



*The Educational Society for
Resource Management*



PDM Dinner Meeting

---- REAL KAIZEN ----

Tuesday, August 17, 2004
Speaker: Mr. Fred Harriman
 (See Bio on page 3)

Kaizen means wanting to make something better, and being willing to change to do so. Real Kaizen is simple. It uses simple tools that anyone can learn and apply to ANY process. It was developed decades ago at Toyota to realize Just in Time availability of materials and products, and to eliminate defects.

Fred will introduce the basic tools of Kaizen: Takt Time, the Standard Work Sheet, the Cycle Time/Takt Time Bar Chart, the Standard Work Combination Sheet, the Kaizen Sheet, and the Kaizen Newspaper. Please check all academic degrees, certifications, black belts, and preconceptions at the door. They will not be required for Real Kaizen.

RSVP by Friday, August 13, 2004

Agenda

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

Location

Hungry Hunter Steakhouse, 450 Bercut Dr, Sacramento. . 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. \$23.00 all attendees (includes dinner), \$5.00 for speaker only.

Volume 19 Issue 11

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Message from the Board

APICS Sacramento Calendar



Welcome back from your summer!

The APICS Sacramento chapter is looking forward to having another successful year. I'd like to start the new year by introducing the new and returning board members:

NEW Board Members: I'd like to say "thank you" for joining our team this year. We look forward to having your new ideas and energy!

Assistant VP of Education – Herb Blake, CPIM

Although Herb has been active in APICS for years, he joins our board for the first time. In Herb's capacity as an Assistant Dean at CSUS, he will bring lots of knowledge in this area. Welcome Herb!

Newsletter Editor – Alan Holst

Alan's been involved with APICS over 5 years. And SWEARS he knows Johnny Dep! He works at Ames as a Support Services Manager and is looking forward to joining the board. We're glad to have you Alan!!!

Passport Manager – Laurie Kakutani, CPIM

Laurie has been involved with APICS since 1988, was certified in 1993, and attends lots of PDMs. Laurie works in HP IPG as a Business Planning Analyst. Laurie -Thank you for filling this position on such short notice!!!

(Continued on page 6)

August 2004

- 17 Professional Development Meeting. "Real Kaizen" presented by Fred Harriman
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

September 2004

- 14 Professional Development Meeting.
- 15 Demand Management Seminar at Holiday Inn Capital Plaza, 300 J Street, Sacramento, CA 95814. For more information and to register: seminar@transformanceadvisors.com
Telephone: 720-565-9549
- TBA Board of Directors meeting 6:00 PM at Lyons near Richards Blvd and I-5

Materials Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Jennifer Williams at jennifer.williams@csus.edu or (916) 278-4268 or visit www.cce.csus.edu and look for Business Operations under Courses & Programs. Each of the six Materials Management courses are offered once each year. Please call (916) 278-4433 to register.

All courses are held at CSUS Campus, Sacramento on Tuesdays and Thursdays. Dates and times are subject to change. Please visit www.cce.csus.edu for up-to-the-moment course schedules. Call Tanis Perez for more information at 916/748-8194.

PDM Dinner Meeting: Fred Harriman Bio

Fred Harriman has worked as a professional interpreter of Japanese since 1983 for many companies in Japan and North America. His clients include: YAMAHA, RYDER, HONDA, The Boeing Co., Pratt & Whitney, major law firms in the US, and many other organizations. In 1997, Fred began interpreting for KAIZEN workshops held at US manufacturing facilities. Over the years these workshops involved many diverse products: emergency medical treatment, razor blades, caskets, commercial airplane assembly, skid steer loaders, etc., the list is boundless in its variety.

The workshops Fred interprets for are lead by consultants (in fact, some have referred to them as "insultants") of the Shingijutsu Co., Ltd. of Japan, whose President and CEO Chihiro Nakao is well known to anyone who has read literature on Kaizen, the Toyota Production System, or so-called "lean manufacturing." For the last 2 years Fred has interpreted regularly for Mr. Nakao for most of his workshops here in North America.

Recently Mr. Nakao scolded Fred for not attempting to use what he has learned as a Kaizen interpreter to help introduce real Kaizen to more organizations in need of help. In response to Mr. Nakao's admonishment, Fred is now inviting anyone in the Sacramento area who is interested in Kaizen to form a study group and learn by practicing Kaizen in workshops to be held in local manufacturing operations. Find out more about Fred at his website: www.FredHarriman.com

For Sale!



APICS
Sacramento
Denim Shirts
\$25.00

Contact Melanie Hoots at melanie_hoots@hp.com to purchase.

Computer Based CPIM Exams

Computer based CPIM exams are offered by Promissor.

All of the info you will need to register for an APICS exam can be found at <http://www.promissor.com/>

- Select "Professional Certification Exams" under the "Find Test Information" section.
- Select the "APICS..." option.

Read the "Description of New Registration Process (pdf)".

It has all the info you should need including how to get dates, locations, cost, and registration process.

Weber State University On-line APICS Certification Courses

SU 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

CIRM is a comprehensive educational program designed to help you understand the power of collaboration among organizational resources such as product development, marketing/sales, human resources, finance, and operations. The CIRM program enables you to effectively interact with cross-functional departments for more strategic decision making, enhanced collaboration, and improved productivity

On-line CIRM Courses are available at www.epiweb.net. Be sure to reference Sacramento APICS when registering.

CPIM Courses Available On-Line

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment-both in terms of reducing costs and increasing customer loyalty.

Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

To register for your next CPIM exam, visit www.asisvcs.com/publications/html/faq_apics.asp or call Promissor Customer Care at 1-800-274-8399 or 610-617-5093.

APICS Sacramento 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
steven.reingold@aerojet.com

Agilent Technologies: Chris Olmstead—(916) 788-6246
chris_olmstead@agilent.com

Ames Company: Alan Holst—(530) 666-2493
holstam@wattsind.com

Apple Computer: Sandy Madruga
smadruga@apple.com

**Applied Aerospace Structures Corp.
Tom Samborski—(209) 983-3202**
tsamborski@aascworld.com

**Baxter Planning Systems: Norman Flores—
(916) 788-6254**
nflores@yahoo.com

CSU—Sacramento: Herb Blake—(916) 278-6722 and Linda McElroy (916) 278-4297
blakeh@csus.edu
lrmcelroy@csus.edu

Genentech: Vacant
Candrade@gene.com

Hewlett Packard: Tom Leard—(916) 748-8308
Tom_leard@hp.com

**Institute of World Class Management
Gerhard Plenert—(916) 536-9751**
Plenert@aol.com

**Motion Control Engineering: James Gines—
(916) 463-9354**
jamesg@mceinc.com

NEC: Gail Reinke
GReinke@el.nec.com

**Output Technology Solutions: John Sapp—
(916) 939-5964**
john_sapp@billing.com

Pasco Scientific: Michael Reeve
reeve@pasco.com

**Siemens Transportation Systems
Ron Hazard—(916) 681-3278**
Ron.Hazard@sts.siemens.com

Solectron : John Walsh—(916) 434-4869
johnwalsh@sac.slr.com

Varian: Chris Mathiot—(916) 632-3456 x373
chris.mathiot@varianinc.com

**Industrial Engineers: Hubbert Booze—
916-956-2746**
hbooze@attbi.com☀

Notable Quotes

We live in a time of such rapid change and growth of knowledge that only he who is in a fundamental sense a scholar—that is, a person who continues to learn and inquire—can hope to keep pace, let alone play the role of guide.

-Nathan M Pusey, President, Harvard-

Education is the ability to listen to almost anything without losing your temper or your self-confidence.

- Robert Frost -

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

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

Message From the Board: Interview Skills

(Continued from Page 2)

Returning Board Members: I'd like to say **'WELCOME BACK'** to my returning board members. Without these folks, I would be at a loss. They are the people who make this chapter so great. So thank you for returning!!!

VP Marketing - Bill Lodholz, CPIM: For the last few years, Bill has been a region board member and a Director at Large for our chapter. This year he is not participating on the region board and thus, wants to take a more active role on the board!

VP Education - Jeff Duvall, CPIM: Jeff was the Assistant VP of Education last year and has stepped up to the VP position. I appreciate his willingness – especially after just having a baby!

Secretary / Treasurer – Beverly Paul, CPIM: Beverly says she'll be part of the board until she retires. Thank goodness she's only 29 years old!!

VP of Programs - Ed Mercado: Ed does an awesome job of ensuring we have speakers for the PDMS. If you have a speaker or want a specific topic, contact Ed!

Director of Technology - Randy Beck: Randy continues as web master. He is the holder of our chapter secrets!

Company Coordinator Manager - Brenda Marsh: Brenda will be responsible for passing information to our company coordinators (co-co). If you are interested in becoming a co-co, contact her OR if you are ALREADY a co-co, make sure to ask Brenda about free pizza and beer!!

Director of Job Opportunities - Carol Thompson, CPIM: Carol returns to this position and helps maintain the web site job corner. If you have a job opening or are looking for a job, please contact Carol.

Director At Large – Glen Lewis, Bill Fuller: Glen returns for another year and continues to spread the APICS knowledge. A lot of his activities help us win the platinum passport award each year. Thank you Glen! Bill move from VP of Membership to a Director at Large position. Bill is trying to stay involved while also exploring new job opportunities. Thank you for doing the balancing act!

One Last Note: I have one board position that still needs to be filled – VP Membership. If anyone is interested in this position, please contact me! We need YOU!!! It's a very important role AND you could earn maintenance points!!

Call me today!

Melanie Hoots
APICS Sacramento Chapter President

APICSacramento Job Opportunities Notes



Are you seeking another job or career change? Don't forget to check out the APICS-Sacramento 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

Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp> If you would like a handy spreadsheet to calculate your point, send an email to 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.

APICS Webinars

Get Tangled in Our Web of Education

APICS is pleased to announce the latest development in training and education—APICS Webinars. Each APICS Webinar lasts approximately 60 minutes and features educational discussions, case studies, and a Q&A period. All you need is an Internet connection and telephone to participate. Invite your colleagues to join you. As an added benefit, you will receive a CD-ROM of the presentation after the event.

Upcoming APICS Webinars

View a list of upcoming APICS Webinars topics and dates. Go to <http://apics.webex.com> for quick and easy access to the latest information on future topics, dates, and presenters.

Registration Information

To register for an APICS Webinar, visit and select Enroll.

Archived Events

Were you unable to participate in an APICS Webinar? Each APICS Webinar is archived and available for \$99 per viewing. Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar. The archived APICS Webinar begins at time of purchase.

CPIM and CFPIM designees: Earn one professional development point toward Certification Maintenance by participating in an APICS Webinar.

The Educational Society for
Resource Management
PO Box 13249
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President	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
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Chapter Voice Mail:	916/650-8660	Chapter Website:	www.apicsacramento.com
Chapter mailing address:	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813		

International Conference

Going to the International Conference this fall? Live in California?? If yes, then you are eligible to get an additional \$50 off! It's cheaper than the early bird special!

Just go to the below url to learn more:

<http://www.apics.org/conference/california/CARegistration.pdf>

Please note, you can't register online for it though. You must fax in.

The APICS Sacramento Chapter Presents

Demand Management

The Seminar on Best Practices

September 15, 2004 – Sacramento, CA

This intense 1-day seminar will allow you to:

1. Learn the best practices in place at leading companies
2. Debate the applicability of these practices to your organization
3. Apply what you learn using targeted exercises that allow you to begin addressing your requirements

\$235 per person*

***4 or more = \$195 per person!**

Registration & payment is due by 8/31/04

Best Practices to be Explored

- ✓ Consensus/Collaboration
- ✓ Sales & Operations Planning
- ✓ Leveraging Technology
- ✓ Managing Imbalances

Location

**Holiday Inn Capital Plaza
300 J Street
Sacramento, CA 95814**

Two supply chain management experts will team up to provide a robust environment for you to learn, debate, and apply the material.

Mike Loughrin, CFPIM, CIRM has led demand management reengineering programs for Compaq Computer and Alpine Electronics and has also directed an end-to-end supply chain transformation for Sweetheart Cup Company. He is an APICS Instructor, President of the APICS Northern Colorado Chapter, and a Partner with Transformance Advisors .

Tim Wilson, CPIM, CIRM, CMA has extensive experience in supply chain management, manufacturing, distribution, & financial management for firms such as Baxter Healthcare, Chrysler, and Dynapar. He is an APICS Instructor, President-Elect of the APICS Chicago Chapter, and a Senior Advisor/Instructor with Transformance Advisors.

The seminar format coupled with the extremely qualified instructors will provide an exciting and highly effective environment for learning this valuable material.

This is a fantastic opportunity to network with other professionals and discuss your supply chain challenges.

For more information or to register:

Email: seminar@transformanceadvisors.com

Telephone: 720-565-9549

Visit: www.apicsacramento.com or www.transformanceadvisors.com

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Debate
Apply**

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