

## PDM Dinner Meeting

**Wednesday, June 18, 2008**

### **Sales and Operations Planning: Tool or Weapon**

**Presented by: Mel Nelson, CFPIM, CIRM, CSCP**

Many companies have difficulty in establishing a valid game plan for sales, production, and inventory levels, and then tying them to day-to-day scheduling and execution. As a result, performance suffers: customer service is poor, production is inefficient, inventories are too high; or all of the above.

Sales & Operations Planning (S&OP) has emerged as an essential management tool in this age of global operations, supply chains that extend half a world away, and increasingly demanding customers. It's rightfully been called "top management's handle on the business."

You'll definitely enjoy Mel's lively, humorous and thought provoking style as he takes us on a tour of this essential process. Several of the questions for S&OP that Mel will address include:

- Who's responsible for it?
- What are the benefits?
- How long does it take?
- What is the role of management?

### Agenda

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

### Location

**Lionsgate Hotel & Cottage Suites**  
5640 Dudley Blvd.  
Sacramento, California, 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. \$30 per person for dinner and speaker.

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### **Speaker's Biography**

Mel Nelson is President of M.N. Nelson & Associates. He is an internationally recognized speaker on multi-industry subjects and is highly sought after as a speaker because of his lively, humorous and motivational speaking style.

Mel has over 30 years of direct manufacturing company experience working in a full spectrum of positions, from entry to Executive level. Mel received his degree from MSAC in Los Angeles. He is a member of NAPM (National Association of Purchasing Management), ASTD (American Society for Training and Development), and is certified as a Specialist in Industrial Management.

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## President's Message

Dear Members,

The end of our fiscal year is upon us, and we have some exciting changes to announce. First, elections for the incoming officers were held at the Professional Development meeting in May. A listing of the individuals serving on the Board is shown on page 6 of this newsletter. I would like to thank each of the new and re-elected Board members in advance for their time and energies. I am looking forward to working with each of you in the coming year.

Second, as our previous location has closed, we have a new venue for our PDM Dinner Meetings. Our next PDM Dinner Meeting will be held on Wednesday, June 18<sup>th</sup> at Lionsgate Hotel & Cottage Suites located at McClellan Park (see page 3 for driving directions). To kick-off this new location, we are excited to have Mel Nelson, Pacific Western District Director for APICS, speaking at the PDM. *Please note that this meeting will be held on a Wednesday night this month.*

There will not be a PDM meeting in July, as we will be working "behind the scenes" with the new Board to organize and begin anew in August. Although the new Board is now formed, there are still many opportunities to participate in the chapter. Please contact any Board member to let them know of your interest.

We will resume the regularly scheduled Professional Develop Meetings in August. As mentioned last month, Tim Kott has been busy planning new and exciting speakers with a broad array of topics. But, if any of you are interested in speaking at a PDM, I am sure Tim would love to hear from you!

Pat McCarty



## Calendar

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### June, 2008

- 1 Board of Directors Meeting  
- OPEN TO ALL -  
Location: Panera at I80 and Truxel
  
  - 18 Professional Development Meeting  
Speaker: Mel Nelson  
**- Please note date change -**
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### July, 2008

- No Board of Directors Meeting
  
  - No Professional Development Meeting
- 

### August, 2008

- 5 Board of Directors Meeting  
- OPEN TO ALL -  
Location: Panera at I80 and Truxel
  
- 19 Professional Development Meeting  
Speaker: Ed Mercado

## Driving Directions to PDM

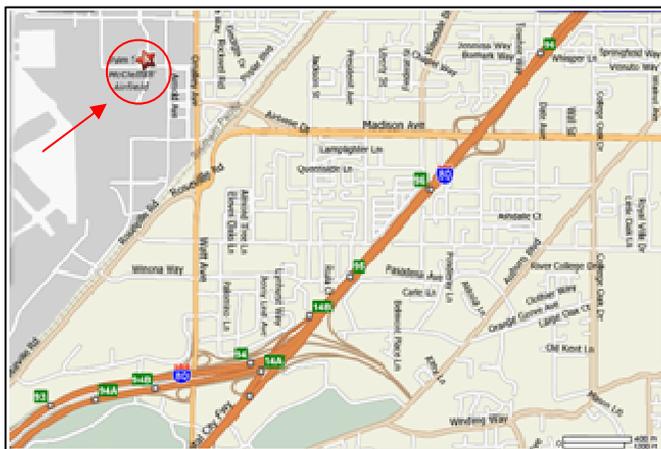
**Lionsgate Hotel & Cottage Suites  
Terrace Room at the Garden Pavilion**  
5640 Dudley Blvd.  
Sacramento, California, 95652

### From I-5: Southern Approach

Travel North through downtown Sacramento. Take the I-80 east Exit towards Reno. Exit on Madison Avenue and travel north. Veer right onto Airbase parkway and travel over the bridge. Make a right at the stoplight onto Watt Avenue. Turn left at the first light and travel through Palm Gate. Once through the gate, make a right onto Dudley Blvd. After passing James Way, the Garden Pavilion will be located on your right

### From I-80: Western Approach

Travel east on I-80 through West Sacramento towards Reno until reaching the Madison Avenue exit. Travel north then veer right onto Airbase parkway and travel over the bridge. Make a right at the stoplight onto Watt Avenue. Turn left at the first light and travel through Palm Gate. Once through the gate, make a right onto Dudley Blvd. After passing James Way, the Garden Pavilion will be located on your right.



To view this map online, copy the following URL in your browser: <http://www.mapquest.com/mq/4-bEe7>



## APICS Webinars

In the months ahead, APICS Webinars will feature presentations from the 2007 APICS International Conference & Expo that were most highly rated by the attendees.

If you missed these sessions at the conference, take advantage of the opportunity to participate now.

### Upcoming - Best of APICS 2007 Webinars are listed below:

#### [How to Optimize Inventory through Process Improvement](#)

June 6, 2008

2:00 - 3:00 p.m. ET

Alan L. Milliken, CFPIM, CIRM, CSCP

#### [S&OP: Who Does What by When?](#)

June 11, 2008

1:30 - 2:30 p.m. ET

John E. Boyer Jr., CFPIM

## Upcoming APICS Webinars

For more information, including the latest information on future topics, dates and presenters, go to <http://apics.webex.com>. To register for upcoming Webinars, select Enroll.

## Archived Events

Each APICS Webinar is archived and available for \$99 per viewing for APICS members or \$139 for non-members. To view an archived Webinar, visit <http://apics.webex.com> and select Recorded Events on the left navigation bar. The archived APICS Webinar begins at time of purchase.

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## Editorial

### **The Answer is “YES ! ”**

By Ed Mercado, CPIM, C.P.M.

VP Marketing

We receive a lot of questions from our customers about APICS and how it can meet their needs. Here are some FAQs that will hopefully reinforce or reinstate your perception of the real value of APICS to you and your firm.

**Are APICS chapter members and chapter customers from diverse industries and not only from manufacturing firms?** YES! APICS is now the Association for Operations Management. The member roll, sign-in sheets for professional development meetings and student rosters for review classes include diverse companies in manufacturing, food processing, wood products, healthcare, electronics, remanufacturing, consulting, distribution and logistics.

**Does the APICS chapter open its activities to non-members as well as members?** YES! Educational opportunities like seminars and workshops, the monthly professional development meeting, etc., are open to non-members as well as members. Members, of course, are afforded discounts and password access to a members-only section of the website [www.apics.org](http://www.apics.org), among many other benefits.

**Are there other chapter activities aside from the monthly professional development meeting (PDM)?** YES! Aside from the PDM, there are in-house classes at various companies, small business classes, continual networking, etc. You may contact any member of the board for any questions regarding APICS, career, education, etc. We all respond swiftly.

**Do the monthly professional development meeting topics cover other topics aside from technical subjects?** YES! The chapter always includes a couple of personal development (so-called soft) topics per year. We recognize that a professional's true effectiveness is governed by both technical knowledge and personal capabilities. including work-life balance, team leadership, career search, presentation skills, negotiation, project management and more.

**Aside from the speaker's topic, are there other benefits from attending the monthly professional development meeting?** YES! Equally important is the regular opportunity to interact with fellow practitioners in the field from different companies. We also have had joint

events with other professional societies like the American Society for Quality (ASQ), the Project Management Institute (PMI) and the Institute of Supply Management (formerly NAPM).

**Can a non-member undertake to attain CPIM?** YES! The CPIM exams are open to non-members as well as members. Members, though, get numerous discounts for review courses, the exams and other educational material.

**Is there a certification maintenance requirement after one attains CPIM?** YES! The continuing value of a professional certification entails ongoing contact with new developments in the field through attendance in PDM, various educational activities, teaching, chapter membership and volunteer work, publication and the like. The certification maintenance process requires CPIM holders to continually keep in touch with and contribute to developments in the field and apply for recertification every 5 years.

**Can the APICS Sacramento chapter use volunteers?** YES! The chapter always welcomes volunteer help from any member, anytime throughout the year. The chapter is run by an all-volunteer board. This is always a great opportunity for personal and professional development and networking.

**All members get the monthly APICS publication, “The Performance Advantage,” and the catalog of Educational Materials. These are fine but are there other sources for ideas to make businesses run better?** YES! Members get exclusive access to online articles, real-time solutions to real-life challenges, targeted electronic discussion lists, a new COPS (Communities of Practice) listserve that promotes exchange of ideas. We cannot overemphasize the great value of exchange of ideas and networking in our PDMs.

**Are there any more member benefits?** YES! Members are provided career placement services, savings averaging 20% on APICS bookstore materials, more discounts on educational events and the APICS International Conference, online access to the APICS dictionary, and more. The chapter website is continually updated with new information on classes, professional development meetings and career opportunities.

If you haven't checked our websites lately, this is a good opportunity to see what new things are happening. You may also contact any board member with questions. Aside from our board members, you may also contact anyone on the company coordinators list online and in our monthly chapter newsletter at [www.apicsacramento.com](http://www.apicsacramento.com)

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## International Conference

### **APICS International Conference & Expo September 14-16, 2008 Kansas City, Missouri USA**

This is the premier educational event for operations management professionals looking for cutting-edge solutions for the global supply chain, sustainable operations, forecasting, demand management, and more.

This year boasts a host of new educational opportunities designed to offer solutions for the hottest issues encountered every day by operations professionals around the globe.

This year's conference has an exciting line up of featured speakers. Darcy Winslow, Global Director of Women's Performance Footwear at Nike, will discuss the global supply chain and how strong relationships with athletes and consumers help build Nike's productivity and bottom line. Also featured is Blake Mycoskie, Chief Executive Officer at TOMS Shoes, who will discuss building a global business with an altruistic core. Also, John Replogle, Chief Executive Officer of Burt's Bees, will reveal how he maintained profits and productivity while incorporating sustainability into the company mission.

For more information, or to register for the conference, visit <http://www.apics.org>.

## Certification Maintenance

CPIM and CSCP designees must earn a total of 75 professional development points within 5 years of receiving their designation while CFPIIM designees must earn a total of 100 professional development points in the same span of time. To find out more, go to <http://www.apics.org/certification/maintenance>

If you would like a handy spreadsheet to calculate your points, go to our web site <http://www.apicsacramento.com> and scroll down to 'certification maintenance' and put "certification maintenance" in the subject.

### **Add the AST&L CTL to your APICS Certification**

APICS has formed a partnership with the American Society of Transportation and Logistics (AST&L). CSCP and CPIM/CFPIIM designees can now obtain the AST&L Certification in Transportation and Logistics through a special waiver.

Layering credentials is an excellent way to increase the value of your APICS certification. For more information on the AST&L CTL, download the program brochure found at: [http://www.astl.org/files/public/astlcertbrochure10\\_07.pdf](http://www.astl.org/files/public/astlcertbrochure10_07.pdf)

### **Special Announcement From APICS.org**

Discovered a new strategy to advance your company's productivity and improve its profitability? Share your success story. We're looking for process pioneers and corporate innovators who are setting new standards for excellence in operations management.

Submit your entry now for the 2008 APICS Corporate Awards of Excellence by going to: <http://www.apics.org/About/Awards/Corporate/default.htm>

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## APICSacramento Board Members

President	Pat McCarty, CPIM	916-374-3157	<a href="mailto:patricia.l.maccarty@siemens.com">patricia.l.maccarty@siemens.com</a>
Secretary	Andre Alves, CSCP		<a href="mailto:andre.alves@hughessupply.com">andre.alves@hughessupply.com</a>
VP Marketing	Ed Mercado, CPIM	209-727-5504 ext. 5159	<a href="mailto:ed.mercado@starbuildings.net">ed.mercado@starbuildings.net</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>
Newsletter Editor	Charles Withrow, CSCP		<a href="mailto:charles.withrow@atkearney.com">charles.withrow@atkearney.com</a>
VP Company Coordinator	Kevin Moynihan		<a href="mailto:kevin.moynihan@tasq.com">kevin.moynihan@tasq.com</a>
Past President	Bill Lodholz	530-666-2493	<a href="mailto:lodholz@wattsind.com">lodholz@wattsind.com</a>
Director at Large	Glen Lewis	530-752-7135	<a href="mailto:galewis@ucdavis.edu">galewis@ucdavis.edu</a>

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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		

## 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>.

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## APICS Sacramento Company Coordinators

Company Coordinators serve as the principle 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, email Kevin Moynihan at [kmoynihan@tasq.com](mailto:kmoynihan@tasq.com).

### **Aerojet**

Joe Kammerer  
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### **Agilent**

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### **Ames Company**

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### **Apple Computer**

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### **A.T. Kearney**

Charles Withrow  
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### **Baxter Planning Systems**

Kris Anderson  
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### **Blue Rose Company**

Brenda Marsh  
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### **California State University Sacramento**

Herb Blake  
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### **Hewlett Packard**

Tom Leard  
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### **Motion Control Engineering**

James Gines  
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### **NEC**

Bill Myers  
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### **Output Technology Solutions**

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### **Pasco Scientific**

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### **Siemens**

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### **TASQ Technology**

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### **Tesco Controls**

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### **Varian**

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### **Hubbert Booze**

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