

## Professional Development Meeting

Logistics in the Balkans—Maj. Adrian Adendorff (Ret.)

Tuesday, October 15, 2002

The Gulf War identified a need for the US Army to change the way we fight. New methodologies were developed to support a Force Projection capability for low to medium level conflicts. Rapid deployments with escalation capabilities required development of modular combat support and combat service support doctrine. Logistics translated this new doctrine into modular support packages, pre-positioned war stocks and velocity management

of push logistics. It was first tested on a large scale during the Bosnian conflict and then again during Apache helicopter battalion's deployment to Albania in 1998. Come to the meeting 15 October to hear the rest of the story.

**ABOUT THE SPEAKER:** Maj. Adriaan Adendorff (ret) was commissioned as a Logistics officer in 1983. In the early nineties he was the accountable officer for all equipment in Europe and was responsible for Desert Shield/Desert Storm units deployment at 100% combat ready status. He has written current logistics doctrine for the Quartermaster School at Ft Lee, Virginia and has taught Velocity Management at the Royal Logistics Academy in England. In 1994 MA Adendorff was the logistics officer in Hungary, responsible for food, fuel, equipment, spare parts, Logistics visibility and developing doctrine for the Bosnian deployment. In 1998 he was sent to Italy to facilitate the deployment to Albania for the Macedonian conflict. In 2000 MA Adendorff left the Army to be the global distribution manager for Applied Materials in Santa Clara. In 2002 he started working for E & J Gallo as their logistics manager for Midcal, a Gallo company. Midcal makes all closures for Gallo products, and others firms including Delicato, Mogen David and Anheuser-Bush. Maj Adendorff is CPIM certified by APICS.

**RSVP by Friday, October 11, 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 Hungry Hunter Restaurant, 450 Bercut Dr., Sacramento. Call 916-441-2844 for directions or 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	



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## Our Company Coordinator Program

Recently, I had an opportunity to discuss our Company Coordinator program with other managers throughout Region 10 at a training session in San Jose. While I went into that meeting thoroughly impressed by the caliber of the people that we have on our Company Coordinator panel, I left with a new appreciation for them. The group of people that we have representing APICS to their individual facilities are brilliant, articulate people, who have the ability to analyze a situation and freely give opinions regarding how to better the system, or solve the problem, no matter what issue is brought before them. Many in the regional meeting expressed that their Company Coordinators were neither autonomous nor motivated to get the savvy of APICS embedded into their company cultures. I find this is something the APICSacramento Company Coordinators excel at, and I thoroughly appreciate it as my job as manager is simplified..

I encourage those of you working with firms that are represented by our Company Coordinators to work with them to help ensure that your co-workers can benefit from wealth of resources that APICS has to offer. If your workplace does not have a Company Coordinator, consider becoming one. It does not take a significant amount of time to participate, it is most generally confined to answering questions about APICS and how it can help to cultivate your career and life. You get the recognition of your peers by being listed both on the APICSacramento.com website and in each month's newsletter. Besides all of that, we buy you pizza and beer twice a year.

Should you have any questions on how to become a Company Coordinator, just ask any of the Board of Directors.

Thank you and happy resource management.

*JT Smith*  
Company Coordinator Manager ✉

## Small Business Inventory Essentials Class

Sierra College is hosting a two-night seminar on "Inventory Essentials for Small Business." The seminar dates are November 4 & 6, 2002, at the Sierra College Roseville Gateway. The seminars will be held 6:30 - 9:30 PM and the registration fee is \$76 per participant. For more information or to register, call: (800) 242-4004.

## APICSacramento Calendar



### October 2002

- 15 Professional Development Meeting. 5:30pm. Adrian Adendorff to speak on logistics in the Balkans. Hungry Hunter Restaurant
- 23 Board of Directors Meeting. 6pm. Memphis BBQ on Bercut Drive, off of I-5 at Richards Ave. exit.

### November 2002

- 19 Professional Development Meeting. 5:30pm. David Jones to speak on "The Principles of Lean" with demonstration. Hungry Hunter Restaurant
- 20 Board of Directors Meeting. 6pm. Memphis BBQ on Bercut Drive, off of I-5 at Richards Ave. exit.

### December 2002

N/A **No PDM in December—Happy Holidays!**

## Were You Certified Before 1998?

If so, your deadline for submitting an application for CPIM certification maintenance is coming up in 2003. The new certification maintenance for CPIM/CFPIM kicks into gear January 1, 2003. Make a resolution now to get your records together and submit the application no later than the month in which you were certified years ago. Helpful information is at [www.apics.org](http://www.apics.org) in the certification section of the site.

APICSacramento can help with a customized Excel spreadsheet you can use to keep track of the points you've already earned, and plan for points to help you reach your maintenance goal. Simply go to the chapter website at [www.apicsacramento.com](http://www.apicsacramento.com) and download the spreadsheet.

Join us at the November Professional Development Meeting on 11/19 for an encore presentation and Q&A about certification maintenance. And, if you've earned your certification within the past 5 years, your maintenance application is due in the month 5 years after your certification date.

Start accumulating points now! Keep your certification status. You snooze – you lose.

## Red Light...Green Light !!!

I remember playing Red Light, Green Light with my childhood friends many years ago. It was a fun game back then: trying to read body language to better anticipate when the leader would call out the other color. It was a game of motion, and no motion, skill and luck. In some ways, this childhood game prepared me for adulthood. For times when other adults would change their minds without forewarning, forcing me to react swiftly with no time to prepare.

This is exactly the game APICSacramento and other professional societies in the region played during the last two months with Sudwerk Restaurant. First they told us in August they were closing, a week before our meeting. Then, a day before that meeting they announced they were remaining open at their Exposition Blvd location. (We followed through on our rush reservation though at Hungry Hunter) Then, without warning, a little over a week before our September meeting, we were notified that they were closing that location for good. Again we made new reservations at Hungry Hunter.

A significant percentage of the Board of Directors and our Company Coordinators were involved in this Red Light, Green Light game, two months in a row, making new meeting reservations, notifying speakers, updating the website and voice mail greeting, and attempting to send emails far and wide notifying our customers of the meeting place change. This unnecessary use of human capital not only happened in our local chapter, but was repeated across all groups with meeting room reservations during this real-life game. What makes this story really pathetic is that we were lucky to get the final closing call at all. Another professional society revealed to us that when they were called, the Sudwerk representative told them the formal directive was not to call customers at all.

As resource management professionals we understand the impact of sudden changes on our customers. Yes, occasionally they do happen. I just think we limit the game to one round. Please join us through November 2002 at the Hungry Hunter restaurant and accept our humblest apologies.

*Karen Hess, CPIM, CIRM  
APICSacramento Board Member*

*(Despite the difficulty in firming plans, we were able to get sufficient word out to achieve higher than usual attendance figures.—  
Editor)*

### Lean World Class Manufacturing: Reduce Set-Up Time

**What:** Reduce machine down time between runs and respond faster to customers with "Set-up Reduction". Find out how to use "Single Minute Exchange of Die (SMED)" methodology to allow greater production flexibility by reducing set-up time.

**When:** Wednesday, October 30, 2002

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

**Time:** 8:30 a.m. to 12:00 Noon (Registration 8:00 – 8:30)

**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)

## Get to Know the New APICSacramento Board Members

I wanted to take a moment and introduce you to three new board members and one returning board member we have this year: Tanis Perez, Carol Thompson, Curt Andrade, and Brenda Marsh.

### Tanis Perez - VP of Education:

Tanis originally got involved with APICS as a student at Arizona State University. Since then, she has decided to get more involved with the organization and stay current on new trends in this area. Tanis works for Hewlett-Packard in Roseville, CA in the Global Planning Program Development. Tanis is married and lives with her husband and dog, dog named Mattie, in Rocklin. In her spare time, she's a musician in a local band.

### Carol Thompson – Director of Job Opportunities:

Carol joined APICS back in the early 1990s and became certified in 1993. Since then, she has decided it was time to get involved in the local chapter for two reasons: 1) participate in a productive non-work related activity and 2) help maintain her APICS certification. Carol also works for Hewlett-Packard as a Logistics Specialist in the HP Services Supply Chain Engineering Team. Carol is married. Her 'children' are two cats and a dog. She says they don't talk back and are much cheaper than the 2 legged children. In her spare time, Carol and her husband have been doing home improvements/landscaping activities. They own a 48-year-old house located on one acre. She says they are getting close to the 'done' point.

### Curt Andrade – VP of Marketing:

Curt became involved with APICS while he was working at Campbell Soup in their planning department. One day, one of his co-workers, Ken Pisor, invited him to a PDM and now he's decided to help with the board and learn more about the APICS organization. He is currently looking for employment in the Sacramento area and would love to have a job where he could combine all aspects of what he's learned through APICS body of knowledge. Curt lives in Elk Grove with his wife, Tammy, of 7 years. They have two two-legged and two four-legged children: Michala - 3 year old daughter, Steven - 8 month old son, Koko - 10-year old dog, and Lucy - 10-year old dog. With four children, Curt says "What spare time?" but still manages to play golf every now and then.

### Brenda Marsh – Director at Large:

Since 1995, Brenda has been involved with APICS – in one way or another. She's been a board member before and she teaches courses for the Purchasing and Facility Management certificate programs at CSUS College of Continuing Education. She finds board membership helps her focus her consulting business to current resource concerns of her customers. For the past 9 years, Brenda has owned Blue Rose Company, an operations and logistics consulting business which specializes in hazardous materials regulations. Brenda has lived in Land Park the past 14 of 16 years. Two of those years, she was relocated to Indiana. In her spare time, she loves to camp, pan for gold, ski, and fosters cats/kittens. (By-the-way: She has a female adult cat & a Siamese kitten available for adoption right now!). Brenda's household consists of one spoiled dog and 3 cats. She is single (and still looking).

Additionally, I'd like to say 'WELCOME BACK' to my returning board members: Bill Fuller-Newsletter Editor, Geary Huss – VP of Membership, Ed Mercado – Director of Programs, Randy Beck – Director of Technology, Beverly Paul – Secretary/Treasurer, JT Smith – Company Coordinator Manager, Karen Hess – Assistant VP of Education, Bill Lodholz/Glen Lewis/Terrell Thruston –Directors at Large, and George Cusack – Passport Manager. Without these folks, I would be at a loss. They are the people who make this chapter so great. So thank you for returning!!!

*Melanie Hoots  
APICS Sacramento Chapter President*



**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	Melanie Hoots and Terrell Thruston
Nov 4—27	Master Planning of Resources	Karen Hess
Jan 6—Feb 5, 2003 <i>(exc. 1/20)</i>	Detailed Scheduling and Planning	Karen Hess
Feb 24—Mar 24, 2003	Execution and Control of Operations	Kelly Southerland
Apr 21—May 19, 2003	Strategic Management of Resources	TBD
June 2—23, 2003	Purchasing	TBD

# 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 Melanie Hoots at (916) 785-1186. ☐

**Aerojet:** Steve Reingold—(916) 355-2552  
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## APICS Member Company and APICS Education Partner Team to Reduce Hazardous Waste: Your Tax Dollars at Work

APICS Sacramento member company Siemens Transportation Systems engaged our education partner Manex to help them improve the company's handling of hazardous waste.

Manex is a not for profit, partially government-subsidized, provider of affordable and hands-on consulting services. Siemens saved a considerable amount of money in using this service over traditional consulting services.

Siemens engaged Manex to show employees how Kaizen, an intensive and focused approach to process improvement, would work at their company. More interestingly, Siemens used Kaizen to address environmental waste problems. Most companies use it to improve manufacturing productivity.

The results are impressive:

- 92% reduction in cost of waste per rail car (from \$2K to \$171)
- 25% reduction in pounds of waste
- 28% reduction in gallons of waste
- 55% reduction in variety of materials classified as hazardous
- Diverted \$45,000 in building materials from the landfill by donating it to Habitat for Humanity
- Won 2002 Pollution Prevention Award from the Business Environmental Resource Center

According to Bruce Lorenz, Environmental Health and Safety Engineer at Siemens, "We didn't have a centralized system to measure or account for how hazardous substances were being used." With guidance from Manex, the Siemens team first removed every single chemical from the plant floor. They then classified materials, checked expiration dates, established a "pharmacy" of materials, and restocked

lockers. By the fifth day, the team reported the dramatic improvements shown above in waste handling. "Manex changed the way we looked at our process and helped us cut costs, improve hazardous substance handling and increase productivity," said Lorenz.

One of the best-kept secrets in the California business community is the California Technology, Trade and Commerce Agency, TTCA, at [www.commerce.ca.gov](http://www.commerce.ca.gov). This agency has several divisions serving different trade segments in California as well as business development programs such as the California Rural Development Council and Enterprise Zones. You may recognize SACTO, the Sacramento Area Commerce and Trade Organization. SACRAMENTO is a regional marketing group for the California agency. Manex (Manufacturing Excellence) is an affiliate of the TTCA. They can be found at [www.manex.org](http://www.manex.org). APICS Sacramento and Manex have partnered over the last couple of years providing affordable seminars with contemporary topics for area manufacturers.

Companies with challenging business problems should check out the many programs and services available through TTCA. The agency serves as the state's principal catalyst for innovation, investment and economic opportunity, enhancing the quality of life for all Californians. For more information on Kaizen, see <http://www.kaizen-institute.com/> and browse the APICS Bookstore ([www.apics.org](http://www.apics.org)) to review the following books: *Gemba Kaizen* by Masaaki Imai, *Kaizen* by Masaaki Imai, *Kaizen for Quick Changeover* by Sekine and Arai, *The Idea Generator* by Tozawa and Bodek, or *The Kaizen Blitz* by Laraia, Moody, and Hall.☐

We're on the Web!

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

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Lettershop services by  
PRIDE Industries  
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