



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



— PDM Dinner Meeting —

**— That was Easy! —
Staples Business Advantage**

Tuesday, September 18, 2007



Volume 23 Issue 3

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Our Speaker: Mark Montgomery, District Sales Manager
(See Bio on page 2)

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**Outline of discussion topics
for our dinner meeting:**

1. Staples Overview
2. E-procurement
3. Vendor Consolidation
4. Supply Chain Module
5. SBA Commitments to Customers and Community

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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. \$25-members, \$29-nonmembers (includes dinner), \$5.00 for speaker only.

Speaker's Bio: Mark Montgomery

"I was born in Atlanta, Georgia and grew up in Lagrange, Illinois with a passion for the Chicago Cubs and the game of Baseball.

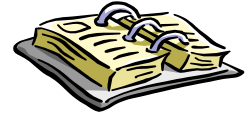
"After high school, I moved to California and was a walk on as a pitcher for the Santa Monica City College Baseball team. I played two seasons where I was noticed by the Boise State University Baseball program and received a full ride scholarship.

"Baseball, although just a game, prepared me for a successful 30 year career in sales. I learned that positive competition is very healthy and that many of the tools I used in baseball could be applied to working in the office product industry.

"My first job out of college was with Southworth Stationers a local retailer in Boise, Idaho. I was hired by Johnson & Staley, a writing instrument wholesaler, where I was promoted to sales manager and transferred to the Seattle, WA.. Johnson & Staley was purchased by United Stationers where I was transferred to Sacramento. I was with United for 18 years. I have been with Staples for 4 1/2 years.

"The opportunity to work in the Office Product Industry has been great! The products that we sell are necessary for a business to work efficiently. I have always enjoyed working with companies to help them save money and streamline their procurement process."

APICSacramento Calendar



September, 2007

- | | |
|-----|--|
| TBA | Board of Directors meeting |
| 13 | Webinar: Effective Inventory Management Concepts; 1:00 pm EDT; Debra Hansford, CPIM, CIRM, CSCP, C.P.M.; PreCrest; Level: Basic. |
| 18 | Professional Development Meeting |
| 20 | Webinar: Effective Inventory Management Concepts; 1:00 pm EDT; Debra Hansford, CPIM, CIRM, CSCP, C.P.M.; PreCrest; Level: Basic. |
| 27 | Webinar: Effective Inventory Management Concepts; 1:00 pm EDT; Debra Hansford, CPIM, CIRM, CSCP, C.P.M.; PreCrest; Level: Basic. |

October, 2007

- | | |
|-----|----------------------------------|
| TBA | Board of Directors meeting |
| 16 | Professional Development Meeting |

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.

MESSAGE FROM THE SECRETARY/TREASURER

It's not too late to register for the international conference and help celebrate our 50th anniversary. One of the advantages of your APICS membership is a reduced rate for conference registration. This year the conference will be held in Denver on October 21-23.

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 covering topics such as operation essentials, inventory optimization, lean operations, executive strategy, auto identification, warehousing and distribution, professional advancement, demand planning/forecasting, and supply chain collaboration. There are also plant tours to Celestial Seasonings, Coors Brewing Company, Ball Corporation, Leanin Tree (greeting card company), and Allosource (a non-profit provider of bone and soft tissue allograft).

There will be three general session speakers, Ken Blanchard, author of the one minute manager, Steve Uzzell, international award winning photographer, and Jack Bacon, international Space Station management team.

For networking and entertainment there is the opening reception at the "Wings over the Rockies, Colorado's air and space museum. The closing reception will be at the "Museum of Nature and Science".

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

Beverly Paul, CPIM
Secretary/Treasurer
APICS Sacramento

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.

Aerojet

Joe Kammerer
(916) 355-3083
joe.kammerer@aerojet.com

Blue Rose Company

Brenda Marsh
(916)-261-3161
blurosecompany@sbcglobal.net

Motion Control Engineering

James Gines
(916) 463-9354 Direct Line
jamesg@mceinc.com

Agilent Technologies

Chris J. Nelson
(916) 788-5629
chris_j_nelson@agilent.com

California State University Sacramento

Herb Blake
(916) 278-7106
blakeh@csus.edu

NEC

Bill Myers
(916) 786-3900 x 4666
Bill_Myers@necelam.com

Ames Company

Alan Holst
(530) 666-2493
holstam@watts.com

CV Logistics

Kevin Moynihan
kmoynihn@cvlogistics.com

Output Technology Solutions

John Sapp
(916) 939-5964
john_sapp@billing.com

Apple Computer

Sandy Madruga
smadruga@apple.com

CSUS

Linda McElroy
(916) 278-4297
lmcelroy@csus.edu

Pasco Scientific

Michael Reeve
reeve@pasco.com

Applied Aerospace Structures Corp.

Tom Samborski
(209) 983-3202
tsamborski@aascworld.com

Dade Behring

Pat McCarty
Pat_McCarty@DadeBehring.com

Sacramento Bee

Stephanie Reid
loverofchristxx@aol.com

Baxter Planning Systems

Kris Anderson, CSCP
916-660-1540 x205
kanderson@bybaxter.com

Hubbert Booze

Industrial Engineering Consultant
hbooze@attbi.com

Tesco Controls

Tim Kotts
tkott@tescocontrols.com

Hewlett Packard
Tom Leard
(916) 748-8308
tom_leard@hp.com

Varian

Chris Mathiot
(916) 632-3456 x373
chris.mathiot@varianinc.com

Notable Quotes

Effort is only effort when it begins to hurt.—José Ortega Y Gasset (1883–1955), Spanish essayist, philosopher.

A process which led from the amoeba to man appeared to the philosophers to be obviously a progress—though whether the amoeba would agree with this opinion is not known.—Bertrand Russell (1872–1970), British philosopher, mathematician.

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/Resources/careercenter>

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>. 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 \$99 per viewing for APICS members or \$139 for non-members. 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.

APICSacramento Board Members

President	Pat McCarty, CPIM	916/374-3157	Pat_McCarty@DadeBehring.com
VP Marketing	Ed Mercado, CPIM	209/727-5504 ext 5113	Ed.Mercado@StarBuildings.net edmercado@msn.com
VP Education	Melanie Hoots, CPIM	916/785-1186	melanie.hoots@hp.com
Assistant VP Education	Herbert Blake, CPIM	916/278-7106	blakeh@csus.edu
Secretary / Treasurer	Beverly Paul, CPIM		Bpaul@apicsacramento.com
VP Programs	Tim Kott	916/395-8800 ext.2713	tkott@tescocontrols.com
Director of Technology	Randy Beck	916/788-2412	rbeck@prideindustries.com rbeck@apicsacramento.com
Newsletter Editor	Alan Holst	530/666-2493	holstam@wattsind.com
Director of Company Coordinators	Joe Kammerer	916/355-3083	Joe.Kammerer@aerojet.com
Past President	Bill Lodholz	530/666-2493	lodholz@wattsind.com
Director at Large	Casey Fallon	916-373-6673	cfallon @cswg.com
Director at Large	Glen Lewis	530/752-7135	galewis@ucdavis.edu
Director at Large	Brenda Marsh	916/447-8205	brcben@sbcglobal.net
Student Chapter Advisor, Chico	Tom Wilder	530/898-5376	twilder@csuchico.edu
Student Chp President, Chico	J. Koury		jkoury@mail.csuchico.edu
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail:	916/650-8660	Chapter Website:	www.apicsacramento.com
Chapter mailing address:	APICS Sacramento Chapter PO Box 13249 Sacramento, CA 95813		

APICS Consultants Directory

When you need reliable operations management information to help make business decisions, the APICS Online Consultants Directory connects you with the consultant, professor, interim manager, freelance specialist, or researcher you need to achieve your project goals. Find more information at <http://www.apics.org/Resources/Consultants/>.

Upcoming APICS Webinars

Effective Inventory Management Concepts APICS Webinar Series

September 13, 20, 27, October 4, and 11; 1:00 pm EDT
Presented by Debra Hansford, CPIM, CIRM, CSCP, C.P.M.;
PreCrest
Level: Basic

Preliminary Program Now Available

The program for the 2007 APICS International Conference & Expo is rapidly taking shape. At http://www.apics.org/education/conference/downloads/73781_Program.pdf, preview the program of exciting events, knowledgeable presenters, and excellent educational sessions that await you at APICS 2007 and

- *Plan* your conference experience
- *Coordinate* your schedule with your coworkers
- *Get approval* from your employer to attend

Early Registration Deadline Extended

Register by September 28th and save \$150

2007 APICS International Conference & Expo

October 21–23 - Denver, Colorado

International Educational Sessions

APICS 2007 has a strong global focus, and many of the educational sessions address operations management issues around the world. Here are just a few of the sessions from this year's lineup.

- **Demand Driven Process: S&OP and DRP in PepsiCo Supply Chain** - Learn from the experiences of Brazilian PepsiCo and its 2006 supply chain processes review.
- **Hewlett-Packard's RFID Pilot Tests in Brazil - Case Study** - Learn how Hewlett-Packard has used radio frequency identification tagging to achieve near-perfect order fulfillment and increased efficiency.
- **Reducing Total Delivered Costs through Continuous Improvement** - With operations around the world, reducing total delivered costs while meeting overall business objectives is paramount at Nestlé.
- **Lessons in Customer Collaboration in Asia** - As business continues to globalize, more and more companies will find themselves with customers throughout Asia.
- **BASF Success Case: Achieving Supply Chain Collaboration** - See how BASF's Latin America operation was able to reduce stock by 47 percent while increasing customer service.
- **Sourcing Globally with Minimum Risk** - Explore the complexities of a global supply chain, examining the attributes and costs associated with global sourcing risk.
- **Peak Oil - The Impact on Global Supply Chains** - The debate concerning Peak Oil is heating up. Coming soon.

Register now to increase your knowledge and stay up to date on operations management trends around the world.

Guide to APICS 2007

With more than 85 educational sessions, three general session speakers, four banquets and receptions, and more than 100 exhibitors, demonstrations, and new product launches, you can plan on three full days of learning, networking, and celebratory activities. Do you want more details? Please go to <http://www.apics.org/education/conference/> for information about:

- **Who Attends Conference**
- **Schedule at a Glance**
- **General Session Speakers**
- **Plant Tours**
- **Celebratory Events**
- **Educational Sessions**
- **Exhibitors List**
- **Housing & Travel Information**
- **Registration Details**

Stay Informed

To receive monthly updates about new speakers, educational sessions, and 50th anniversary events and celebrations, sign up for the **APICS 2007 e-Newsletter**.

See you in Denver, Colorado, USA - The Mile High City!

Note: APICS 2007 content is subject to change.