

President's Message

“Cancelled due to lack of interest”

Last year, your Board of Directors actively sought to increase our Chapter's offerings to you, the members, and the business community at large. We held monthly Professional Development Meetings, several of which were well attended. The bad news was that many of the faces were the same each month.

We maintained our CPIM certification course offerings through CSUS/RCE, and we presented two small-scale classes at Sierra Community College. One of these was well attended and the other was not.

In conjunction with the California Manufacturing Technology Center, we planned a major, full-day seminar on a hot topic by a well-known consultant and speaker. We direct-mail advertised this event to the members of five area chapters as well as to CMTC's extensive business mailing list. Less than one week before the event date, we cancelled due to low advance enrollment.

As we begin the new Chapter year, we believe we understand the common denominator behind last year's mixed results. Our traditional channels of monthly newsletters, a website, and direct mail

campaigns play vital roles in giving notice and conveying information, but, by themselves, do not generate enough growing interest in our chapter. This is where you can play a role.

Your Board of Directors is committed to building a stronger chapter and creating more value for your membership dollars, but we need your help. We are trying to assemble a dedicated group of Company Coordinators who can help us recruit new APICS members, generate interest in our monthly Professional Development Meetings, market our educational offerings, provide input for new offerings, and enlighten senior management as to the individual and company benefits of life-long learning.

The Company Coordinator role is not a lot of work for one individual, but it can make a significant difference in the growth and success of our chapter. If you even think you might want to help, or if you want to know more about the role, please feel free to call Melanie Hoots at (916) 785-7751 or myself, George Cusack, at (916) 684-5200 x3224.

George Cusack, CPIM
President☼

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No July Profession Development Meeting

Reminder: No professional development meeting is scheduled for July. Next meeting is the August 15th plant tour of the Contadina Tomato Paste Plant in Woodland. More information will follow in August newsletter.☼

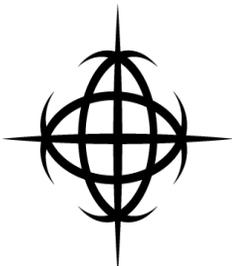


APICS International Conference and Exposition Introduces Emerging Trends Sessions

What are the hot resource management topics going to be in October 2000? You'll find out at the APICS International Conference and Exposition slated for October 22–25 in Orlando.

New technology has dramatically accelerated the rate of change in the resource management industry. In an effort to offer the latest in cutting-edge education, APICS has developed a new conference program—Emerging Trends Sessions. These educational sessions will be finalized shortly before the conference to provide detailed information on breaking news in resource management.

“We are striving to ensure that our members receive the most current, practical information available at our conference,” says Brian Zimmer, chair of the 2000 Conference Committee.



Visit the APICS Web site at www.apics.org to check for Emerging Trends Session

APICS

INTERNATIONAL CONFERENCE & EXPOSITION

DARE—DYNAMIC APICS RESOURCE EDUCATION

October 22–25, 2000 • Orlando, Florida



APICS Sacramento Calendar

July

- 9 Board of Directors strategic planning meeting 9:00 AM at Café Bernardo, 1563 Eureka Rd & Douglas Blvd in Roseville.
No professional development meeting scheduled this month.

August

- 8 Company Coordinator Meeting at Round Table Pizza, 3327 Watt Ave & Whitney (just south of I-80)
- 10 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 15 Plant Tour: Contadina Tomato Paste Plant, Woodland.

September

- 5 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 19 Professional development meeting. Robert Couch will present: “ERP Implementation at Apple.”

October

- 3 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 17 Professional development meeting. Jill Becker-Bossi will present: “e-Procurement Lessons Learned: Experiences from the Battlefield.”

Job Opportunities

Senior Executive, Business Process and IT – Materials

CLIENT

Founded in 1977 and based in the Silicon Valley, our client is a \$10 billion dollar provider of integrated solutions that span the entire product life cycle from pre-production planning and design, to manufacturing, distribution, and end-of-life product service and support for the world's leading electronic OEMs. The company has experienced rapid growth by offering their customers competitive outsourcing advantages such as access to advanced manufacturing technologies, shortened product time-to-market, reduced cost of production and more effective asset utilization.

POSITION OVERVIEW

Located in San Jose, CA this position will report directly to the Global Materials organization with a functional reporting relationship to the CIO. This position will have primary responsibility for developing the vision and strategy for aligning IT resources, tools and applications with the business needs of Global Materials. Additionally, the successful candidate will be responsible for developing the architecture, selecting the tools and providing the program management for work being done by the software group. Lastly, the successful candidate will be responsible for common toolsets and data integrity across the organization, ensuring that Global Materials is able to collect and disseminate a standardized set of information necessary to execute, track and measure business output.

QUALIFICATIONS

The successful candidate will have a minimum of 10 years IT experience, mostly in high-tech, fast paced manufacturing environments. This person must have a demonstrated ability to span the strategic requirements of this challenging position, while proving to be keenly effective in detailed planning, implementation and execution. A proven track record of developing and implementing IT strategies that lead to improved business results and a solid understanding of manufacturing practices, supply chain management and logistics is a must. The ideal candidate will have had exposure to e-commerce and have superior skills in consensus-building and change management. This position requires the successful candidate to have the upside potential to grow into a larger executive role in IT, manufacturing, or general management. A Bachelor's degree is required and an advanced degree preferred.

For more information, to make a recommendation, or for confidential consideration, please contact:

Stephen C. Peek

Baker Parker & Associates
Five Concourse Parkway
Suite 2440
Atlanta, Georgia 30328-5347
Fax: 770/804-1917
Speek@bpasearch.com

Fuel Manager, Tracy Biomass Facility

SUMMARY

This position exists to plan, procure, manage, and develop the fuel supply needs for the Tracy Biomass Facility and to manage and coordinate the consequent ash requirements of that facility. This job description outlines the current primary duties of this position, and is subject to modification as necessary to meet future needs of either Tracy Biomass or GWF Power Systems.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Purchase approximately 160,000 tons of fuel products for consumption in Tracy's wood fired boiler.
- Maintain competitive average fuel costs.
- Develop 20,000 tons of new agriculture credit fuel.
- Reduce cost of agriculture credit fuel.
- Develop sources of new urban fuel supply.
- Reduce urban fuel costs.
- Maintain and cultivate supplier relationships.
- Manage fuel inventory.
- Contract development/negotiations.
- Quality control of both fuel and ash.
- Review and approve vendor billings/payments.
- Coordinate deliveries/transportation.

QUALIFICATIONS

Must demonstrate creativity in acquisition problem solving. Able to work independently, exhibiting initiative and resourcefulness. Fit into existing culture as contributing team member. Proven responsiveness and flexibility to satisfy all customer needs.

EDUCATION and/or EXPERIENCE

Direct buyer experience or procurement background required. Industry experience with power plants or related heavy industry desired. Direct experience in contract negotiations and vendor interactions.

ANYONE INTERESTED CAN CONTACT

James E. Gleason
Manager, Human Resources
GWF Power Systems
4300 Railroad Avenue
Pittsburg, CA 94565
(925)431-1430
(925)431-0515 fax
jgleason@gwfpower.com



CPIM[®] Online CPIM Reconfiguration Tool

As you may already know, the CPIM certification program is undergoing a reconfiguration. What this reconfiguration means for the certification candidate is that the 7 modules are now realigned into just 5 modules. Some certification candidates may have already taken some of the modules while others have not.

APICS has developed a handy program that will allow certification candidates already in process to determine what modules they will have to take in order to obtain their certification under the reconfigured program. This is a downloadable program that in-process candidates can use to figure out the remaining modules needed to become Certified in Production and Inventory Management.

It's as easy as 1,2,3. Visit the downloadable mapping program at http://www.apics.org/Certification/tool_reconfiguration.htm to get a personalized response for planning your certification path. ☼

Certification Maintenance

Q. When can I begin earning points toward certification maintenance?

A. Following the August 1997 decision of the APICS Board of Directors to approve the certification maintenance program, those individuals certified before 1998 can begin accumulating points as of August 18, 1997. If you become certified after January 1, 1998, you may begin accumulating points once you pass your last certification exam or are notified that your CFPIM application is approved.

Q. Will I be notified if there are any changes to the certification maintenance program?

A. Yes. APICS will send all CPIM- and CFPIM-certified individuals annual updates about the certification maintenance program. It is therefore important that you inform APICS of any changes to your home or work address to ensure that you receive all current information regarding certification maintenance. Please use the Information Update form in your certification maintenance bulletin to submit a change of address, or contact APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851. ☼

APICS Gold Rush Chapter Plant Tour and Wine Tasting Event

Learn more about the winemaking business, tour one of the largest wine producing facilities in the country, and taste some great wine! Delicato Family Vineyards has been operating in the Central Valley for over 75 years, and offers a great group of people to show us around. So don't miss out on this great experience!!

Where: Delicato Family Vineyards
12001 South Highway 99
Manteca

When: Thursday, August 10

Time: Dinner served at 6:00PM.
(Boxed dinners available for

\$10.)

Tour starts @6:30PM

RSVP by August 7 to:

Donna Burlingame (209) 824-3421
dbuling@delicato.com

or
JoAnn Corle (209) 824-3445
jcorle@delicato.com ☼



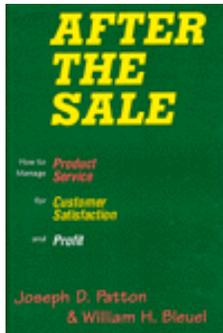
CSUS/RCE Materials Management Certification Class Schedule

The Summer and Fall 2000 semester classes for the Certificate program are being scheduled.

Classes are held at Hewlett Packard in Roseville on Mondays and Wednesdays from 6:00 to 8:30 PM. For additional information, please contact Jackie Branch at 916.278.4433 ext. 115 ☼

APICS Bookstore New Offerings

Up to 30% off through October 1, 2000.



After the Sale How to Manage Product Service for Customer Satisfaction and Profit

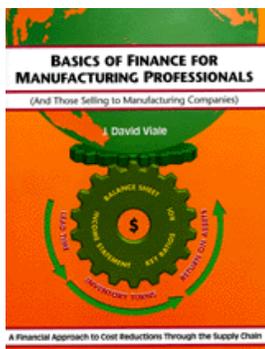
by Joseph D. Patton and William H. Bleuel

Built on the foundation of three editions of *Service Management: Principles and Practices*, this book addresses the most important part of the product service industry—following product industry. *After the Sale* is intended as a guide for those looking for ways to manage their product service business more efficiently and effectively. The authors' use of their own experiences in marketing, customer service, and retail helps translate management theory into practice. Valued by service managers and even used as a college text, *After the Sale* is a must for any contender in the product service industry.

406 pp. / 2000; Stock #03422

\$69.00 **nonmember** -- \$69.00 **APICS member**

(Retail price is \$89.00, save \$20.00)



Basics of Finance for Manufacturing Professionals

A Financial Approach to Cost Reductions through the Supply Chain

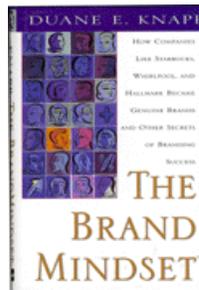
by J. David Viale

This hands-on workbook acts as an instructional primer for company finance. Complete with practice sheets, realistic examples, and sample presentations, this tidy little package will help you better understand the critical economic issues facing your corporation. Quick to read and easy to understand, this learning tool is a must for operations managers.

148 pp. / 2000; Stock #03793

\$18.95 **nonmember** -- \$18.95 **APICS member**

(Retail price is \$21.95, save \$3.00)



The Brand Mindset How Companies Like Starbucks, Whirlpool, and Hallmark Became Genuine Brands and Other Secrets of Building Success

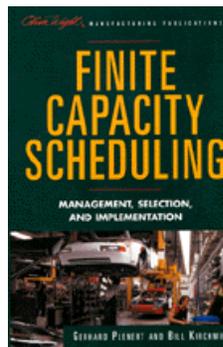
by Duane E. Knapp

In the mindset of today's fickle customer, there is much status and trust placed on a brand's name, quality, status, and lasting promise. This customer mindset is the very reason famed consultant and president of Brand Strategy, Inc., Duane Knapp, wrote *The Brand Mindset*. Through interviews and case studies of such companies as Starbucks, Hallmark, and Lexus, Knapp reveals the corporate mentality behind his unique five-step plan for brand-name status. Any organization—small or large—can achieve the brand mindset by following Knapp's prescription for becoming a "genuine brand."

277 pp. / 2000; Stock #03491

\$22.45 **nonmember** -- \$22.45 **APICS member**

(Retail is \$24.95, save \$2.50)



Finite Capacity Scheduling Management, Selection, and Implementation

by Gerhard Plenert and Bill Kirchner

This groundbreaking book is the first comprehensive guideline for selecting, implementing, and using FCS technologies to help maximize resource use, decrease inventory costs, increase inventory turnover, improve customer service, and significantly enhance organizational communication and coordination. A must-read for distribution and logistics managers, operations managers, and scheduling and planning professionals in all manufacturing industries who want to achieve world-class productivity.

251 pp. / 2000; Stock #03142

\$49.50 **nonmember** -- \$49.50 **APICS member**

(Retail is \$55.00, save \$5.50)☼

APICSacramento e-Mail List

Would you like to receive local chapter news updates, seminar and course announcements, and upcoming meeting highlights via e-mail? Stay informed with late breaking chapter news. Send an e-mail with your area of interest to: rbeck@apicsacramento.com and we will add you to our e-mail list. This list is confidential, and will be used only by the Board of Directors for chapter business. ☼



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