

Plant Tour

Del Monte Foods' Contadina Plant

Woodland

Tuesday, August 15, 2000 @ 5:30 PM

Contadina is a Del Monte Foods plant that was purchased from Nestle in 1997. Del Monte has three major US tomato operations (Woodland, CA; Hanford, CA and Plymouth, IN) as one of three major production categories (others are fruit and vegetable operations). Woodland is primarily a commodity tomato plant rather than a value added plant such as at Hanford and Plymouth.

Woodland's primary role is to supply tomato paste to Hanford and Plymouth to be used in production for ketchup, spaghetti sauce, pizza sauce, and other value-added tomato products. Some paste is exported to DMF Philippines in Mindanao for ketchup production (like banana ketchup for SE Asian market, etc.). With the advent of lycopene being identified as a cancer inhibitor, tomato product sales are beginning to increase as

the market has been in an oversupply condition for the past few years. Lycopene is only activated in thermo processed tomatoes and not in fresh tomatoes. The catalyst is heat during thermo processing where the lycopene is activated and released from the tomato cell wall structure (a mitosis thing).

General Plant Info:

40 acres of plant production and warehousing with 300 employees. Since it is a commodity plant, it is not as advanced in overall technology as is a value-added plant with laser and optical sorting, etc.

Produces ~2500 tons/day of tomato-based products of tomato-based products (paste, various flavored diced, whole peeled and stewed tomatoes) for retail and commercial markets.

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For reservations:

Leave a message at (916) 650-8660 or email edmercado@msn.com.

Directions from Sacramento:

- 1) I5 North to Woodland;
- 2) Take Main Street exit and head west on Main St.;
- 3) Go to Industrial Ave. (shopping center w/Kmart on south side of street & directly across from Industrial);
- 4) Take Industrial until it ends and turn left;
- 5) Go ~ 1/2 mile and DMF' plant will be on the left. Meet in the main office reception area.



President's Message

The newly reconfigured CSUS-RCE Materials Management Certificate Program classes kick off on September 26 at Hewlett-Packard in Roseville. Included in this program are the new CPIM classes. If you have been considering professional certification, now is the perfect time to start. The classes are priced at fire-sale levels, and you can finish in less than a year. So get registered, get smart, and get certified. Full schedules and details are included in this newsletter.

I want to thank all of you that answered the call for Company Coordinator volunteers. This program is essential to a healthy, active chapter. The position entails a small amount of work that can produce a big payback. I'm confident that each of you can and will make a difference.

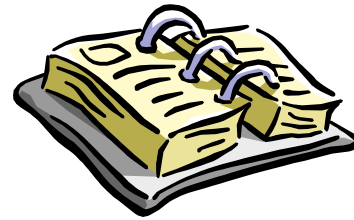
And now for my next plea for help: The Board is very interested in expanding and extending our educational offerings. Our goals include:

- Adding new locations for our CPIM classes.
- Offering the new Fundamentals courses.
- Scheduling more "basics" classes for small business owners.

We believe the demand for these exists, and we have alliances with educational institutions in place, but we currently do not have enough instructors to move forward on multiple programs. If you are a CPIM, or are certified and experienced in a particular area, and are interested in teaching, please contact us for more information. These are not volunteer opportunities. In addition to assisting others in their career development, you will become rich and famous – well, maybe compensated and respected.

I hope to see many of you at our BIG TOMATO TOUR in Woodland on the 15th.

George Cusack, CPIM
President



APICS Sacramento Calendar

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 at Sudwerk Brewery & Grill. Thomas L. (Tom) Flosi will present: "ERP Implementation at ALZA Corporation: Lessons and Results."

October

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

Professional Development Meeting Location Change

Starting in September, the monthly Professional Development Meetings will be held at Sudwerk Brewery & Grill. The address is 1375 Exposition Boulevard, Sacramento. ☀

**California Manufacturing Technology Center (CMTC) & SMUD
Are Offering the following Seminar:**

Become a Total Quality Organization

What: Learn how to stay ahead of your competition by offering better quality while retaining profit margins. Find out how to implement the quality techniques that will enable you to consistently deliver products that meet customers' standards.

Why: In the global economy, meeting customers' quality needs is the key to securing and retaining profitable customer relationships. A Total Quality system will improve your bottom line.

“CMTC helped us implement ISO 9000. Sales increased 60% and production went up 17%!”

Don Whitaker, Ceronix

At this seminar, learn how to:

- Develop a strategic plan for quality
- Implement process improvement
- Enhance customer satisfaction
- Reduce costs by improving quality

Speaker: David Vaughn, Manufacturing Specialist with CMTC, has more than 17 years in the quality management field. In addition, he teaches Quality Management at the University of Phoenix. Vaughn holds a MS in Quality Assurance, is a member of the American Society for Quality and is a Certified Quality Engineer, as well as a Certified Quality Auditor.

When: Wednesday, August 23, from 8:30 a.m. to noon

Where: Sacramento Municipal Utility District, 6301 S Street, Sacramento, CA

Cost: \$49 per person

Contact: SMUD Energy & Technology Center (916) 732-6738 CMTC, Roseville (916) 772-1006



The California Manufacturing Technology Center (CMTC) is a private, nonprofit consulting organization established to help smaller manufacturers become more productive and competitive. The consultants assist in the areas of quality systems, management and business, manufacturing operations and organization development. CMTC's greater Sacramento regional center is located at 151 N. Sunrise Blvd., Suite 1305, Roseville, CA. Phone (916) 772-1006. www.cmtc.com



CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward Materials Management Certificate from CSUS/RCE. Call LeAnn Fong-Batkin, CSUS/RCE at (916) 278-4433 ext. 115 for more information or visit their Web site at www.csus.edu/rce and follow their links Certificate Programs and Materials Management. Call (916) 278-4433 ext 0 to register. ☀

Materials Management Held at Hewlett Packard in Roseville	
When	Class & Course Code
9/14/00 6:00 PM	Information Session Free-- call 916.278.4433 ext 0 to register
9/26/00 - 10/26/00	Introduction to Materials Management 00FMM0011
10/30/00 - 11/27/00 (no class 11/22/00)	Master Planning of Resources 00FMM1001
1/17/01 - 2/14/01	Detailed Scheduling and Planning 01SMM1011
2/21/01 - 3/21/01	Execution and Control of Operations 01SMM1021
4/2/01 - 4/30/01	Strategic Management of Resources 01SMM1031
5/14/01 - 6/6/01	Purchasing 01RMM0081

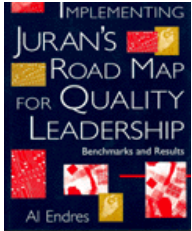
Supply Chain Management Held on the CSUS Campus	
When	Class & Course Code
9/13/00 6:00 PM	Information Session CSUS University Union Free-- call 916.278.4433 ext 0 to register
10/2/00 - 10/25/00	Introduction to Supply Chain Management 00FSC0011
10/30/00 - 11/29/00	Detailed Scheduling and Planning 00FSC0091
1/17/01 - 2/21/01	Logistics 01SSC0031
2/21/01 - 3/19/01	Process Management and Reengineering 01SSC0041
3/21/01 - 4/16/01	Survey of IT Software for Materials Purchasing, and Supply Chain Management 01SSC0051
4/23/01 - 5/16/01	Strategic Alliances 01SSC0071
5/21/01 - 6/18/01	E-Commerce 01RSC0061
6/25/01 - 7/23/01	Supply Chain Management Work Project 01RSC0081

Certification Maintenance

Q. Can I apply for certification maintenance as soon as I have earned the necessary points?

A. You cannot apply until you receive your certification maintenance application, which APICS automatically will mail to you one year before your five-year deadline. Once you receive your application and have fulfilled the point requirements, you have until the end of your certification anniversary month of that fifth year to submit your application, along with payment, to APICS. For individuals certified before, or in, 1998, who choose to apply for certification maintenance by 2003 (the first certification maintenance program deadline), APICS will begin accepting applications in January 2002. ☀

APICS Bookstore New Offerings



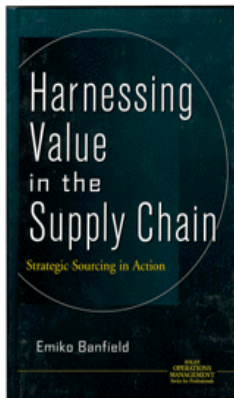
Implementing Juran's Road Map for Quality Leadership Benchmarks and Results by Al Endres

This text is a step-by-step road map for managers who want to introduce and sustain a successful quality initiative.

Endres guides readers through his five phases of implementation, which are based on papers, presentations, and topic tracks from the Juran Institute's annual IMPRO conference for quality practitioners. Employing numerous examples of applications and lessons learned from the successes (and failures) of leading organizations, this indispensable guide supplies the concepts, processes, and tools needed to achieve world-class quality performance in every business function and process.

218 pp. / 2000; Stock #03461

\$40.50 **nonmember** -- \$40.50 **APICS member**

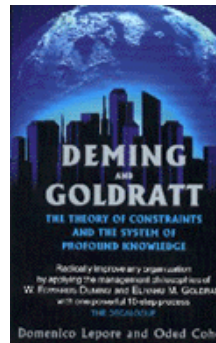


Harnessing Value in the Supply Chain Strategic Sourcing in Action by Emiko Banfield

This book is a step-by-step instruction manual for introducing and adapting the reader to strategic sourcing techniques by redefining the traditional approach to buying and using materials and services. Using illustrations, examples, and prototypes, a quick guide reference is provided for designing, initiating, executing, assessing, and maintaining a sourcing project. These methods are illustrated using the author's own company—Southern California Edison, the nation's second largest investor-owned electric utility company—which reduced its annual cost by \$150 million.

368 pp. / 1999; Stock #03496

\$45.35 **nonmember** -- \$45.35 **APICS member**



Deming and Goldratt The Theory of Constraints and the System of Profound Knowledge by Domenico Lepore and Oded Cohen

Your organization is just 10 days away from managing effectively, developing focused business strategies, and creating an atmosphere of continuous improvement. This compact

guide merges the management philosophies of W. Edwards Deming and Eliyahu M. Goldratt—two geniuses of modern management—into one cohesive process, the Decalogue. Their 10 steps of the Decalogue are the core of successful management.

170 pp. / 1999; Stock #03431

\$17.95 **nonmember** -- \$17.95 **APICS member**



Integral Logistics Management Planning and Control of Comprehensive Business Process by Paul Schonsleben

This book covers the management, implementation, and design of logistics systems and their planning and control. Schonsleben provides an integral analysis of the entire production process of logistics networks to the end user and back again. Included in his in-depth analysis are concepts of production to planning, control systems, and handling both classical and novel approaches to nonrepetitive production. Readers will gain a comprehensive understanding of logistics, and learn new methods of mixed manufacturing and computer support through logistics software.

792 pp. / 2000; Stock #03127

\$43.95 **nonmember** -- \$43.95 **APICS member**

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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