



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



PDM Dinner Meeting



— World-Class Manufacturing —

Tuesday, September 19, 2006

Our Speaker: **Professor Herb Blake**
College of Business Administration
California State University, Sacramento
(See Bio on page 7)

The theories and practices of operations management are discussed to see how a company can be "world-class." Several California-based companies will be used as examples of achieving world-class.

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Agenda

- 5:30 Registration
- 6:00 Dinner & Networking
- 7:00 Membership Meeting
- 7:10 Presentation

Location

Hungry Hunter Steakhouse, 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.

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.

APICS Board Member Message

Orlando: International Conference Beverly Paul, CPIM Secretary/Treasurer

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 in Orlando on October 29-31.

The conference offers industry leading education, real world solutions, knowledge sharing through interactive idea exchanges and networking events, a showcase of the latest technologies, and much more. There are nearly 100 educational sessions offering the latest emerging trends and strategies for auto identification, business intelligence, demand management and forecasting, global supply chain, project management, professional advancement, warehousing and logistics, and many other operations management essentials. There are also plant tours to Chep, Kennedy Space Center, Disney Innovation in Action, and Universal Orlando.

There will be two general session speakers, CEO of Scaled Composites and SpaceShipOne developer Burt Rutan and Dilbert creator Scott Adams. Rutan will share his thoughts on great innovations such as SpaceShipOne, the first privately funded manned aircraft to reach space. Adams, creator of the most photocopied, pinned-up, downloaded, faxed, and e-mailed comic strip in the world, will talk about his journey to become a cartoonist.

For networking and entertainment there is the opening reception at the Peabody. The closing party is at Club Masquerade at Disney's Pleasure Island with plenty of food, drinks, and entertainment.

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

APICS Sacramento Calendar



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

October, 2006

3 Board of Directors meeting with ISM at the Hungry Hunter about 6:00 PM.

17 Professional Development Meeting—SURVIVING WITH SIX SIGMA, presented by Michael Gozzo.

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

Social improvement is attained more readily by a concern with the quality of results than with the purity of motives.—Eric Hoffer

There's always room for improvement, you know—it's the biggest room in the house.—Louise Heath Leber

The development of technology will leave only one problem: the infirmity of human nature.—Karl Kraus

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 APIC-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.

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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

Sales and Operations Planning: How to Use It

September 21, 2006; 2:00 pm EDT

Presented by John R. Dougherty,
CFPIM, Partners for Excellence

Level: Intermediate

Speaker's Bio: Herb Blake

Herb Blake has been a professor at CSU Sacramento for more than twenty years. In addition to teaching Operations Management classes, he has also performed some administrative roles such as Graduate Programs Director and Department Chair. He has been an APICS member since he started at CSUS, and earned his CPIM certificate a few years later. His status at CSUS changed this fall from being a full-time professor to being in the faculty early-retirement program, which means that his faculty duties have been reduced by one-half for the next five years.

Job Opportunity—Directory of Procurement

Director of Procurement - Indirect Sourcing
Oversee Procurement for Business Services related to and
including the following areas:

Real Estate, Facilities, Engineering, Marketing, Contract
Manufacturing, IT, Travel, etc.

Position will be responsible for an annual spend of \$4 - \$5 billion

Reports directly to the VP of Supply Chain

Be groomed for VP role in the near future as well

Company is profitable and growing at around a 20% revenue growth rate

Compensation: 150-225K base + 40% target bonus + stock + other incentives

Position will be located in Texas

Contact: Sean C. Goulding
Managing Partner
Purcell International Group
500 S. Kraemer Blvd,
Suite 102
Brea, CA 92821

(714) 524-0640 Ext. 103

FAX (714)524-0471

Job Opportunity: Commercial Manager

Commercial Manager for the Lathrop Plant in California

Broad Function & Scope of the Position:

- Key contributing member of Procurement group in assigned areas of Indirect procurement commercial responsibilities. Combined, these areas represent approximately +\$50 million in procurement spends across the Del Monte Foods organization.
- The Manager's role is to source, negotiate, contract, implement, and manage several plant operations and indirect goods and services type categories.
- Primary goals are to drive hard dollar cost savings and to maintain and/or improve the level of service provided to plant operations.

Position Responsibilities:

- Manage commercial services & MRO categories as assigned
- Negotiate, contract, and implement preferred supplier agreements
- Lead cross functional teams & build relationships across the organization
- Conduct research on market dynamics, cost drivers, supplier business models, and historical spend to enhance future negotiations for assigned categories
- Successfully drive e-Sourcing & Procurement strategies while providing support to Del Monte users to help move them quickly into the high potential business opportunities (online bidding tools, optimization tools, online catalogs, etc.).
- Resolve supplier and plant issues to insure a successful implementation process
- Drive cost savings through continuous improvement activities
- Manage supplier relationships and track Key Performance Indicators (KPI's) to evaluate and report performance
- Document ongoing savings and conduct spend forecasting at the category level
- Performs other duties as assigned by manager
- Maintain the highest ethical standards and assure the fair and equitable treatment of all suppliers to enhance Del Monte Foods' image and provide the basis for widening competitive advantage

Qualifications:

- Education: BA/BS degree in business or business-related major
- Years of Experience: 5yrs+ experience in Purchasing or related field-
- Direct Experience with MRO and Commercial Services procurement
- Firm understanding of purchasing and end user requirements including broad experience in office, plant, marketing, information technology, and HR categories.
- Food Industry experience preferred
- APICS or NAPM/ISM certification preferred
- Corporate Purchasing/Contracting/Implementation experience
- E-Auction, e-procurement (catalog) and p-card experience required
- Office Purchasing expertise
- Capable of managing multiple priorities, projects, and tasks
- Good interpersonal, customer service, and problem solving skills
- Self starter with proven track record of implementing/executing complex projects
- Computer and analytical skills

Offered:

- Competitive salary
- Comprehensive benefits package including Medical, Dental, Vision, 401(k) and Pension Plan

Del Monte Foods is an Equal Opportunity Employer.

ALL RESUMES NEED TO BE SUBMITTED THROUGH DELMONTE.COM TO BE CONSIDERED.

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