

APICS Sacramento

The Educational Society for Resource Management

Issue 11 Volume 14

www.apicsacramento.com

June, 1999

"Establishing Successful Integrated Supply Chain Agreements"

Tuesday, June 15, 1999

Mr. Bill Nephew

Graybar Electric is one of the largest electrical and communications products distributors in the country and is very involved in integrated supply chain management. Graybar has one of the largest databases in the country for materials management and is one of the top 3 companies in dollar sales of integrated supply services. Some of their accounts include Texas Instruments, Inland Steel, and Exxon. Their national account manager, Bill Nephew, will join us to cover Integrated Supply benefits and challenges. He will share some first hand experiences in making integrated supply chain agreements successful.

ABOUT THE SPEAKER

Bill Nephew is the National Account Manager, Integrated Supply from Graybar Electric in Dallas, Texas. He has more than 25 years in sales with the company. He started his career in Indianapolis and has held various sales, marketing, and management positions at several Graybar offices. He was appointed to his most recent position in April 1997.

RSVP by Friday, June 11, 1999

To RSVP for this dinner meeting, please call (916) 650-8660 and provide the attendee's name, company and telephone number or fax/email this information to Brenda Marsh at fax (916) 448-5847 email: brcben@aol.com.

5:30	<i>Registration</i>	\$22.00	<i>Members</i>
6:00	<i>Dinner</i>	\$25.00	<i>Non-members</i>
7:00	<i>Membership meeting</i>	\$18.00	<i>Full-time students</i>
7:20	<i>Presentation</i>	\$5.00	<i>Speaker only</i>

Presentation will be held at the Hungry Hunter Restaurant on Bercut Ave., Sacramento.
Please call the Hungry Hunter at 916-441-2844 for directions.

President's Message

October seems a long way off but it will be here before we know it. This year's APICS International Conference will be held in New Orleans (Nawlins is the way the natives pronounce it) October 24-27. The theme is "Creating Sizzling Solutions". It's a great educational experience which will help you increase your competitive edge. The keynote speakers will be Dave Barry, author and columnist, Susan O'Malley, President of Washington Sports, Chuck Martin, pioneering e-commerce businessman, and Richard Teerlink, innovative leader who turned around Harley Davidson. There will be more than 160 educational sessions in supply chain management, inventory control, purchasing, logistics, customer service, forecasting and other functional areas. You can register now! Request the conference brochure (item # 04066) by calling APICS customer service at 800-444-APIC. Visit www.apics.org for session descriptions and online registration. Hope to see you there!

This is my last president's message and I would like to thank all the dedicated and hardworking board members and teachers who have worked so hard for the chapter this past five years. The chapter could not have flourished without their diligence. THANK YOU! THANK YOU! THANK YOU!

I wish to welcome our newest members; Richard Beckmann, Wen Ying Chen, Betty Millard and Vidhya Mohan. WELCOME!! I hope to see you all at our next meeting. If I or any of the board can be of assistance, please don't hesitate to call.

Beverly Paul, CPIM
President

ASI expands local test site

Assessment Systems Inc., APICS' new certification exam provider, recently expanded the availability at its test site in Sacramento from Saturdays to Thursday through Saturday.

As of May 1, they had almost immediate availability for test seats; meaning you can take a test the same week you call if you are ready.

You can call ASI at 800-274-8399 or you can register on line at www.asisvcs.com. Your 7-digit APICS member # is your ID #. If you've been a member for a while and have a 6-digit number, place a zero in the front.

APICS On-Line Education a Virtual Reality!

The CPIM certification program is coming to a computer near you! Weber State University, in partnership with APICS, has completed development of the seven exam preparation courses in the APICS Certified in Production and Inventory Management (CPIM) series for delivery through award-winning WSU On-line.

Production and inventory management professionals whose work schedules, travel schedules, or locations have not previously allowed them to participate in certification exam preparation courses can now do so from anywhere they have access to the Internet at anytime that is convenient to them -- on-demand delivery!

Each course developer/instructor is CPIM certified, has several years experience in industry, and has taught the related courses in the traditional setting for many years. Each course utilizes the APICS participant guidebook, dictionary, and other reference materials. You will interact with the instructor through e-mail discussions, games, tests (find out about webtester), case studies, and application of the concepts. All courses incorporate the new updated curriculum developed by APICS.

College credit is also available. Each of the courses provides two semester hours upper division credit. This makes payment through company tuition reimbursement programs possible for many participants. It also helps students incorporate CPIM certification into a Manufacturing Engineering, Logistics, Bachelor of Integrated Science (BIS) or other degree program. WSU On-line and other distance learning options are available for additional degree courses.

The courses are flexible and self-paced. You can start courses at the beginning of any month and you have three months to complete the course. For more information on WSU On-line, check out <http://wsuonline.weber.edu>. You'll learn all about getting around this new virtual campus! Visit the Continuing Education Center for detailed information on each of the APICS courses and to register on-line.

For more information, contact Michele Langhorst, VP Education, Certification-elect at 916/446-2610 or Karen Hess, President-elect at 916/785-8292

The Job Search

By Tony Winckowski, Executive Search Consultant

Part four in our series focuses on the most exciting part of the process- The Job Search. A good job search is an ongoing process whether or not you are working... let me explain:

For most people, a job search consists of buying the newspaper and looking at the want ads. While it is true that there are immediate pay-offs (job opportunities), there are still a tremendous amount of obstacles to overcome. Who has the resume you sent? Should you follow-up and if so, with whom? What is the hiring manager looking for? How many people replied to the ad? Why should they interview you over all the others? It is not uncommon to respond to many want ads and not hear a single reply.

Technology, a.k.a. "The Internet", has increased candidates chances of finding opportunities and even information about hiring companies. There are many success stories out there, especially for those who post their resume. Still, there are many downsides to blindly sending a resume and cover letter to: HR_Dept.@abc_Company.com. And don't think for a second that posting your resume on the Internet is confidential. In addition, companies are finding that it is still expensive to recruit via the Internet, and the projection for next year still has the recruitment dollars of most companies going towards the newspaper.

The best search is a multi-avenue approach, being very careful on the sending of resumes blindly. Should you use the newspaper and the Internet? Most definitely! But you should also:

Attend Job Fairs- Job fairs allow a face to be seen with the resume. They also allow you, the candidate, to find out more about the opportunities available, and who to contact. However, there is a right way & a wrong way to attend a job fair. If you are interested in more information please contact me.

Call Job Hotlines- Many larger organizations, as well as, city, state and federal government have phone recordings with all their available jobs. Good ones are frequently updated.

Read- Industry newspapers & magazines. In addition to job opportunities, they inform about trends and future opportunities in your area of expertise. Electronic magazines (E-zines) on the Internet are also very good sources.

Contact your College or University- Most schools have job boards, and many offer Lifetime Assistance when it comes to interviewing with companies that are

recruiting on campus. Find out whether or not there is an Alumni Associations Service. These can be great sources of opportunities.

Use A Recruiter- Many companies will only recruit for key positions through an outside recruiter. Find recruiters that focus in your area of expertise, and make sure you feel comfortable with them. A good relationship is a two-way street, so make sure your recruiter has your best interest in mind.

And, the saving the best for last... Network! Without a doubt, the best way to find a job is by networking. In fact, I feel so strongly about it, that next month's article will focus solely on the "Art of Networking" when it comes to your career. Until then, Have a great June!



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Tony Winckowski, Executive Search Consultant
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APICS Index Performance



Job Opportunities

BUYER

For international transportation company: follows established procedures, practices and policies to develop strategic sources, obtains quotations, examines bids, makes awards, places orders and timely follow-up. Coordinates planned receipts of materials through appropriate channels to ensure delivery. Exercises judgment and working knowledge of materials and sources of supply to make purchase at price consistent with quality and quantity. Manages the supplier base through ongoing approval process including the verification of technical and commercial qualifications. 3-5yrs. purchasing exp. Advanced negotiating skills. Also at Transportation Company- JR. BUYER- Same qualifications as Buyer with only 2 years experience. Fax or email resume 916/454-4199; purchasersgrodin@earthlink.net

BUYER

Sacramento based equipment manufacturing company needs temporary full-time Purchasing Agent to work long-term assignment for 1 year or more as needed. Must be able to develop and enact purchasing policies and procedures Will be responsible for obtaining quotations, examine bids, placing orders with timely follow-up. Must manage and expedite the timely delivery of critical parts or materials. Ability to set goals for measurable results, create cost-saving programs to increase throughput and lead-time. Exp. with international shipping procedures a plus. Five years exp. in equipment manufacturing or closely related field. Fax or email resume 916/454-4199; purchasersgrodin@earthlink.net

1999-2000 Board of Directors Elected at May Meeting

The new board of directors has been elected and will begin their terms July 1.

President	Karen Hess, CPIM, CIRM
VP Marketing	Melanie Hoots, CPIM
VP Education, Seminars	George Cusack, CPIM
VP Education, Cert.	Michele Langhorst
Secretary/Treasurer	Beverly Paul, CPIM
Director of Publicity	Adam Thomas, CPIM, CIRM
Director of Programs	Lee Miller
Director of Technology	Randy Beck
Director at Large	Glen Lewis
Director at Large	Bill Lodholz

CPIM Program Reconfigures for the Future

In keeping with the APICS mission to be a world-class leader in training and education, the society will be reconfiguring the Certified in Production and Inventory Management (CPIM) program to stay in tune with current, and future business practices. The changes are necessary to ensure that the CPIM courses, which do not have annual updates, coincides with the content of the CPIM exam content manual and questions that are updated regularly.

"Given the rapid changes in the business environment it is critical for APICS to maintain the viability of CPIM with an up-to-date program that meets market needs," said Martin Waigh, CPIM, CIRM, chairman of the curricula and certification (C&C) council.

The C&C council has outlined a program with the following goals and objectives to be achieved in the next three years:

Upgrade the existing CPIM program in 1998. In particular, the CPIM instructor guides and participant workbooks to correct any technical errors in the material. The upgrade also will include converting the instructor guides and participant workbooks to MS Word and overheads to PowerPoint. Develop a new structure for the CPIM program that allows flexibility. Flexibility will make it possible to add new material or revise existing material without necessarily calling for an additional learning module. Establish a process of ongoing improvement to keep instructor guides, participant workbooks and exam content up-to-date with the current body of knowledge.

For more information about the CPIM reconfiguration, contact Ray Ayoub, APICS senior manager, certification, at (800) 444-APICS (2742) or (703) 354-8851, ext. 2225.

APICSacramento Calendar

June

- 1 Board meeting at Lyons on I-5 & Richards Blvd.
15 Professional development meeting. Mr. Bill Nephew presents, "Establishing Successful Integrated Supply Chain Agreements".

July

- 6 Board meeting at Lyons on I-5 & Richards Blvd.
20 Professional development meeting. TBD.

August

- 3 Board meeting at Lyons on I-5 & Richards Blvd.
17 Professional development meeting. TBD.

CSUS Materials Management Certification Class Schedules

The 1999 Spring and Summer classes for the Certificate program are as follows:

- ◆ Just In Time – May 24 – June 21
- ◆ Systems & Technologies – July 7 – Aug. 2
- ◆ Purchasing – Aug. 16 – Sept. 13

For more information, please contact Jackie Branch at (916) 278-4433 ext. 115.

1999 Examination Schedules

Basics of Supply Chain Management:

- ◆ Aug. 21st – Oct. 2nd 1999
- ◆ Nov. 22nd – Dec. 30th 1999

All other CPIM modules are offered throughout the year.

CIRM exam schedules (excluding IEM) are:

- ◆ July 17th – Aug. 14th 1999
- ◆ Oct. 4th – Oct. 30th 1999

IEM schedule:

- ◆ Nov. 19th – Nov. 20th 1999

For test location, registration and other information, please contact Assessment Systems Inc. (ASI) at 800-274-8399.

Newsletter Editor: Adam Thomas CPIM, CIRM

Supply Chain Management Program

CSUS Regional and Continuing Education is planning to offer a Certificate Program in Supply Chain Management starting in Spring 2000. Supply Chain Management is one of the most important management concepts and tools adopted by private industry in the past few years. It focuses on integration and improvement of operations between organizations, not just within an organization, as a means to increase competitiveness of an organization.

The Certificate is designed to provide students with:

- An overview of the latest developments in supply chain management concepts.
- In-depth presentations in key areas of supply chain management, supply chain purchasing and strategic alliances, inventory management, logistics and distribution, process management and engineering, and E-Commerce.
- A survey of major supply chain management-related software systems through the Internet.
- A cumulating experience by applying the concepts and techniques through a work study project.

Students will be required to complete eight classes, each 20 hours long, for a total of 160 Continuing Education Units (CEUs). The courses are as follows:

- Introduction to Supply Chain Management. (Note: this is NOT the same as the Basics of Supply Chain Management in the current CPIM module)
- Survey of IT Software for Materials, Purchasing and Supply Chain Management (an on-line course)
- Inventory Management
- Logistics
- Process Management and Re-engineering
- Electronic Commerce (E-Commerce)
- Strategic Alliances
- Supply Chain Management Work Project

Students who have taken the Inventory Management class in the Materials Management Certificate Program may waive the Inventory Management class in this program. Students who have taken the Logistics class in the Purchasing Management Certificate Program may waive the logistics class in this program.

If you would like to be on the mailing list to receive information about this program, please call Jackie Branch at 278-4433 extension 115 or LeAnn Fong-Batkin at the same number, extension 152.

APICS Sacramento Board Members

PRESIDENT	Beverly Paul, CPIM	916/984-9554	
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CSU CHICO FACULTY LIASON	Raymond Boykin, Ph.D.	530/898-5895	
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CSUS RCE	Jackie Branch	916/278-4433 x115	

APICS SOCIETY: 800/444-APIC
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CHAPTER VOICE MAIL: 916/650-8660
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