

**NOTE: Sudwerk  
has Re - Opened!  
September Meeting  
will be at the Expo  
location....**

## Professional Development Meeting

High Performance Master Scheduling

Tuesday, September 17, 2002

Presenter: Donald D. Clark, CFPIM

Master scheduling in both manufacturing and service organizations is a key function that largely determines its success. This success is measured in terms not only of customer satisfaction, but production efficiency and profitability. Done well, master scheduling is a prime driver in any company's efforts toward being the best. Done badly, or not at all, is disastrous.

This presentation will break down the process of master scheduling products and services in the following way:

- What is master scheduling?
- Why is it important to an organization's success?
- Who in your organization performs this activity?
- What qualities does an effective master scheduler possess?
- Master scheduling policies and practices
- Master scheduling in action
- What do you do now?

This concise presentation will give the participants a clear view of why master scheduling is so very critical and tools to bring to their organizations that will help them improve their own scheduling activities.

**ABOUT THE SPEAKER:** Donald D. Clark, CFPIM, is senior consultant and Director of Operations for MN Nelson and Associates, Inc., the premier provider of education and consulting since 1979. Donald has more than 18 years manufacturing experience, holding positions from Production Manager through VP of Manufacturing until he began his consulting career in 1995. His consulting experience includes several ERP implementations, as well as business analysis and process improvement. Donald has been teaching CPIM review courses in a wide range of organizations since 1994, and presents at APICS chapter and region events.

### RSVP by Friday, September 13, 2002

To RSVP for this dinner meeting, please call 916.650.8660 or email [edmercado@msn.com](mailto:edmercado@msn.com) and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30 Registration	\$21.00 Member	Presentation will be held at the Sudwerk Brewery & Grill, 1375 Exposition Boulevard, Sacramento. Please call Sudwerk at 916-925-6623 for directions. Check our Web site <a href="http://www.apicsacramento.com">www.apicsacramento.com</a> for maps of the area. All times are approximate.
6:00 Dinner	\$24.00 Non-member	
7:00 Announcements	\$18.00 Full-time student	
7:10 Presentation	\$5.00 Speaker only	

September 2002

Volume 18 Issue 2

### Inside this Issue ....

Int'l Conference [2](#)

Calendar [2](#)

Sudwerk Meetings [2](#)

Annual Awards [2](#)

New Board Member [2](#)

Next CoCo Mtg. [3](#)

Manex [3](#)

"Ask APICS" [3](#)

Airborne Savings [3](#)

APICS Career Center [3](#)

CSUS/RCE Class Schedule [4](#)

Online Classes [4](#)

Company Coordinators [5](#)

Chapter Contacts [6](#)

## APICS International Conference Coming Up in October

## APICS Sacramento Calendar



It's not too late to register for the international conference. One of the advantages of your APICS membership is a reduced rate for conference registration. This year the conference will be held at Gaylord Opryland Resort, Nashville, TN on October 27-30.

The conference offers quality informational education sessions, networking opportunities and even great music. There are 110 educational sessions offering strategies to maximize profits, real life experiences, best practice sessions, business and technical solutions to give your company a competitive advantage, and emerging technologies and strategies for optimizing your operations.

There will be four general session speakers. Stephen Lundin, PHD is co-author of "FISH! A Remarkable Way to Boost Morale and Improve Results" based on Seattle's Pike Place Fish Market. He will discuss the simple principles of the FISH philosophy. Jim McCann, CEO of 1-800-flowers, will discuss lessons learned as an e-commerce pioneer. Glen Barton, Chairman and CEO of Caterpillar, Inc will discuss Caterpillar's growth as a global competitor striving for excellence. William Taylor, co-founder of "FAST Company" magazine, will discuss "The Business Revolution"; a synopsis of how virtually every facet of the business world is changing.

For networking and entertainment there is the opening reception at Jillian's, an entertainment and dining megaplex located in Opry Mills Mall. The "Gathering Place" is open to all APICS conference attendees and is the perfect place to meet for "happy hour". The networking reception allows you to enjoy complimentary refreshments and light snacks while you mingle with exhibitors, sponsors, and colleagues. And to top it off is the closing reception with the TEMPTATIONS!

Sounds like a really educational and exciting time. Hope to see you all there.

*Beverly Paul, CPIM  
Secretary/Treasurer* ✉

## New APICS Sacramento Board Member

Carol Thompson will be joining the APICS Sacramento Board of Directors in the position of Director of Job Opportunities. Her duties will include:

- Collecting resumes from students, members, and others.
- Receiving various inquiries about positions and available personnel in resource management from phone calls, chapter voice mail, corporations, and others.
- Interacting with other chapters to match resumes and available positions.

One of Carol's first activities will be to review our current 'job posting' web page on [www.apicsacramento.com](http://www.apicsacramento.com) and start organizing/creating what this position activities look like. Welcome, Carol! ✉

## September 2002

- |    |   |
|----|---|
| 17 | Professional Development Meeting. 5:30pm. Don Clark will speak on the topic of Master Scheduling. <b>Sudwerk Brewery</b>                                    |
| 24 | Company Coordinator Meeting. 6:00pm at Round Table Pizza on Watt Avenue. Contact JT Smith at <a href="mailto:jtsmith411@yahoo.com">jtsmith411@yahoo.com</a> |
| 26 | Board of Directors Meeting; <b>Location to be determined.</b> 6pm.  |

## October 2002

- |    |  |
|----|--|
| 15 | Professional Development Meeting. 5:30pm. Adrian Adendorff of Gallo Winery to speak on logistics. <b>Sudwerk Brewery</b> |
| 23 | Board of Directors Meeting; <b>Location to be determined.</b> 6pm.   |

## November 2002

- |    |  |
|----|--|
| 19 | Professional Development Meeting. 5:30pm. Mel Nelson - Topic TBD. <b>Sudwerk Brewery</b> |
| 20 | Board of Directors Meeting; <b>Location to be determined.</b> 6pm.                       |

## PDMs Return to Sudwerks in September

Last month, after the newsletter was published, we received a call from Sudwerks with a restaurant close date prior to our Aug 20 PDM. The Board struggled to find another venue and just as we booked a room at Hungry Hunter, Sudwerks called us again to inform us they would be staying open after all.

We attempted to notify as many people as possible through our Company Coordinator email list, another mailing list, and an update on our home page. Regretfully, we know that we may have missed a few people and that they might have arrived at Sudwerks as usual.

We have been trying to compile a distribution list of member emails, mostly for electronic delivery of our newsletter. Such a comprehensive list would have allowed us to notify a substantial portion of our membership of the meeting change. If you haven't given the chapter your preferred email address, send it to Geary Huss at [gwhuss@hotmail.com](mailto:gwhuss@hotmail.com). Include your name and membership status.

Our September meeting will return to Sudwerks on Tuesday, Sep 17 when Mr. Donald D. Clark, CFPIIM will speak on "High Performance Master Scheduling." ✉

## Next Company Coordinators Meeting On Tap

It is once again time for us to meet and share ideas. If you are presently an APICS Company Coordinator, or aspire to be one, please feel free to join us at the Round Table Pizza at 3327 Watt Avenue on Tuesday, September 24, 2002 at 6:00 pm.

Pizza, cool refreshing beverages, door prizes and a plethora of information are all included on the menu for this meeting. If you have any questions regarding the meeting, please feel free to contact JT Smith at 916-716-0704 or [jtsmith411@yahoo.com](mailto:jtsmith411@yahoo.com). ☒

## Seeking Solutions to Business Challenges?

**“Ask APICS” – also known as the Industrial Inquiry Service** - Allows member-only access to get real-time solutions to real-life business challenges. The hotline offers information on the profession as a whole, inventory management, production activity control, capacity planning, and more. This valuable service offers information that is not easily accessible through other means. The hotline is organized in conjunction with the Rochester Institute of Technology and can be reached by telephone at (585) 475-2098, e-mail at [apics@rit.edu](mailto:apics@rit.edu), or fax at (585) 475-5240. ☒

## Maximize Equipment Reliability with TPM (Total Productive Maintenance)

### Offered by Manex & SMUD

**What:** By developing a Total Productive Maintenance program, you will be able to sustain and improve your lean operations. At this seminar, gain the tools to make valid assumptions about your current equipment and future replacements. TPM is more than fixing things before they break....

**When:** Wednesday, September 18, 2002

**Where:** Sacramento Municipal Utility District — 6301 S Street, Sacramento, CA

**Time:** 8:30 a.m. to 12:00 Noon

**Cost:** \$99 per person (Plus a 15% discount to current APICS members)

**Contact:** SMUD Energy & Technology Center -- (916) 732-6738 or Manex, Roseville -- (916) 772-1006 or online at [www.manex.org](http://www.manex.org) ☒

## APICS Members Save Big on Airborne Express Shipping

APICS members save up to 41% off express shipping rates and receive free on-demand pickup from most locations plus next morning, next afternoon, and second-day delivery through Airborne Express. To take advantage of these special member rates, request a free Airborne Express Starter Kit by calling 800-Members (636-2377) or visiting [www.membersales.com/apics](http://www.membersales.com/apics) to complete and submit an online Starter Kit Request Form. ☒

## Looking for Talent? See the APICS Career Center

It's not always easy to find the perfect candidate, but the APICS Career Center offers you a targeted resource to achieve your goals. The Career Center is visited by hundreds of resource management professionals monthly. When you purchase a posting, you also gain access to more than 175 new résumés posted to our database monthly. Visit [www.apics.org](http://www.apics.org) to access the Career Center and post your job today. Join the ranks of top companies including Starbuck's, Johnson & Johnson, and Microsoft who are using the APICS Career Center to efficiently and cost-effectively fill their resource management positions.

Here's what one happy APICS Career Center job poster had to say: "We have been extremely pleased with the quality of candidates that applied for our Production/Inventory Planner position advertised on the APICS Career Center. I have spoken with six candidates who have all exceeded our minimum requirements for the position. We will, in the future, utilize your Career Center for all materials and purchasing vacancies."—Joe Giordano, KL Microwave

Take advantage of the Career Center's new pricing structure and save on single or multiple job postings to reach your targeted audience quickly, efficiently, and cost-effectively. Post your job to the APICS Career Center and find the ideal candidate today! **Note:** members save more than 35 percent on job postings. And only members have the advantage of being able to post their résumés online free for review by employers! Visit the APICS Web site at <http://www.apics.org/Membership/default.asp> to learn more. ☒



**CSUS/RCE Materials  
Management  
Certification Class  
Schedule**

Prepare for APICS CPIM exams and apply toward the Materials Management Certificate from CSUS/RCE. Call Ken Times or Jenni Helfrich at CSUS/RCE at (916) 278-4266 (Email: [timesk@csus.edu](mailto:timesk@csus.edu) & [jhelfrich@csus.edu](mailto:jhelfrich@csus.edu)) for more information or visit their Web site at [www.rce.csus.edu](http://www.rce.csus.edu) and follow the links:

- \* Certificate and Professional Development Programs
- \* Certificate Programs
- \* Certificate Programs (button)
- \* Materials Management Certificate Program.

Call (916) 278-4433 ext 0 to register ☒

APICS

Weber State University Online



## 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> ☒

### Materials Management

Held at Pride Industries in Roseville on Tuesdays & Thursdays 6pm—9pm (*dates / times subject to change*)

When	Class & Course Code	Instructor
Sept 16—Oct 21 <i>(exc. 10/14)</i>	Introduction to Materials Management	TBD
Nov 4—27	Master Planning of Resources	TBD
Jan 6—Feb 5, 2003 <i>(exc. 1/20)</i>	Detailed Scheduling and Planning	TBD
Feb 24—Mar 24, 2003	Execution and Control of Operations	TBD
Apr 21—May 19, 2003	Strategic Management of Resources	TBD
June 2—23, 2003	Purchasing	TBD

# 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.✉

## **Aerojet**

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We're on the Web!

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

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