Management College, Henley-on-Thames, Oxfordshire, England. His research area focuses upon Project-Centered Action Learning in a Distance Learning Environment.

Mr. Reeds holds a B.A. In Political Science (Southeast Asian Affairs) from the University of Bridgeport, and an M.S. in Procurement and Contract Management from Saint Mary's College of California in Moraga.

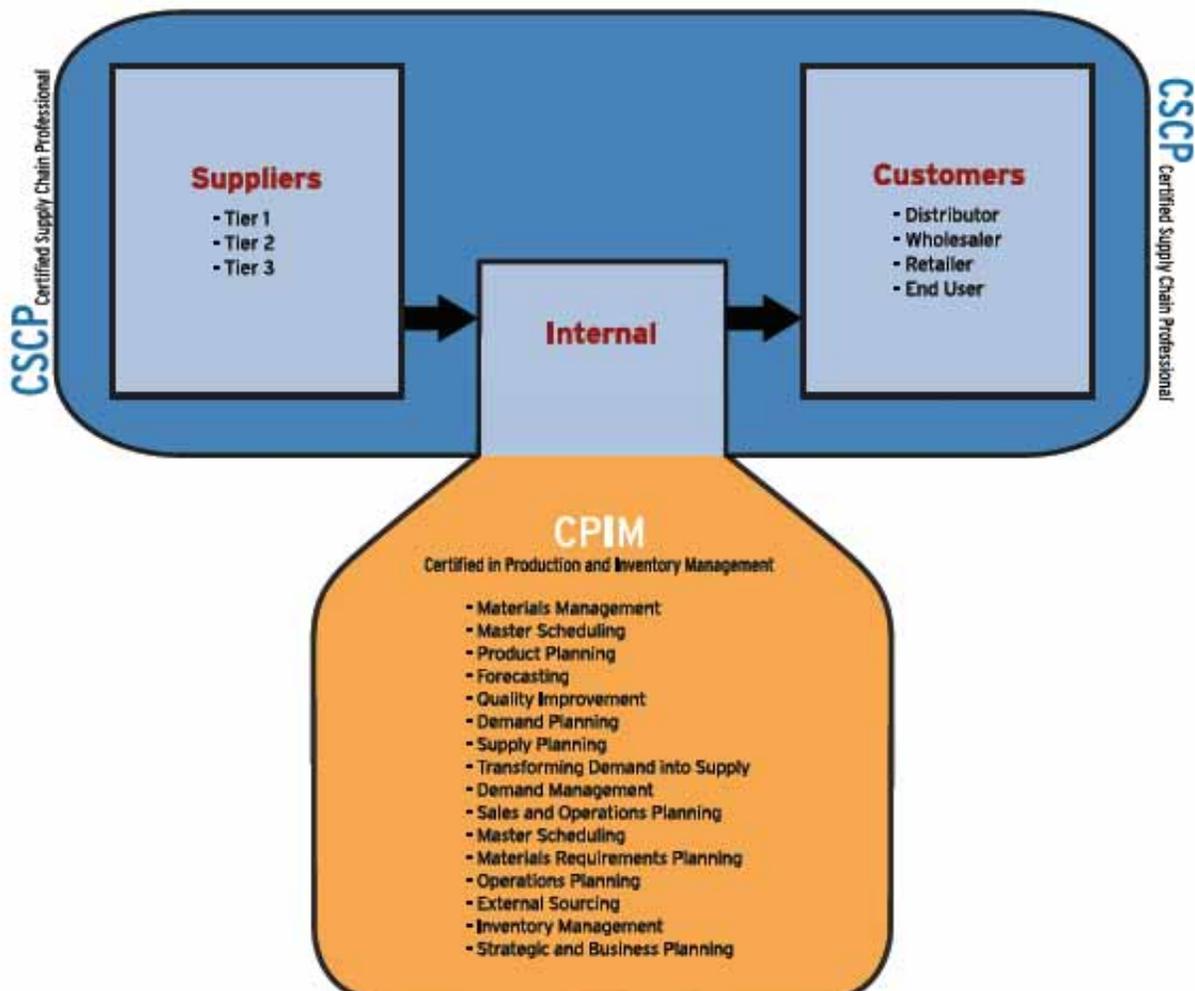
APICS Certifications Professional Advancement through Education

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management. APICS' certification programs are recognized worldwide as the standard of professional competence in production and inventory management and enterprise resources management. On March 8, 2005, APICS announced the expansion of its certification programs with the development of the new industry certification—APICS Certified Supply Chain Professional (CSCP) designation. With the addition of the CSCP designation, APICS enhances its validation of the disciplines within operations management, specifically production, inventory, and supply chain management, and the integration of operations within the enterprise.

The APICS Certified in Production and Inventory Management (CPIM) certification provides a common platform for individuals to evaluate their knowledge of production and inventory management. CPIM focuses primarily on manufacturing and provides an in-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation. Building on the depth of the CPIM knowledge, the CSCP certification will take a broader view, extending the CPIM knowledge outside a company's internal operations to encompass all the steps throughout the supply chain—from suppliers through the company to the end consumer—and how to effectively manage the integration of these activities to maximize a company's value chain.

Candidates in both the CPIM and CIRM programs should definitely continue to pursue their APICS certifications. The three certifications (CPIM, CIRM, and CSCP) are completely separate and distinct programs that concentrate on specific disciplines in the field of operations management.

CSCP/CPIM Educational Relationship



Job Opportunity: Corporate Director of Purchasing a Director of Transportation and Logistics and a Corporate Director of Materials.

East Bay. The following are brief descriptions of the opportunities:

Our clients are seeking supply chain, contracts and procurement professionals with experience in commodity management, supply chain and strategic sourcing. Candidates should have experience managing and directing procurement and sourcing activities in marketing, advertising, product management, facilities, office, printing, printing services, insurance, consulting and capital equipment.

Candidates should have above average communication and people skills, be motivated to accomplish company savings and manage and coordinate supplier relations. They should have skills and experience to comprehend and discuss complex technology with clients and vendors. The candidate should have above average skills in: negotiation, planning, organizing, analysis, problem determination and resolution. They should also have the ability to succeed in demanding situations, balance between business interests, accomplish results through third parties, and remain focused on given objectives. The successful candidate will possess knowledge and experience in developing and preparing RFP, be capable of leading and directing negotiating sessions in collaboration with key management team members and building a win-win relationship with suppliers.

REQUIRED QUALIFICATIONS:

5+ years sourcing / supplier management experience or related professional experience with an undergraduate degree. – Masters and C.P.M. designation highly desirable.

Compensation for the supply chain/commodity manager/strategic sourcing specialist will range between \$70,000 to \$90,000 per year, depending on experience, prior salary history and education.

BUYER – Long Term Temporary Position. The buyer should be highly motivated and be capable of working with little or no supervision. Candidates should have experience purchasing pipe, electrical products, PTO supplies, belting, pump and pump parts valves, couplings, bearings and MRO supplies. Candidates should be familiar with requesting quotations, developing and preparing RFP documents for larger dollar value transactions, be knowledgeable with negotiations and contract award. This position will allow candidates to telecommute from a home office and work in a Napa Valley location part time. The pay rate range for this position is \$30 to \$35 per hour, depending on experience, education and prior salary history. The start date for this position is the week of May 22, 2006. We estimate the contract will be open through December 31, 2006. No guarantee on the length of the assignment. PSA offers health benefits and a vacation and PTO policy to its temporary workers.

Please send resumes to dplute@procurementservices.com. Questions: contact Ernie Moore at 925-460-0397.

Earn Recognition from Your Peers

The prestigious APICS Corporate Awards of Excellence recognize organizations for significant contributions and performance excellence in the field of operations management. Put a spotlight on the achievements of your organization at the APICS International Conference and Exposition by entering in one of the three award categories:

- * The Education Award focuses on an organization's commitment to educational investment and productivity improvements based on the application of the APICS body of knowledge.
- * The Innovation Award recognizes the development of a new technique or product that has significantly advanced a company's productivity or profitability.
- * Technology Partnership affirms a partnership between a technology solutions provider and a corporate customer, where the product has increased a company's success.

For applications and information, visit the APICS Corporate Awards <<http://www.apics.org/About/Awards/Corporate/default>> Web site. Submissions must be postmarked by June 30, 2006.

Take Your CPIM to the Next Level

The Certified Fellow in Production and Inventory Management (CFPIM) designation is awarded to an elite group of professionals who share their knowledge with others through activities such as presenting, publishing, and teaching. Visit the CFPIM section of the APICS Web site <<http://www.apics.org/Certification/CFPIM>> to find out how you can give back to your industry.

Procurement Services Associates (PSA) & Material and Contract Services (MACS) Return to the Sacramento Region

Mr. Dan Plute, CEO and President of Procurement Services Associates (PSA) and Material and Contract Services announced that PSA will re-open a Sacramento Regional Office in June, 2006. PSA has been in operation since 1988 and is the only services company in Northern California dedicated to placing Procurement, Supply Chain, Materials Management and Contract professionals in the temporary and direct hire positions. The company's management teams have Manager level experience in the Supply Chain positions. The companies have offices in Pleasanton and Santa Ana, California, Phoenix, Arizona, and Chicago, Illinois.

The Sacramento regional office will include the services of Material and Contract Services (MACS). MACS was established in 2003 to provide management consulting services, an e-procurement system, cooperative purchasing programs and project support services to private industry companies and to public agencies.

Mr. Dan Plute has been the CEO/President of Procurement Services Associates since 1988. As CEO/President of PSA, Mr. Plute manages and directs the company's business lines to both domestic and international companies. Dan Plute has over 20 years experience in Contracts, Materials Management, Maintenance Materials, and Project Management in domestic and foreign industries.

Mr. Jeff Hickenbottom, Vice President of Operations for the Sacramento Regional Office, is also joining PSA to manage and direct the new PSA / MACS Sacramento Regional Office. Jeff Hickenbottom has over 20 years experience in Operations Management, Business Development, Project Management, and Organizational / Process Flow Problem Solving. His career includes consulting, process flow mapping, and concept research for medical equipment manufacturing organizations

According to Mr. Hickenbottom, "the business philosophy of both PSA and MACS will be to develop long term relationships with our clients, and to provide a balance between their requirements and their operational needs to obtained improvements. Each of our clients will have their

own set of requirements and needs. However, the bottom line task of PSA / MACS will be to strengthen the organization of each of our clients, to reduce operating cost, and to increase flexibility to their customers".

The business objective for PSA / MACS will be to provide their clients with:

***AN E-Procurement consortium,
Employment services firm, &
A Specialized contract project management resource***

PSA / MACS will provide:

- ***Professional Staffing (Full Time / Part Time / Temp)***
- ***In-Sourced, Out-Sourced, and Virtual Functionality capabilities***
- ***Organizational / Personal Development Business Development Strategies***
- ***Root – Cause Analysis***
- ***Continuous Process Improvement Programs***
- ***Indirect Spend Management***
- ***Spend Analysis***
- ***Cooperative Purchasing Programs***

The methods that PSA / MACS will use to provide these services will be to:

- 1. Meet and provide a needs analysis for the client***
- 2. Develop a Team with Professional Skills and Talents***
- 3. Implement the Client Based Specialized Program to solve complex business related problems***

Procurement Services Associates (PSA) or Material and Contract Services (MACS) can be reached at:

***Jeffrey Hickenbottom
916 712-7395***

***jhickenbottom@procurementservices.com
JHICKENBOTTOM@MACSERVICES.US***

Job Opportunity: SUPPLY PLANNING MANAGER

The Coca-Cola Company, Sacramento, CA

To apply:

http://www2.coca-cola.com/careers/search_jobs.html

Apply to Job ID# 7068

Position Overview:

Position is the primary interface between supply planning at the National level and the west region production facilities. Key aspects of position are providing supply planning data to applicable manufacturing locations, validating supply planning projections, ensuring the incorporation of the information into the production planning cycle and maintaining current regional capacity modules. Position investigates failures to adherence to plan and working with the production facilities to develop corrective actions as required, to ensure continuity of supply. Conducts and participates in supply planning meetings with production plants as well as S and OP meetings. Works with customer service and transportation to identify/validate cost effective redistribution strategies to ensure continuity of supply and service.

Position is responsible for working with appropriate facilities, monitoring, tracking, and developing corrective action plans to prevent or mitigate the impact of at-risk finished goods and material inventories. Strategies include prevention through production capacity adjustments and redistribution of product across the network. Develop corrective actions by coordinating efforts via the liquidation and donation network.

Key competencies for the position include driving execution, strong interpersonal skills, good presentation skills, the ability to influence, and exceptional analytical and communication skills.

Function Specific Activities:

Collaborate with New Products, Product Commercialization and Sales and Marketing teams by using standard communication tools (e.g., using product commercialization meetings, product update reports, field input) in order to increase forecast accuracy.

Enhance inventory control systems and procedures using updated technologies and best practices in order to effectively implement inventory planning, forecasting, replenishment and disposition processes.

Identify and recommend improvements to supply chain metrics and performance standards using research, supplier relationships, industry knowledge and best practices in order to secure benefits for the KO system, suppliers and/or the customer (e.g., cost savings, new technologies and innovations, operating efficiencies).

Coordinate suppliers, concentrate plant, production, RandD and product commercialization using technology (e.g., e-mails, fax, teleconferences) and key business contacts in order to execute new product launches.

Extract, analyze and report mainframe/system data in order to improve supply chain efficiencies using Company sponsored software (e.g., Showcase, DBS, SAP, JD Edwards, Excel, Access).

Analyze performance data in order to identify business plan variances using established systems and ad-hoc problem solving.

Develop analytical tools and reports (e.g., staffing models, rate models, procurement models, inventory models, stewardship models) in order to manage supply chain performance.

Analyze and recommend third party resource requirements in order to ensure appropriate supply chain coverage using various resource and demand models.

Provide forecast to Suppliers, Syrup Plants and Concentrate Plants using specialized software (e.g., operations planning software) in order to improve production planning and materials procurement. Communicate supply chain product and service developments (e.g., new products, improved services, vendor considerations) to management, customers and account teams to increase understanding and influence business strategies/decisions.

Education: Bachelor's Degree

Related Work Experience: At least 3 years

Core Competencies:

Drives Innovative Business Improvements: Develops new insights into solutions that result in organizational improvements; promotes a work environment that fosters creative thinking, innovation and rational risk-taking.

Balances Immediate and Long-Term Priorities: Seeks to meet critical objectives while considering the impact of those decisions and activities on the ability to achieve long-term goals.

Delivers Results: Focuses on the critical few objectives that add the most value and channels own and others' energy to consistently deliver results that meet or exceed expectations.

Imports and Exports Good Ideas: Relentlessly seeks, shares and adopts ideas and best practices in and outside the Company and embraces change introduced by others.

Develops and Inspires Others: Builds and maintains relationships that motivate, guide, and/or reinforce the performance of others toward goal accomplishments. Develops self and others to improve performance in current role and to prepare for future roles; seeks and provides feedback and coaching to enhance performance.

Lives the Values: Demonstrates the values of The Coca-Cola Company through words, actions, and by example; fosters an environment that reflects the values of the company.

Technical Skills:

Information Systems: Knowledge and use of existing KO Technical Information Systems (e.g., JDE, DBS, SAP, Intranet) to generate necessary data. Ability to access, analyze and utilize information in a manner that adds value to the organization. Ability to propose system enhancements based on business needs.

Inventory Management: Optimize inventory levels using statistical models to design min/max/reorder levels. Knowledge of asset management procedures, policies and information used to optimize inventory levels and/or fill rates (e.g., balance inventory levels against inventory carrying costs).

Supply Chain: Knowledge of elements that make up the supply chain and the interrelationship between these elements. Ability to manage and execute strategies across the supply chain to reduce costs and gain efficiencies in the completion of a quality finished good. Ability to analyze, balance, synchronize and synergize all internal and external resources and assets to ensure the progress and ultimate completion of a finished good.

Customer Focus: Making customers (external and internal) and their needs a primary focus of one's actions; developing and sustaining productive customer relationships; creating and executing plans and solutions in collaboration with the customer.

Business Planning: Knowledge of specific supply chain capabilities, strategies and interdependencies to perform short and long-term business planning. Ability to incorporate strengths, weaknesses, external opportunities and threats into business plan strategies and execution tasks.

Logistics Management: Ability to strategically align distribution processes to fulfill customer requirements (e.g., configuration of supply chain). Basic knowledge of supply chain integration, logistics network designs, transportation management and warehouse management best practices. Knowledge and understanding of INCO Terms. Ability to use supply chain knowledge to negotiate freight rates. Knowledge of geography for use in logistics and transportation decision-making.

Contingency Planning: Knowledge of information used to establish contingency plans for supply chain processes (e.g., cost, risk level, manufacturing and third party capabilities). Ability to develop contingency plans that meet performance requirements.

Job Opportunity: BUYER/PLANNER II

Ebara Technologies, Inc. is seeking a knowledgeable Buyer/Planner II to assist in a temporary assignment (approx. 6 months) at our Corporate Office in Sacramento, CA

KEY RESPONSIBILITIES:

- Planning and procurement of direct materials/components, capital equipment, expense supplies and services
- Coordinate planning and purchasing activities with MFG, ENG, R&D and Corporate Purchasing departments to source suppliers and drive a cost competitive supply chain
- Maintain ASK MANMAN system as required to facilitate accurate ERP purchasing system
- Negotiate price and delivery with suppliers and execute MRP directed actions
- Ensure timely performance of suppliers to meet needs of internal and external customers
- Represent the Purchasing organization in cross functional operations meetings and provide support to Global commodities team as necessary
- Manage standard material costs and material variation/cost reduction.
- Produce and report on key supplier and material metrics
- Responsible for continuing improvements in the ERP system processes to enable forecasting/planning integrations with Customers, Suppliers and Contract Manufacturer partners
- Ensure Inventory levels are maintained at planned levels
- Converge existing unique business processes into company wide business processes being rolled out.
- Monitoring delivery of goods from suppliers, expediting and prioritizing with suppliers to schedule backlog as necessary
- Identifying and leading opportunities for continuous improvement within the Planning and Scheduling function
- Resolving Receiving, Invoicing and MRB issues
- Perform hand's on scheduling and forecasting transactions
- Work with Corporate Purchasing to source new suppliers,
- Set up BOM's and routers, and generate detailed manufacturing and material plans.

QUALIFICATIONS:

- Bachelor's degree in Business Management, Operations Management, Materials Management, and CPM preferred
- Minimum of 5 years experience in low volume/high mix manufacturing environment.
- Thorough knowledge of supply chain management processes, direct experience in the planning and procurement of direct materials, capital equipment, expense supplies and services.
- Windows Office with emphasis on Excel spreadsheets required.
- Excellent written and verbal communication and negotiation skills.
- Ability to excel in a fast paced, rapidly changing business environment.
- Demonstrates deep understanding of business process integrations
- Strong business process knowledge on Forecasting and Planning processes
- Has experience in leading large projects with diverse teams across geographies
- Demonstrated very strong results on best practices with Inventory Management

About the company:

Ebara Technologies, Incorporated (ETI) founded in 1990, is an American subsidiary of the Precision Machinery Group of Ebara CORPORATION, a world-leading manufacturer of vacuum pumps and advanced technology products for clean environments. Before 1991, Ebara Technologies, Inc. operated as the vacuum division of EBARA International Corporation. Visit their website at www.ebaratech.com

If you are interested in applying for this position, please forward a copy of your resume to:
jobs@ebaratech.com

EBARA Technologies Inc. is an Equal Opportunity Employer

Certified Supply Chain Professional - class to be scheduled

Have you heard about Certified Supply Chain Professional (CSCP)? We're looking to schedule a class in the Sacramento area this August to prepare individuals for the Dec 2, 2006 test. We would like to hear if you are INTERESTED in enrolling. Please contact Melanie Hoots at melanie.hoots@hp.com by Friday, June 23 2006. (Note: No commitment required until June 30th. I am only gathering local interest at this time.) The CSCP body of knowledge is made up of the following four domains:

- 1)Supply Chain Management Fundamentals
- 2)Building Competitive Operations, Planning, and Logistics
- 3)Managing Customer and Supplier Relationships
- 4)Using Information Technology to Enable Supply Chain Management

Benefits of the CSCP Program

After earning your CSCP designation, you will:

- * Learn to boost productivity, collaboration, and innovation
- * Discover how to positively affect lead times, inventory, productivity, and bottom-line profitability
- * Understand how to manage the integration and coordination of activities to achieve reduced costs and increase efficiencies and customer service
- * Gain the knowledge to effectively and efficiently manage worldwide supply chain activities when you have suppliers, plants, distributors, and customers around the world

Estimated Costs:

Instructor-led Class Fee: \$1600/person

CSCP Test fee: \$550/person

Tentative Schedule: M-Th 8-5pm and F 8-12noon