

APICS Sacramento

The Educational Society for Resource Management

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“Improving Operations Through Logistics Outsourcing”

Tuesday, August 17, 1999

Ms. Carla Vasquez - President, CV Logistics

Ms. Vasquez heads CV Logistics, which is a material logistics company. They specialize in “just-in-time” inventory management and CVL services, including purchasing, warehousing, transportation, material handling, assembly and light manufacturing. Sacramento is the primary area of service; however CVL also manages international shipments to customers in Japan, Germany, Britain, and Puerto Rico.

Ms. Vasquez will give an overview of why today’s innovative companies find it profitable to outsource pieces of their business that are not within the scope of their core competencies. She will examine simpler third party functions, such as warehousing, transporting, and material handling on site at the manufacturer’s facility. She will then discuss the outsourcing of purchasing functions, including purchase order ownership and the financial accountability of those bulk materials warehoused and used to draw from in order to replenish at the manufacturer’s point-of-usages. Last and most importantly, Vasquez will address the profitable impact of using quick turnaround time to continually feed a

production line, ensuring zero stoppages. She will provide a broader understanding of the benefits of third party contracting and inspire us to think creatively about third party outsourcing and traditional manufacturing.

ABOUT THE SPEAKER

Carla Vasquez is a Sacramento native, born and raised in the River City. She holds a B.S. in business administration, concentration in international business, from California State University, Sacramento.

Ms. Vasquez worked for Hewlett Packard in Roseville in purchasing, production scheduling and other areas relevant to computer manufacturing. While working for HP she began purchasing small rental properties around Sacramento. One project lead to the next and soon she became a part-time landlord and owner of several properties. Vasquez left HP to start her own company in order to provide the needed services to HP and other Fortune 500 firms.

RSVP by Friday, August 13, 1999

To RSVP for this dinner meeting, please call 916-650-8660 and provide the attendee’s name, company and telephone number or fax/email this information to Lee Miller at fax 916-682-7827 email:javalee@ns.net.

5:30	Registration	\$22.00 Members
6:00	Dinner	\$25.00 Non-members
7:00	Membership meeting	\$18.00 Full-time students
7:20	Presentation	\$5.00 Speaker only

Presentation will be held at the Hungry Hunter Restaurant on Bercut Ave. Sacramento.

Please call the Hungry Hunter at 916-441-2844 for directions.

PRESIDENT'S MESSAGE

"You can't beat a man at his own trade."

On a recent hot summer weekend, I was finishing up a trim painting chore at my house when I lamented how slow the seemingly easy job was going. My mother listened to me and repeated that phrase I had somehow forgotten.

But of course, it makes sense. A painter would have completed the task in less than one weekend whereas it took me two non-consecutive weekends to do it. I couldn't hold a candle to a mechanic changing a tire. But I can run circles around an amateur in the resource management profession.

Times have changed and limiting that phrase to men only is not politically correct, but the underlying theme remains true.

Once you decide what your chosen profession or vocation is and get the right amount of training and experience, you are the expert. That's where APICS comes in. Without APICS products such as classes, seminars, conferences, SIGS, professional development meetings, and the periodicals, you can work in the field of resource management but I wouldn't call it a profession or career. APICS products provide the professional with a competitive edge, both personally and for the business community.

Buy a book, attend a meeting, sign up for a seminar; just do one thing at a time to enhance your marketability and effectiveness. That way, you can't be beat at your own trade.

Karen Hess, CPIM, CIRM
Chapter President

Business Math for Industry

Some people are afraid of math or had poor experiences in K-12 math classes. Others have been out of school for so long, many of their skills became rusty from disuse. Today's business environment is demanding that employees at all levels understand and use math. This evening review session focuses on the tools needed by wage earners to perform their jobs more accurately, analyze quality data, and understand management reports.

If you'd like to improve your math skills or just want to refresh your current skills, join us on Tuesday, September 28, 1999. For more information or to register, please contact Sierra College Community Education at 916-781-0590.

APICS Sacramento Calendar

August

- 3 Board meeting at Lyons on I-5 & Richards Blvd.
- 17 Professional development meeting. Ms. Carla Vasquez presents: "Improving Operations Through Logistics Outsourcing."

September

- 7 Board meeting at Lyons on I-5 & Richards Blvd.
- 21 Professional development meeting. TBD.

October

- 5 Board meeting at Lyons on I-5 & Richards Blvd.
- 19 Professional development meeting. TBD.

CSUS Materials Management Certification Class Schedules

The 1999 Spring and Summer classes for the Certificate program are as follows:

- ◆ Purchasing – Aug. 16 – Sept. 13
- For more information, please contact Jackie Branch at (916) 278-4433 ext. 115.

1999 Examination Schedules

Basics of Supply Chain Management:

- ◆ Aug. 21st – Oct. 2nd 1999
- ◆ Nov. 22nd – Dec. 30th 1999

All other CPIM modules are offered throughout the year.

CIRM exam schedules (excluding IEM) are:

- ◆ July 17th – Aug. 14th 1999
- ◆ Oct. 4th – Oct. 30th 1999

IEM schedule:

- ◆ Nov. 19th – Nov. 20th 1999

For test location, registration and other information, please contact Assessment Systems Inc. (ASI) at 800-274-8399.

The Art of Networking

By Tony Winckowski, Executive Search Consultant

Out of all the avenues of a job search, networking is by far the best. Not only is there a possibility of getting an inside path to an opportunity, but it also allows you, the candidate, to get enough information about what the company is looking for before the first interview. By knowing the “Hot Buttons” of a hiring manager, you have increased your odds of a successful interview and getting that job offer.

At first, many people get very uncomfortable with the whole concept of networking. They believe that they will have to become “a mover and a shaker”, “a social butterfly”, or perhaps be forced to join every association under the sun. While it is true that networking does take some effort, I have found that most individuals are already doing it, now it’s time to focus your efforts and reap the rewards.

Why would this work? Well, it is human nature to help others. As one individual, you might meet a number of people over the course of time. However, at the same time everyone else you come into contact with is doing the same thing. So, it doesn’t take much to realize that you can increase your odds of getting leads to jobs and interviews by talking with others and having them assist in your search.

Where do you start?

The most common places are **Friends, Family, Relatives, or Neighbors**. Okay, you already knew that. However, have you really taken the time to ask if they are aware of any job openings, or if they can refer you to other people they know of that could help?

Let’s move on. How about **Associations, or Chambers of Commerce**? Almost every trade or business has a local, regional and/or national association, and they have meetings. Obviously, everyone at these functions is somehow involved in the work you perform. Besides educating yourself, there’s a chance that you will be sitting next to or near a hiring manager. What better way to meet someone than on equal ground? A little more unusual, but highly effective is to attend a chamber of commerce meeting, or better yet, a mixer. Instead of telling someone you are unemployed, rephrase your answer to something along the lines of, “I am here tonight to look for job opportunities”. I can bet that the next question asked will be “What do you do for a living?”

Further examples of networking include **Continuing education classes or people you do business with**. In today’s marketplace, if you are not involved in some sort of self-improvement or continuing education class, you are potentially falling behind the pack. Keep you skills up to date and meet others doing the same

thing. Other places to network are with the people you do business with. Believe me, your accountant or banker knows lots of companies and what is going on with them. You have been a good client of theirs, now they need to be of benefit to you. Think about it, it’s in their best interest for you to be receiving a paycheck!

Once you put your brain to the concept of networking, it becomes easier to be creative. How about **Recreational Leagues**? Get exercise and meet others, Bowling & Softball leagues have many business sponsors. And, most of your teammates have jobs, or know others who have openings. And, they are Co-ed, so everyone can participate.

I am sold on the idea:

What do you do? Most people feel uncomfortable or “sales-like” asking everyone they know if they are hiring. The good news is that you do not have to do that. In fact it is better if you don’t. This way, you do not put acquaintances on the hot seat.

A better way to start the process is to ask if they know someone who is hiring. One nice benefit to this method is that if they are hiring and are interested in you, they will bring it up. Sometimes, an automatic response to this question is, “No”. Don’t give up - remember, it is your mission to focus that individual. So, politely ask if their significant other or family member knows of a potential opening. Need another example? If you know that they belong to a group, ask if you could go to the next function as a guest. Just make sure you do not embarrass your host by pestering their contacts. Finally, if you do not make any headway with a contact, ask if they know of someone that they could point you to.

Further Pay-offs:

When networking **listen 80%, speak 20%**. Unless asked to speak, let the person give you any information without interruption. Interrupting someone who is trying to help might close a path, or possibly annoy them. As I said earlier, people like to help others, however, if someone feels they are wasting their time, or begins to have negative impressions about you, they will stop.

Follow up with all leads, even if it seems like a waste of time. Remember that you are looking for a job and every avenue is worthy of a phone call. What if you pass up what turns out to lead you to the perfect job?

Lastly, make sure that everyone that helps you gets a thank you note, card, letter or present. This is very important! Believe me, the benefits far outweigh the time spent performing these tasks. Next month, we will dive into the interview process.

APICSacramento Board Members

PRESIDENT	Karen Hess, CPIM,CIRM	916/748-9346	karen_apics@yahoo.com
VP MARKETING	Melanie Hoots, CPIM	916/785-7751	melanie_hoots@hp.com
VP EDUCATION Seminars	George Cusack, CPIM	916/684-5200x3224	gcusack@alldata.com
VP EDUCATION Cert.	Michele Vitaich	916/446-2610	mstkty@yahoo.com
TREASURER/SECRETARY	Beverly Paul	916/984-9554	bpaul@apicsacramento.com
DIR at LARGE	Glen Lewis	209/466-9011x442	glen.lewis@delmonte.com
DIR at LARGE	Bill Lodholz	530/666-2493	lodholz@dcn.davis.ca.us
DIR of PROGRAMS	Lee Miller	916/394-5428	javalee@ns.net
DIR of PUBLICITY	Adam Thomas, CPIM,CIRM	916/351-9416	falcon@jps.net
DIR of TECHNOLOGY	Randy Beck	916/783-5267	beck@garlic.com
DIR of N. VALLEY ACTIVITIES	Jerry Sanders	530/879-3165	jsand65192@aol.com
CSU CHICO FACULTY LIASON	Raymond Boykin, Ph.D.	530/898-5895	
STUDENT CHAPTER PRES.	Rebecca Woodard	530/893-9653	rwoodard@ecst.csuchico.edu
CSUS RCE	Jackie Branch	916/278-4433 x115	

APICS SOCIETY: 800/444-APIC
SOCIETY WEB SITE: www.apics.org

CHAPTER VOICE MAIL: 916/650-8660
CHAPTER WEB SITE: www.apicsacramento.com

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PO BOX 13249
SACRAMENTO CA 95813