



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



Volume 22 Issue 2
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PDM Dinner Meeting

– Supply Chain Management –
Vendor Managed Programs And The Buy/
Sell Relationship
Tuesday, August 15, 2006

Our Speaker: William G Becker (Bill)
(See Bio on page 7)

Bill will be presenting to the group his industry trends/applications on vendor managed inventory, cost savings, and buyer/seller relationships.

He will identify and quantify, paper and product flow, to reduce direct and indirect procurement costs.

<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	

Website of Interest

The Supply Chain

<http://www.websitetoolbox.com/tool/mb/jlbyrnes>

This site is a discussion forum for individuals interested in supply chains.

Happy New APICS Year

Bill Lodholz
President

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 start of the New Year a new chapter board of directors has begun work. I'd like to take this opportunity to introduce this year's board to you. I'm Bill Lodholz and I'm returning as Chapter President for the upcoming year. I've been involved in APICS for almost 20 years and served as Chapter President back in the last century. More recently I've been on the APICS Region 10 staff.

Melanie Hoots, a past president will again 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 doesn't mention how long ago it was when I last did it.

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APICS Sacramento Calendar



August, 2006

- 8 Board of Directors meeting at 6:30 PM by phone conference.
- 9 Webinar: Applying Sun Tzu's Principles to the Supply Chain, 2:00 pm EDT, Presented by Joseph L. Walden, CFPIM, Director, Supply Chain Research Institute, Level: Intermediate
- 15 Professional Development Meeting
- 16 Webinar: Beyond the Basics of Material Requirements Planning (MRP), 2:00 pm EDT, Presented by Michael D. Ford, CFPIM, CSCP, Principal, TQM Works Consulting, Level: Advanced

September, 2006

- TBA Board of Directors meeting
- 19 Professional Development Meeting
- 21 Webinar: Sales and Operations Planning: How to Use It, 1:00 pm EDT, Presented by John R. Dougherty, CFPIM, Partners for Excellence, Level: Intermediate

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 Bill Lodholz (530/666-2493) or email at lodholz@watts.com.

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Notable Quotes

Technology ... is a queer thing. It brings you great gifts with one hand, and it stabs you in the back with the other.—C P Snow.

Facts speak louder than eloquence.—Chinese proverb.

Theory can leave questions unanswered, but practice has to come up with something.—Mason Cooley

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

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 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 \$139 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.

APICSacramento Board Members

President	Bill Lodholz	530/666-2493	lodholz@watts.com
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VP Membership	Pat McCarty	916/374-3157	Pat_McCarty@DadeBehring.com
VP Marketing	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
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VP Programs	Tim Kott		tknott@tescocontrols.com
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Company Coordinator Manager	Joe Kammerer	916/355-3083	Joe.Kammerer@aerojet.com
Director at Large	Glen Lewis	209/342-1509	glen.lewis@delmonte.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		

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. Hours of operation are Monday-Friday, 8:30 a.m. to 2:30 p.m. ET.

Upcoming APICS Webinars

Beyond the Basics of Material Requirements Planning (MRP)

August 16, 2006; 2:00 pm EDT
Presented by Michael D. Ford,
CFPIM, CSCP, Principal, TQM
Works Consulting

Level: Advanced

Speaker's Bio: William Becker (Bill)

Bill Becker is a 30 yr veteran of Fastenal Company. Bill's vast experience in the Industrial Supply Market is evident in his current consultant role. As a consultant, Bill provides an avenue for manufacturers to identify and understand how to bring value to their supply chain through essential buy/sell relationships, materials management & cost saving programs.

Not only does Bill provide training for Fastenal's School of Business (internal employees), he also trains large manufacturers throughout North America. Bill's application and knowledge of these skills is derived from his role as a Fastenal Assistant Store Manager, General Manager, District Manager, Regional Sales Specialist, and Key Account Manager.

Happy New APICS Year (continued)

(continued from page 2)

This year's VP of Membership is Pat McCarty. This is Pat's second year in the position and we will be expanding her roll into customer service.

Joe Kammerer will be joining us this year as Director of Company Coordinators. Joe will be keeping in touch with all our company coordinators to keep them up to date with what's going on within APICS and what events we have coming up. If you check the list of company coordinators in this newsletter, and don't see you company listed, get a hold of Joe and let him know you would like to get involved. We will bribe you with a couple of pizza party get togethers during the year.

Ed Mercado, a long time board member, will be with us again this year filling the position of VP of Marketing. Tim Kott, will be returning 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)? 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 to valuable to lose so they have consented to stay on doing special projects.

Hope to see you at some of our upcoming events!