



*The Association of Operations Management:  
Advancing  
Productivity,  
Innovation, and  
Competitive  
Success*



## PDM Dinner Meeting



### — Purchasing Without Inventory – At Least Not Our Inventory —

Tuesday, August 16, 2005

Our Speaker: William K. Lodholz (See Bio on page 7)  
Ames Company, Inc., A Division of Watts Industries

Points to be covered:

- I. Introduction to Purchasing Without Inventory
  - a. Why it is important to reduce inventory and expenses
  - b. Funding constraints of inventory and expenses reduction programs
- II. Two major types of Inventory.
  - a. Traditional accounting classification of inventory.
  - b. Supplies.
- III. Consignment Inventory.
  - a. Working with the vendor.
  - b. Proving the process works.
  - c. Shortcut.
- IV. Third party managed inventory.
  - a. What types of inventory to consider
  - b. Vendor responsibilities.
  - c. Different types of third party inventories.
- V. New technologies for managing inventory.
  - a. Vending machines.
  - b. New management tools.
- VI. Tying it all together.
  - a. Mixing techniques to minimize inventory.
  - b. Practical examples.

Volume 21 Issue 1

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**RSVP by Friday, August 12, 2005**

| <u>Agenda</u>            | <u>Location</u>   |
|--------------------------|---|
| 5:30 Registration        | <p><u>Hungry Hunter Steakhouse</u>, 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.</p> |
| 6:00 Dinner & Networking |   |
| 7:00 Membership Meeting  |   |
| 7:10 Presentation:       |   |

## Message from the President: Happy New APICS Year

Bill Lodholz

Well Happy New Year everyone! Wait isn't it the middle of summer? I have noticed the heat, but as far as our chapter is concerned, the New Year started on July 1st. With the start of the New Year, a new chapter board of directors has begun work. I'd like to take this opportunity to introduce the new board to you.

I'm Bill Lodholz and I'm the Chapter President for the upcoming year. I've been involved in APICS for over 15 years and served as Chapter President back in the last century. More recently I've been on the APICS Region 10 staff.

Melanie Hoots, our President for the past couple of years is still with us and will be our VP of Education. Many of you who have taken the APICS course at Sac State have had Melanie as an instructor.

Education is the main undertaking of this or any APICS chapter so assisting Melanie this year is Herb Blake who will be the Assistant VP of Education. Herb has been active in APICS for many years and is also a past Chapter President. I won't say how long ago that was, if he doesn't mention how long ago it was when I last did it.

This year's VP of Membership is Pat McCarty. This is Pat's first time on the board and she is filling a position that was vacant last year. I thrilled she's accepted this challenging position; she'll bring a fresh look to this vital position.  
*(Continued on Page 7)*

## APICS Sacramento Calendar



### August, 2005

- TBA Board of Directors meeting
- 16 Professional Development Meeting.
- 17 Webinar: Creating a Balanced Inventory at 2:00 pm EDT  
Presented by Keith Nash, CPIM  
Senior Manager  
Deloitte Consulting, LLP  
Level: Basic

### September, 2005

- TBA Board of Directors meeting
- 14 Webinar: Metrics for Manufacturing Success at 2:00 pm EDT  
Presented by Michael I. Frichol, CPIM  
President, Ingistics LLC  
Level: Intermediate
- 20 Professional Development Meeting.

# For Sale!



APICS  
Sacramento  
Denim Shirts  
\$25.00

Contact Melanie Hoots at [melanie\\_hoots@hp.com](mailto: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](http://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](http://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 Brenda Marsh (916) 447-8205 or email at [brcben@sbcglobal.net](mailto:brcben@sbcglobal.net).

## **Aerojet**

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## **Apple Computer**

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## **Applied Aerospace Structures Corp.**

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## **Artesyn Solutions**

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## **Baxter Planning Systems**

### **Agilent ATG-SOC**

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## **Hubbert Booze**

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## **Varian**

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## Notable Quotes

... the principle of the kaleidoscope. A new year can only bring us a new combination of the same elements; and about once in so often we go back and begin again.— Katharine Fullerton Gerould

In certain savage tribes in New Guinea, they put the old people up in the trees and shake them once a year in the spring; if they don't fall out they let them live another year.—John Dos Passos

## 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

## 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.

## 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, go to our web site [www.apicsacramento.com](http://www.apicsacramento.com) and scroll down to 'certification maintenance' 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.

### APICS Sacramento Board Members

|                             |  |                  |  |
|-----------------------------|--|------------------|--|
| President                   | Bill Lodholz   | 530/666-2493     | <a href="mailto:lodholz@wattsind.com">lodholz@wattsind.com</a>               |
| VP Education                | Melanie Hoots, CPIM  | 916/785-1186     | <a href="mailto:melanie_hoots@hp.com">melanie_hoots@hp.com</a>               |
| Asst. VP Education          | Herb Blake   |                  | <a href="mailto:blakeh@csus.edu">blakeh@csus.edu</a>                         |
| VP Membership               | Pat McCarty  | 916/374-3157     | <a href="mailto:Pat_McCarty@DadeBehring.com">Pat_McCarty@DadeBehring.com</a> |
| VP Marketing                | Ed Mercado, CPIM   | 209/727-5504 x13 | <a href="mailto:edmercado@msn.com">edmercado@msn.com</a>                     |
| Treasurer/Secretary         | Beverly Paul, CPIM   | 916/984-9554     | <a href="mailto:bpaul@apicsacramento.com">bpaul@apicsacramento.com</a>       |
| Director of Technology      | Randy Beck   | 916/788-2412     | <a href="mailto:rbeck@prideindustries.com">rbeck@prideindustries.com</a>     |
| VP Programs                 | Tim Knott  |                  | <a href="mailto:tknott@tescocontrols.com">tknott@tescocontrols.com</a>       |
| Newsletter Editor           | Alan Holst   | 530/666-2493     | <a href="mailto:holstam.wattsind.com">holstam.wattsind.com</a>               |
| Company Coordinator Manager | Open   |                  |  |
| Director at Large           | Glen Lewis   | 209/342-1509     | <a href="mailto:glen.lewis@delmonte.com">glen.lewis@delmonte.com</a>         |
| Director at Large           | Brenda Marsh   | 916/447-8205     | <a href="mailto:brcben@juno.com">brcben@juno.com</a>                         |
| Passport Manager            | Open   |                  |  |
| CSU Chico Faculty           | Tom Wilder   |                  | <a href="mailto:twilder@csuchico.edu">twilder@csuchico.edu</a>               |
| CSUS Continuing Education   | Carla Vincent  | (916) 278-4524   | <a href="mailto:vincentc@csus.edu">vincentc@csus.edu</a>                     |
| APICS Society               |  | 800/444-APIC     | Web site: <a href="http://www.apics.org">www.apics.org</a>                   |
| Chapter Voice Mail:         | 916/650-8660   | Chapter Website: | <a href="http://www.apicsacramento.com">www.apicsacramento.com</a>           |
| Chapter mailing address:    | APICS Sacramento Chapter<br>PO Box 13249<br>Sacramento, CA 95813 |                  |  |

## Ask APICS Industry Hotline

When APICS members need reliable operations management information to help make business decisions, the Ask APICS Industry Hotline is available to assist with their research needs. The hotline is organized by APICS in conjunction with the Rochester Institute of Technology. Contact Ask APICS by phone at (585) 475-2098, by fax at (585) 475-5240, or by e-mail at [apics@rit.edu](mailto:apics@rit.edu). Hours of operation are Monday-Friday, 8:30 a.m. to 2:30 p.m. ET.

## Upcoming APICS Webinars

### Creating a Balanced Inventory

8/17/2005, 2:00 pm EDT  
Presented by Keith Nash, CPIM  
Senior Manager  
Deloitte Consulting, LLP  
Level: Basic

## Materials Management Certification Program Supply Chain Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Carla Vincent at [vincentc@csus.edu](mailto:vincentc@csus.edu) or (916) 278-4524 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 and the seven Supply Chain 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](http://www.cce.csus.edu) for up-to-the-moment course schedules.

## Cycle Counting Is More Than Just Counting (cont.)

*(Continued from Page 7)*

Ed Mercado, our long time Director of Programs, will be with us again this year filling the position of VP of Marketing. I'm really looking forward to Ed taking this position. It's a tough one (I've done it before) and one the Ed is ideally suited for.

Another new board member, Tim Kott, will be replacing Ed as VP of Programs. Tim will be managing our monthly Professional Development Meetings. This monthly dinner and speaker event is the chapter's main opportunity for networking and learning about the latest trends in operations.

Three board members will be returning (by popular demand) to the board filling the same positions. Beverly Paul is taking on another year as Secretary/Treasurer. Beverly, yet another past Chapter President, has been filling this critical post for the past few years.

Alan Holst will again be the Editor of our award winning electronic newsletter. Among other things, he has to get procrastinators, like me, to meet a deadline!

Been to the web page lately ([www.apicsacramento.com](http://www.apicsacramento.com))? That Randy Beck's work and Randy is again supporting the chapter as our Web Master.

The Sacramento Chapter has two Directors at large this year – Glen Lewis and Brenda Marsh. Both Glen and Brenda have been long time chapter board members and their experience is far too valuable to lose so they have consented to stay on doing special projects.

Now it's sales pitch time. Would you like to get a bit more involved in the APICS Sacramento? There is always an opportunity. Got something new and exciting going on at work? Consider doing a presentation or an article for the newsletter. Like meeting new people, how about hosting a PDM! There are plenty of opportunities in APICS. Give me call or grab me at a PDM and we see how you can get involved in the best professional organization on earth.

## APICS Certifications Professional Advancement through Education

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management. APICS' certification programs are recognized worldwide as the standard of professional competence in production and inventory management and enterprise resources management. On March 8, 2005, APICS announced the expansion of its certification programs with the development of the new industry certification—APICS Certified Supply Chain Professional (CSCP) designation. With the addition of the CSCP designation, APICS enhances its validation of the disciplines within operations management, specifically production, inventory, and supply chain management, and the integration of operations within the enterprise.

The APICS Certified in Production and Inventory Management (CPIM) certification provides a common platform for individuals to evaluate their knowledge of production and inventory management. CPIM focuses primarily on manufacturing and provides an in-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation. Building on the depth of the CPIM knowledge, the CSCP certification will take a broader view, extending the CPIM knowledge outside a company's internal operations to encompass all the steps throughout the supply chain—from suppliers through the company to the end consumer—and how to effectively manage the integration of these activities to maximize a company's value chain.

Candidates in both the CPIM and CIRM programs should definitely continue to pursue their APICS certifications. The three certifications (CPIM, CIRM, and CSCP) are completely separate and distinct programs that concentrate on specific disciplines in the field of operations management.

### CSCP/CPIM Educational Relationship

