

## "What is APICS"

The source of knowledge and expertise for manufacturing and service industries across the entire supply chain including production control, materials management, information services and purchasing.

The leading provider of high-quality educational programs that advance organizational success in a rapidly changing and competitive marketplace.

A successful developer of internationally recognized certification programs, Certified in Production and Inventory Management (CPIM) and Certified in Integrated Resource Management (CIRM).

A distribution center for hundreds of business management publications and educational materials.

A provider of networking, support and solutions for both individuals and businesses through education classes, webinars, workshops, symposia, on-line courses and the annual International Conference and Exposition.

### PDM Dinner Meeting September 16th,

RSVP by Friday, September 12, 2003

#### Building Supply Chain Competitive Advantage with Technology

Presenter: Mark Trenchard is the Worldwide Business IT Manager for Hewlett-Packard's Procurve Networking Business, one of the fastest growing Ethernet network manufacturers. (See page 6 for more info on topic for September PDM)

#### Agenda

5:30	Registration	<b>\$20.00</b>
6:00	Dinner	per person includes dinner. To RSVP for this dinner meeting,
7:00	Announcements	
7:10	Presentation	

Presentation will be held at **El Torito's Mexican Restaurant at 1212 Howe Avenue near Hurley**. 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.



September 2003

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# Message from the Board

## APICSacramento Calendar



### APICSacramento Educational Offerings

I'd like to take this opportunity to remind our readers that APICS' prime directive is to provide quality education to supply chain / resource management practitioners. Our chapter strives to do this using many avenues including this newsletter, our monthly professional development meetings, plant tours, linkages and events cosponsored with other professional organizations, and courses offered through multiple venues. It's this last vehicle which I would like to highlight.

You may not be aware that our chapter has several qualified supply chain instructors available for you to leverage as resources. We can tailor educational needs to the specific requirements of your company or organization. We also have access to subject matter experts which can provide additional depth in specific areas (ie quality management, lean manufacturing, etc.). We have recently offered workshops through Shasta college, and we are in the process of providing a Basics of Supply Chain Management course at a local Fortune 100 company. We regularly provide the instructor base for the CSUS College of Continuing Education Materials Management Program referenced herein.

Should you or your organization have a specific educational interest, please don't hesitate to contact any of the board members through the chapter website or phone number.

Terrell Thruston, CPIM  
Director At Large

### September 2003

16 Professional Development Meeting held at El Torito Restaurant at Howe & Hurley! Speaker and topic to be announced.

### October 2003

21 Professional Development Meeting held at El Torito Restaurant at Howe & Hurley! Speaker and topic to be announced.

### November 2003

18 Professional Development Meeting held at El Torito Restaurant at Howe & Hurley! Speaker and topic to be announced.

### E-Mail Distribution of the Newsletter

Hello all, welcome to the wonderful world of High Tech. The newsletter will be sent out in Adobe Acrobat PDF format starting with this months issue.

It is imperative that you keep your e-mail address current by visiting the chapter website ([www.apicsacramento.com](http://www.apicsacramento.com))

### 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.

## Certification Maintenance Notice

If you earned your CPIM before 1999, you must submit a maintenance application by the month of your original certification in 2003. Find out more at <http://www.apics.org/Certification/Maintenance/maintenance.asp>. If you would like a handy spreadsheet to calculate your points, send an email to [tanis.perez@hp.com](mailto: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.

## APICSacramento Job Opportunities Notes

Are you seeking another job or career change? Don't forget to check out the APICSacramento 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*

## APICSacramento Board is Set for 2003-2004

A vote was taken buy all in attendance at the May Professional Development Meeting to approve the slate of Board of Directors submitted to the chapter. The following slate of officers were elected and will serve their term in their respective positions from July 2003 until June 2004. Congratulations and welcome to the new board for the coming year!

Melanie Hoots	President
Beverly Paul	Secretary—Treasurer
Curt Andrade	VP, Marketing
Bill Fuller	VP, Membership
Tanis Perez	VP, Education
Carol Thompson	VP, Job Opportunities
Jeff Duvall	Co-Director, Education
Ed Mercado	Director of Programs
Randy Beck	Director of Technology
Gary Wilson	Newsletter Editor
Brenda Marsh	Company Coordinator Manager
George Cusack	Passport Manager
Bill Lodholz	Director At Large
Terrell Thruston	Director At Large
Glen Lewis	Director At Large
Geary Huss	Director At Large



**Materials Management Certification Program**

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Lisa Sbragia at [sbragial@csus.edu](mailto:sbragial@csus.edu) or (916) 278-4805 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 are offered once each year. Please call (916) 278-4433 to register.

All courses are held at CSUS Campus, Sacramento on Mondays and Wednesdays from 5:30—8:30 p.m. 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. Call Tanis Perez for more information at 916/748-8194.

**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>. Remember to tell them you're a member of Sacramento APICS! ☺

**CIRM Courses Available On-Line**

On-line CIRM Courses are available at [www.epiweb.net](http://www.epiweb.net). Be sure to reference Sacramento APICS when registering.

**Materials Management**

Classes are offered through California State University Sacramento College of Continuing Education (CCE). To register please contact CCE Customer Service at (916) 278-4433 (*dates / times subject to change*)

When	Class & Course Code	Times	Cost
Sep 22—Oct 22, 2003	Basics of Supply Chain Management	Mon & Wed (5:30—8:30 PM)	\$529
Nov 3—Dec 4, 2003	Master Planning Scheduling	Tues & Thurs (5:30—8:30 PM)	\$449
Feb 4—Mar 2, 2004	Detailed Scheduling and Planning	Tues & Thurs (5:30—8:30 PM)	\$489
Apr 13—May 11, 2004	Execution and Control of Operations	Tues & Thurs (5:30—8:30 PM)	\$489
May 20—Jun 17, 2004	Strategic Management of Resources	Tues & Thurs (5:30—8:30 PM)	\$489

# 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 or JT Smith at (916) 359-2289. ▣

**Aerojet: Steve Reingold—(916) 355-2552**

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**Pasco Scientific: Michael Reeve**

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## Notable Quotes

*"When planning...  
remember the stuff you  
need, is the stuff you don't  
have!"*

*- Joey Debernardi -*

*"The brighter you are the  
more you have to learn."*

*- Don Herold -*

## 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

*Carol Thompson  
VP Job Opportunities*

# PDM Dinner Meeting (Continued from page 1)

## **Biography:**

In this role, Mark is charged with overseeing information technology planning, coordination and management for the worldwide and regional business processes. Mark has over 15 years of experience applying technology solutions to critical business opportunities.

Previously, Mark served as manager of HP's North American Corporate PC Supply Chain Development Team with the responsibility for supply chain process design, development, and implementation. Mark joined HP in 1998 as an IT project manager in the North American PC business in California. In 1999, he was promoted to process development lead in the PC Channel Assembly Program. In 2000, Mark was named procurement development manager. A year later he was asked to join the PC supply chain development team.

Before joining Hewlett-Packard, Mark worked in various media companies. Upon graduation from Walla Walla College, Mark joined the Positive Life Radio network as program director. In 1998, he was invited to be the first program director at KTSY in Boise, Idaho. In this role he implemented digital editing and automated programming tools. While working at KTSY, Mark also launched Keystone Media; a radio production company that produced weekly music shows for teens. In 1997, Mark joined the Universal Studios Television strategic planning team as a strategic analyst.

Mark holds a bachelor's degree in business administration from the Walla Walla College in Washington State and he completed a Master degree in Business Administration at the University of Southern California in Los Angeles.

## **Topic: Building Supply Chain Competitive Advantage with Technology**

Can technology be an advantage or is it just a tool to maintain equality with the competition? This is a critical decision for companies as investment dollars remain tight in today's economy. The most competitive companies know that the answer lies not in the technology itself, but in the way it is managed. The quality of technology management is even more strategically important as technology becomes more standardized and available.

Within businesses, supply chain teams continue to be under enormous pressure to cut costs, reduce cycle times, and provide a better customer experience. Best-in-class tools or ERPs are enticing with their slick interfaces, new capabilities, and "real-time" data, but they alone can't ensure sustainable competitive advantage. Information technology can have tremendous long-term impact on the innovation, economics, and customer service of a business through a portfolio of techniques rather than technologies.

We'll examine all of this and boil it down to a few key steps anyone can take back at the office.

Outline:

- \* Can technology be a true competitive advantage?
- \* How the best companies use technology as an advantage
- \* How can supply chains create sustainable competitive advantage?
- \* Things to do when you go back to work tomorrow

# What is Supply Chain Management?

Supply chain management is the combination of art and science that goes into improving the way your company finds the raw components it needs to make a product or service, manufactures that product or service and delivers it to customers. The following are five basic components for supply chain management.

1. **Plan** - This is the strategic portion of supply chain management. You need a strategy for managing all the resources that go toward meeting customer demand for your product or service. A big piece of planning is developing a set of metrics to monitor the supply chain so that it is efficient, costs less and delivers high quality and value to customers.
2. **Source** - Choose the suppliers that will deliver the goods and services you need to create your product or service. Develop a set of pricing, delivery and payment processes with suppliers and create metrics for monitoring and improving the relationships. And put together processes for managing the inventory of goods and services you receive from suppliers, including receiving shipments, verifying them, transferring them to your manufacturing facilities and authorizing supplier payments.
3. **Make** - This is the manufacturing step. Schedule the activities necessary for production, testing, packaging and preparation for delivery. As the most metric-intensive portion of the supply chain, measure quality levels, production output and worker productivity.
4. **Deliver** - This is the part that many insiders refer to as "logistics." Coordinate the receipt of orders from customers, develop a network of warehouses, pick carriers to get products to customers and set up an invoicing system to receive payments.
5. **Return** - The problem part of the supply chain. Create a network for receiving defective and excess products back from customers and supporting customers who have problems with delivered products.

## Synchronized Supply Chains

Synchronized Supply Chains encompass three major structural changes in how companies will manage supply chain operations:

1. Companies will collaborate with supply chain partners and synchronize operations
2. Technology and the world wide web will be key enablers of innovative supply chain strategy
3. Supply chain organizations will be restructured and re-skilled to achieve their goals

Synchronized Supply Chains will have a major impact on creating value for a company and supply chain partners. This will be accomplished by increasing shareholder value through profitable revenue enhancement, cost reduction and improved asset productivity by synchronizing company and channel partner's supply chains.

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**We're on the Web!**

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

Edited by  
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September 2003 Issue

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