



August 2003

Volume 19 Issue 1

## “Welcome Message” Presented by Melanie Hoots, CPIM

Monday, August 11, 2003

Welcome to another new year at APICSacramento chapter. I'd like to take this moment to tell you about a few board member changes, our strategic direction for the upcoming year, and some potential new changes happening within APICS society. I look forward to hearing from you in the new year and seeing you at our August Professional Development Meeting (PDM).

### APICSacramento Board Changes

I am happy to announce that our board this year has two new members along with retaining twelve board members from last year. Our two new members are Gary Wilson and Jeff Duvall. Gary Wilson works at HP in Roseville and is our Newsletter Editor this year. In fact – this is the first newsletter! Job well done Gary and welcome aboard. Last year's Newsletter Editor, Bill Fuller, has moved to the VP of Membership board position. (Thank you Bill!) I welcome Bill to this position because I know he will help us put all the necessary processes in place to fulfill one of our strategic goals this year. Geary Huss, last year's VP of Membership, has moved to a Director at Large position due to personal matters requiring more of his time.

Our second new board member, Jeff Duvall, works at Intel in Folsom and is our new Assistant VP of Education. Jeff has already begun to help out with classes we will be holding for Intel this month. I'm glad to have you aboard Jeff! Our previous year's Assistant VP of Education, Karen Hess, has moved to Houston, Texas with HP's server manufacturing and solutions group. Karen has been a participant on this board for as long as I can remember – that's at least over 12 years! I will miss Karen but I know she is only an email away. One other change in our board includes Brenda Marsh moving from Director at Large to Company Coordinator Manager this year. (Thank You Brenda!!!) Last year's Company Coordinator Manager, JT Smith, needed to step down this year due to a family member's health. He's promised to keep in touch and we wish his family good health.

All other board members and positions are the same as last years: Melanie Hoots - President, Curt Andrade-VP of Marketing, Tanis Perez-VP of Education, Beverly Paul-Secretary/Treasurer, Ed Mercado-Director of Programs, Randy Beck-Director of Technology, Carol Thompson-Director of Job Opportunities, George Cusack-Passport Manager, and Terrell Thruston, Glen Lewis and Bill Lodholz – Director at Larges. You couldn't ask for a better board to work with. Thank you all for continuing on to this next year.

### RSVP by Friday, August 15, 2003

#### Effective Sponsorship—A Key Factor in Project Management

Presenter: Payson Hall is a consulting engineer and project management consultant from Catalysis Group, Inc.. He has been a featured speaker on topics of systems integration, project management and risk management (See page 4 for more info on topic for August PDM)

#### Agenda

5:30	Registration	<b>\$20.00</b>
6:00	Dinner	per person includes dinner. To RSVP for this dinner
7:00	Announcements	meeting,
7:10	Presentation	

Presentation will be held at **El Torito's Mexican Restaurant at 1212 Howe Avenue near Hurley**. 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.

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# Message from the Board

## APICSacramento Calendar



### APICSacramento Chapter Strategic Goals FY2003-2004

Listed below are the five goals the board will be focusing on this year. One of the tasks towards goal #1 is improving our membership retention through contacting expired or soon-to-be expired member of APICS. So don't be surprised if one of our board members calls you! Also, this year we will be having our Top Management Night Professional Development meeting in March which will go towards meeting goal #3. We're looking at having an Intel executive speak at the meeting along with other potential candidates. If you have any suggestions, please contact our Director of Programs or myself. Regardless, keep your eyes open to learn more about this Top Management night.

#### Strategic Goals for FY2003-2004

1. Increase membership base by 15%.
2. Increase Educational Offerings in the Sacramento area.
3. Increase member participation and involvement by 30%, as measured by sponsored events, such as PDMs, tours, classes, seminar registrations, and certification.
4. Sustain a positive cash flow.
5. Win APICS Platinum award.

If you have any ideas or suggestions on how to meet these goals or if you would like to help participate in any way towards helping us meet these goals, then please contact me. I'd love to talk with you.

Melanie Hoots, CPIM

### August 2003

- 19 Professional Development Meeting held at El Torito Restaurant at Howe & Hurley. Payson Hall will present "Effective Sponsorship—A Key Factor in Project Management"; 5:30pm

### September 2003

- 16 Professional Development Meeting held at El Torito Restaurant at Howe & Hurley! Speaker and topic to be announced.

### October 2003

- 21 Professional Development Meeting held at El Torito Restaurant at Howe & Hurley! Speaker and topic to be announced.

#### E-Mail Distribution of the Newsletter

Hello all, welcome to the wonderful world of High Tech. The newsletter will be sent out in Adobe Acrobat PDF format starting with this month's issue.

It is imperative that you keep your e-mail address current by visiting the chapter website ([www.apicsacramento.com](http://www.apicsacramento.com))

#### Donate Your Resource Management Books

Soon the rains will stop and the sun will start to shine brighter and longer. Time to go through your bookshelf and thin out your collection! Please join APICSacramento in donating resource management books to local libraries. In tough economic times like these, companies are hungry for ideas to streamline operations and reduce cost. Your donation could make a difference for a local company.

You may bring your books to either the April or May professional development meetings. If this is not convenient, contact [karen.hess@hp.com](mailto:karen.hess@hp.com) to make other arrangements.

We are looking for certification reference books as well as great books on any resource management topic. Once these books are collected, they will be sorted and delivered to county libraries in Sacramento, Yolo, El Dorado and Placer; our primary service area. Folks in other neighboring counties can use the inter-library loan program to check out these books as needed from their local facilities.

## Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification in 2003. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp>. If you would like a handy spreadsheet to calculate your points, send an email to [tanis.perez@hp.com](mailto:tanis.perez@hp.com) 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.

## 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.

*Carol Thompson , VP Job Opportunities*

## APICSacramento Board is Set for 2003-2004

A vote was taken buy all in attendance at the May Professional Development Meeting to approve the slate of Board of Directors submitted to the chapter. The following slate of officers were elected and will serve their term in their respective positions from July 2003 until June 2004. Congratulations and welcome to the new board for the coming year!

Melanie Hoots	President
Beverly Paul	Secretary—Treasurer
Curt Andrade	VP, Marketing
Bill Fuller	VP, Membership
Tanis Perez	VP, Education
Jeff Duvall	Co-Director, Education
Ed Mercado	Director of Programs
Randy Beck	Director of Technology
Gary Wilson	Newsletter Editor
Brenda Marsh	Company Coordinator Manager
George Cusack	Passport Manager
Bill Lodholz	Director At Large
Terrell Thruston	Director At Large
Glen Lewis	Director At Large
Geary Huss	Director At Large



**Materials Management Certification Program**

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Lisa Sbragia at [sbragial@csus.edu](mailto:sbragial@csus.edu) or (916) 278-4805 or visit [www.cce.csus.edu](http://www.cce.csus.edu) and look for Business Operations under Courses & Programs. Each of the six Materials Management courses are offered twice each year. Please call (916) 278-4433 to register.

All courses are held at CSUS Campus, Sacramento on Mondays and Wednesdays from 5:30—8:30 p.m. Dates and times are subject to change. Please visit [www.cce.csus.edu](http://www.cce.csus.edu) for up-to-the-moment course schedules. Call Tanis Perez for more information at 916/748-8194.

**Weber State University On-line APICS Certification Courses**

WSU 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**

On-line CIRM Courses are available at [www.epiweb.net](http://www.epiweb.net). Be sure to reference Sacramento APICS when registering.

**Materials Management**

Classes are offered through California State University Sacramento College of Continuing Education (CCE). To register please contact CCE Customer Service at (916) 278-4433 (*dates / times subject to change*)

When	Class & Course Code	Times	Cost
Sep 22—Oct 22, 2003	Basics of Supply Chain Management	Mon & Wed (5:30—8:30 PM)	\$529
Nov 4—Dec 4, 2003	Master Planning Scheduling	Mon & Wed (5:30—8:30 PM)	\$449
Feb 3—Mar 2, 2004	Detailed Scheduling and Planning	Mon & Wed (5:30—8:30 PM)	\$489
Apr 13—May 11, 2004	Execution and Control of Operations	Mon & Wed (5:30—8:30 PM)	\$489
May 20—Jun 17, 2004	Strategic Management of Resources	Mon & Wed (5:30—8:30 PM)	\$489

**"Effective Sponsorship—A Key Factor in Project Management"**

Most project management books and classes are silent on one of the most critical aspects of successful project management: Effective Sponsorship.

There are aspects of any project that are beyond the au-

thority and control of the project manager:

- Setting project priority within the organization
- Establishing budget and schedule targets
- Trade-offs among schedule, scope and resources

*(Continued on page 5)*

# APICSacramento 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 Melanie Hoots at (916) 785-1186 or JT Smith at (916) 359-2289. ☐

**Aerojet: Steve Reingold—(916) 355-2552**

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*"Quality in a product or service is not what the supplier puts in. It is what the customer gets out and is willing to pay for."*

*- Peter Drucker -*

*(Continued from page 4)*

- Deciding to cancel or substantially redefine a project
- Accepting, rejecting or deferring high impact changes,
- Determining which risks are and are not acceptable.

The project manager may influence these decisions, but the authority for them rests with the sponsor(s).

Effective sponsorship is vital, but good sponsors are hard to find. No one is born a good sponsor - the skills develop through experience and interaction with good project managers. This one-hour talk will explore the role of project sponsors and discuss ways project managers can better understand, support and guide sponsors so that both the project manager and sponsor are more effective and more successful.

## 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](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

*Carol Thompson  
VP Job Opportunities*

PO Box 13249  
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**We're on the Web!**

[www.apicsacramento.com](http://www.apicsacramento.com)

Edited by  
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August 2003 Issue

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