

## Professional Development Meeting

# E-Commerce, E-Business, E-Healthcare, E-Gads!

Tuesday, October 16, 2001

Presenter: Don Bloomstine

Can we as a world/national community depend upon the technology of today and tomorrow to always be there? Information technology can now be charged with leading the 2001 industrial revolution. But, like all things that evolve, they either end or slowly change to become something else. Commerce, business and healthcare all have invested heavily in electronic information technology. Knowing this has created a dependency like no other that mankind has experienced except for food, water and breathable air. Is the risk worth it?

- A Quick Look Back
- The Network Well Traveled
- Question of Survival
- What are the costs?
- Looking towards the future
- Risk vs. Reality
- Where does it end/change?
- The Next E-Revolution
- What Remains
- Questions/Open Discussion

### About Our Speaker:

Don Bloomstine is the IT Manager for three Kaiser facilities – Stockton, Modesto and Manteca. He has been with Kaiser for 30 years – starting out the first 10 in healthcare as medical assistant and surgical aide. During the past 20 years he has been systems implementation and support manager and was also IT manager for 3 regional call centers, one of which was on 24/7/365 operations. He holds a BA in Psychology and an MBA from Sac State. He lives with his family in Sacramento.

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## RSVP by Friday, October 12, 2001

To RSVP for this dinner meeting, please call 916.650.8660 or e-mail Ed Mercado at [edmercado@email.msn.com](mailto:edmercado@email.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 Brewery & Grill 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	

# Board of Directors Message

## APICS Sacramento Calendar



I think everyone knows what an APICS chapter is. That's the organization that puts on the education courses and the professional development meetings. You are probably aware of what APICS international is. That's where we send our dues every year. But I'm willing to bet that most of you had no idea that there is a major resource in APICS known as the "Region".

North America was divided in several geographic areas known as a "Region". The number of regions has grown over the year as membership has grown. There are currently 14 regions each led by a Region Vice President. Wait a minute, vice president? Chapters and society have a president, what's with the region? Well, the Region Vice President is a vice president at the society level and sits on the international board of directors, so they are society vice presidents. The region has a board of directors, which consist of the chapter presidents of all the chapters in the region. Because a region can cover a large geographic area and there can be quite a few chapter presidents, the region is managed by the Region Vice President and a non-voting staff of seven past chapter presidents. The region serves as the major communications conduit between chapters and society.

The Sacramento Chapter is part of APICS Region 10. This region consists of all the chapters in Northern California, Oregon, Washington, Nevada (except Las Vegas), Utah, Hawaii (yes we have a chapter in there) and Alaska, Montana and Wyoming, which have no active chapters. There are currently 21 chapters in the region. For the past four years my primary APICS volunteer work has been as a member of the Region 10 staff. As a member of the region staff I have been responsible for the region finance and along with my colleges, mentor chapters (every chapter gets a visit or two year from a region staff member) and help plan and execute four region meetings a year.

Region meetings are put on four times a year and are used for two-way (society to chapters and visa versa) communications and for providing management training to chapter officers. These meetings maybe the best kept secret in APICS. Once a quarter, a chapter will host board members from all the chapters in the region for a one and a half day business and training session. Sacramento just hosted the region last month. At these meetings business management training, that companies pay thousands of dollars for, is provided at no cost to chapter board members (yet another good reason for volunteering for the chapter board).

If anyone has questions about our region, the chapter or society just drop me a line (see the board list at the back of newsletter) or you can usually find me at the monthly dinner meetings.

Bill Lodholz  
APICS Sacramento Director at Large  
APICS Region 10 Director of Finance

### October

- 16 Professional Development Meeting at Sudwerk Brewery & Grill. 5:30pm. Don Bloomstine from Kaiser Healthcare IT presenting.
- 23 "Disaster Recovery Planning" Seminar. Holiday Inn Capital Plaza; 300 J Street; 5:30—7:30pm. See this newsletter for more details.
- 28—31 APICS International Conference; San Antonio, TX
- 30 Board of Directors Meeting at Lyon's Restaurant (I-5 & Richards Road). 6pm

### November

- 8 Company Coordinators Meeting. Round Table Pizza on Watt Ave. 6pm
- 13 Board of Directors Meeting at Lyon's Restaurant, I-5 & Richards Road). 6pm.
- TBA** Professional Development Meeting at Sudwerk Brewery & Grill. 5:30pm. Speaker / Topic TBA. Note: There's a possibility that the date of the Meeting will be changed from 3rd Tuesday of the month. Check with website and next month's newsletter for final date.

## Sacramento Chapter Hosts Region Meeting

Chapter officers from around Region X descended on Sacramento in late September for a 2day quarterly region meeting. The meeting was co-hosted by this chapter and the Gold Rush Chapter in Modesto.

Region X covers northern California and Nevada up to the Canadian border, then down through Montana, Utah and Idaho. It also includes Hawaii. Chapter officers were briefed on society-level topics and engaged in interactive training sessions covering teambuilding, strategic planning and professional skills. After the meeting closed, they boarded the Spirit of Sacramento for a dinner cruise on the Sacramento River.

The board of directors is always looking for help managing chapter activities. If you are interested in being a chapter officer, or helping in any way, please contact any member of the board.

# Seminars

## INVENTORY ESSENTIALS FOR SMALL BUSINESS

October 15 and 17

6:30 - 9:30 PM @ Sierra College

Brought to you by the Sacramento chapter of APICS - The Educational Society for Resource Management, Manufacturer's Assistance Program (MAP) and Sierra College. This two-evening class covers fundamental principles of inventory management for small businesses including retail and manufacturing. I Topics covered include Just-In-Time (JIT) principles, inventory record accuracy, cycle counting, bills of materials and ordering techniques. Many practical examples will be presented and students will be allowed to present specific situations for brainstorming by the class. Principles and techniques learned can be implemented at work the next day.

REGISTRATION (916) 781-0590 \$76 per student. A \$5 fee payable to APICS is due at first session. An optional participants' workbook will be available in class for \$25. All course materials are copyrighted by APICS.

YOUR INSTRUCTOR: Ed Mercado, CPIM has over 15 years experience in materials and operations management. He is Inventory Manager for a manufacturer of pre-engineered steel buildings in Lockeford CA. He is CPIM certified with APICS and has taught certification review courses and small business classes at Sierra College. Active in professional organizations, he is a board member of the Sacramento chapter of APICS and is a member of NAPM (National Association of Purchasing Management). He earned his MBA from Golden Gate University, Sacramento campus. He also holds a B.S. Industrial Engineering degree and completed coursework in M.S. Industrial Engineering.

World Class Manufacturing – Reduce waste in your production process.

Offered by Manex & SMUD

You'll practice reducing waste by participating in hands-on activities. Identify non-value-added activities such as staging materials, wasting process time or searching for tools and materials. At this seminar, learn how world class manufacturers save time and improve productivity by eliminating or reducing non-value activities.

**When:** Wednesday, October 24, 2001

**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 ✉

## Company Coordinators Meeting Announced

**FREE PIZZA & BEER!**

Agenda: We'd like to share best practices about what works and what doesn't for generating interest in APICS within your companies. We hope you can make it and share your thoughts and ideas with the group. If you know of any members in other companies that might like to be Coordinators, please feel free to invite them.

**When:** Thursday, November 8, 6:00pm

**Where:** Round Table Pizza - 3327 Watt Avenue,  
Sacramento, CA

**r.s.v.p.:** Contact Melanie Hoots @ 916-785-1186 or melanie\_hoots@hp.com



# CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward Materials Management Certificate from CSUS/RCE. Call Ken Times, CSUS/RCE at (916) 278-4559 (Email: timesk@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 ☒

# 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> ☒

<b>Materials Management</b>	
Held at Pride Industries in Roseville on Tuesdays & Thursdays 6pm—9pm*	
When	Class & Course Code
9/18—10/18**	Introduction to Materials Management
10/23—11/15	Master Planning of Resources
1/15—2/12	Detailed Scheduling and Planning
2/19—3/19	Execution and Control of Operations
3/26—4/23	Strategic Management of Resources

\*All Dates are subject to change.

\*\* This date has slipped due to the current national crisis.

## Building a Better Purchasing Department

By Sameer Kumar, Ph.D., PE, and Ralph Harms, CPM, CPIM, APP

### Summary

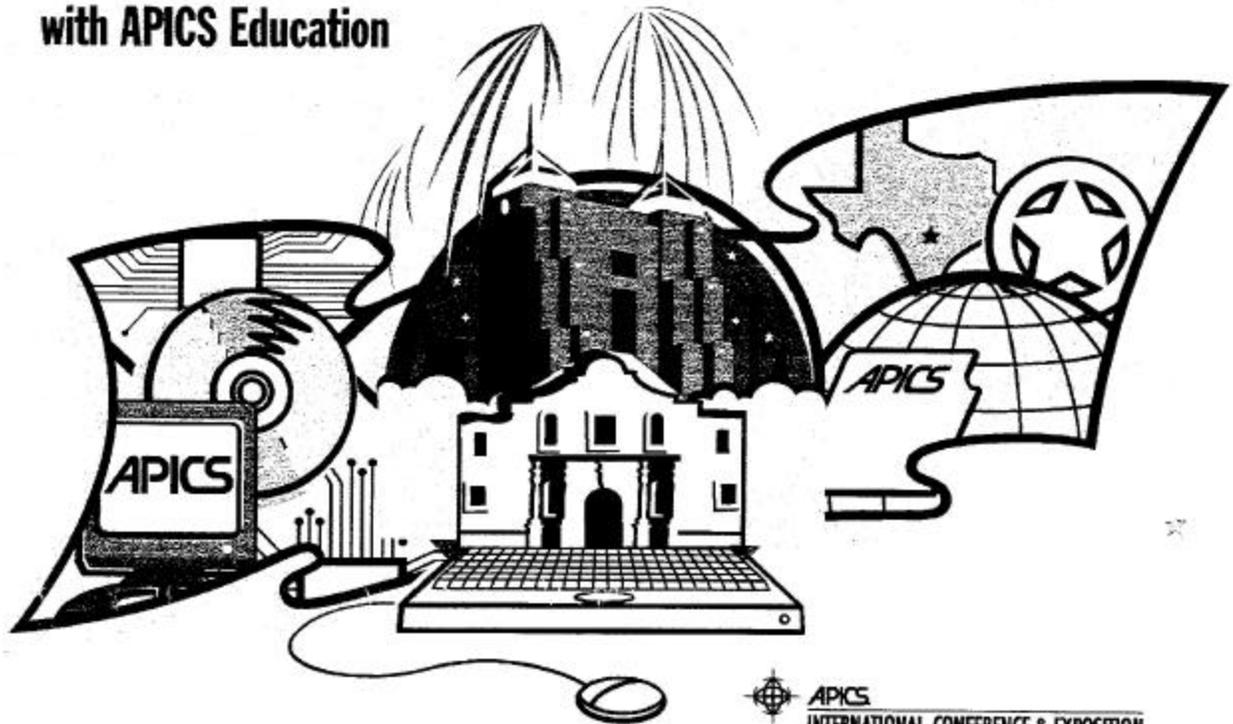
- Like many manufacturers, Viratec Thin Films suffered growth pains during the 1990s, resulting in a purchasing department characterized by poor communication and inefficient processes.
- To overhaul processes, reduce costs, and increase efficiencies, Viratec embarked on a course of developing and implementing controls, regulations, procedures, and guidelines.
- A key component of the overhaul was using process mapping to define the roles and tasks of the buyers in the purchasing department.
- The processes overhaul yielded impressive results in the areas of lower inventory levels, shorter commodity lead times, and increased product throughput.

Read the full story in the September issue of APICS – The Performance Advantage ☒

# Exploring New Frontiers

OCTOBER 28-31, 2001 | SAN ANTONIO, TEXAS

with APICS Education



 **APICS**  
INTERNATIONAL CONFERENCE & EXPOSITION

## 2001 APICS International Conference and Exposition

The annual conference features the most dynamic and comprehensive educational programming in the field of resource management—and provides you with cutting-edge solutions to help your company thrive in the new economy.

In addition to more than 100 educational sessions, this year's event features an exciting group of general session speakers:

- ★ **Senator Bob Dole**
- ★ **Advertising guru Don Peppers**
- ★ **Leadership expert Rick Butts**

Contact APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851 to request a copy of the 2001 brochure (stock #04066). Or visit [www.apics.org](http://www.apics.org) for the latest conference developments.

## Just Announced!

This year APICS is offering Early Bird Registration. Register by July 13, 2001, and save \$250 off of the walk-in rate!

Your conference fee also entitles you to two complimentary boxed lunches, an opening reception, and a farewell extravaganza and concert.

Priority code: SDG31A

## APICS Certification: *Experience the Power of Knowledge*

APICS' internationally-recognized certification programs, Certified in Integrated Resource Management (CIRM) and Certified in Production and Inventory Management (CPIM), are known globally as standards of competence in business and manufacturing.

The CIRM and CPIM programs each consist of five exam modules for which you can prepare with a number of APICS study materials, text and multimedia references, and instructor-led courses and workshops.

### Why Choose APICS Certification Programs?

APICS certification programs open the door to job opportunities and your career advancement. According to a recent APICS Salary Survey, respondents with CPIM or CIRM credentials earned 15 percent to 23 percent more than non-certified professionals.

In addition, more Internet-savvy manufacturing companies are demanding APICS certification on applicant resumes. On the Monsterboard.com site, more than 61 percent of manufacturing jobs request APICS certification!

The CPIM and CIRM programs specialize in results-oriented education, which means that you will walk away with more than the professional credentials that you have earned. You will learn to apply what you have learned in your own job, giving you enhanced credibility and recognition as a valued resource within your company.

The APICS Certification Maintenance program prepares you for the challenges ahead by preserving the currency of your hard-earned certification credentials.

For more information visit the APICS website at [www.APICS.org](http://www.APICS.org), or contact Terrell Thruston, Sacramento Chapter VP of Education at [Terrell\\_Thruston@hp.com](mailto:Terrell_Thruston@hp.com).

## DISASTER RECOVERY PLANNING *...Are you ready?*

**It can happen to anyone. But if you have a disaster recovery plan, you will recover faster AND be back in business. Join a special 2-hour seminar and find out what you need to do to be prepared.**

In this session, you will discover that in many cases, the operations team is the group hit the hardest. If your company does not already have a plan, your operations team will want to do some preparation themselves.

**Who Should Attend:** Anyone who needs to know how to develop a disaster recovery plan.

**About the Speaker:** Karen Hess, CPIM, CIRM, teaches operations courses at local colleges and is a frequent speaker in Northern California. Ms. Hess developed a disaster recovery plan for her employer and found little "how-to" information readily available. She was invited to share her knowledge at the Hewlett-Packard International Women's conference and has been asked to present the topic to professional groups in Northern California and Nevada. Ms. Hess is employed by Hewlett-Packard Company in Roseville, California.

Date: Tuesday, October 23<sup>rd</sup>, 2001  
Time: 5:30 – 7:30pm  
Location: Holiday Inn Capital Plaza  
300 J Street  
Sacramento, CA  
(916) 446-0100  
Price: \$45.00 member  
(APICS, NAPM, or ASQ)  
\$50.00 non-member  
Food: Pizza and sodas will be provided.

For reservations or more information on this seminar, call (916) 650-8660.

APICS, the Educational Society for Resource Management, is an international professional society for resource managers. Its primary membership is operations professionals but is open to anyone in a business enterprise or those seeking more information on the topic. The local chapter is in Sacramento. For more information on APICS, go to: [www.apicsacramento.com](http://www.apicsacramento.com).

# 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**

Steve Reingold  
(916) 355-2552  
steven.reingold@aerojet.com

## **Agilent Technologies**

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## **Apple Computer**

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## **California State University Sacramento**

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## **Coherent**

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## **Hewlett Packard**

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## **Karen Hess**

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## **Institute of World Class Management**

Gerhard Plenert  
(916) 536-9751  
Plenert@aol.com

## **Menlo Logistics**

Curtis Andrade  
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## **Motion Control Engineering**

Pamela Do  
(916) 463-9495  
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## **NEC**

Gail Reinke  
GReinke@el.nec.com

## **Output Technology Solutions**

John Sapp  
(916) 939-5964  
john\_sapp@billing.com

## **Pasco Scientific**

Michael Reeve  
reeve@pasco.com

## **Siemens Transportation Systems**

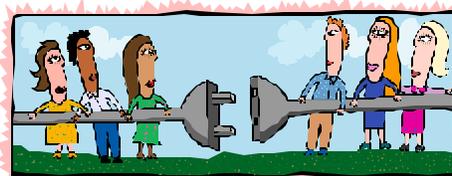
Ron Hazard  
(916) 681-3278  
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**We're on the Web!**  
[www.apicsacramento.com](http://www.apicsacramento.com)

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Chapter Voice Mail		916/650-8660	<a href="http://www.apicsacramento.com">www.apicsacramento.com</a>