



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



PDM Dinner Meeting



— THE EVOLUTION OF OPERATIONS MANAGEMENT —

Tuesday, October 18, 2005

Our Speaker: Professor Herb Blake
College of Business Administration
California State University, Sacramento

Abstract

Obviously Operations Management has been in effect for many millennia; obviously products were made even in the B.C. era. In this presentation, I discuss some of the significant events that have occurred that have shaped Operations Management today. These events start with the Industrial Revolution and proceed to the most recent event: e-Commerce. The evolution will show how current long-term strategies and short-term tactics have developed for Operations Management.

RSVP by Friday, October 14, 2005

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.

Volume 21 Issue 4

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APICS INTERNATIONAL CONFERENCE

Beverly Paul CPIM

By the time you read this, the conference will be over. What a year! All the planning for a conference in New Orleans and then to start over just months before the conference was to be held. They seemed to have everything in place for Kansas City. What a monumental task to change locations so rapidly. The APICS knowledge of planning and scheduling sure seemed to kick in.

The conference is a great place to network and learn the latest technologies. The various keynote speakers bring us excitement, enthusiasm, and first hand knowledge of their specific industry or organization. Plant tours are a great way to round out your conference experience.

If you are required to maintain your certification, you can earn 24 points for a full registration and attendance. Hope to see you next year in Orlando.

APICS Certified Supply Chain Professional (CSCP)

BECOMING A CSCP CANDIDATE

The CSCP program is for professionals who are interested in increasing their knowledge and expertise in the field of supply chain management. This new program is for individuals who have relevant work experience and would like to advance their careers in this growing field and gain a broader understanding of all of the areas that make up the supply chain. To be eligible to sit for the CSCP exam, a candidate must meet one of the following criteria: Bachelor's degree or equivalent, plus two years of related business experience CPIM, CFPIM, CIRM, or C.P.M. designation, plus two years of related business experience, or five years of related business experience.

(Continued on Page 9)

October, 2005

- TBA Board of Directors meeting
- 12 Webinar: Improve Lean Implementations with Data Flow Management
10/12/2005, 2:00 pm EDT
Presented by Russell M. Field, Process Analyst, Boeing Commercial Airplanes
Level: High-level overview
- 18 Professional Development Meeting.
- 26 Webinar: Gain Competitive Edge with Business Processes Focus
10/26/2005, 2:00 pm EDT
Presented by Chuck Sacco, CPIM, General Manager, SoftBrands, Inc.
Level: Intermediate

November, 2005

- TBA Board of Directors meeting
- 15 Professional Development Meeting.
- 16 Webinar: Proven Strategies for Reducing Forecast Error
11/16/2005, 2:00 pm EDT
Presented by Robert Byrne, President Terra Technology
Level: Intermediate

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 Brenda Marsh (916) 447-8205 or email at brcben@sbcglobal.net.

Aerojet

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

Agilent Technologies

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

Ames Company

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

Apple Computer

Sandy Madruga
smadruga@apple.com

Applied Aerospace Structures Corp.

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

Artesyn Solutions

John Walsh
(916) 434-4869
johnwalsh@sac.slr.com

Baxter Planning Systems

Norman Flores
(916) 660-1540 ext 212
nflores@bybaxter.com

Blue Rose Company

Brenda Marsh
(916) 447-8205
brenda@blurosecompany.com

California State University Sacramento

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

CV Logistics

Kevin Moynihan
kmoynihan@cvlogistics.com

CSUS

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

Dade Behring

Pat McCarty
Pat_McCarty@DadeBehring.com

Hubbert Booze

Industrial Engineering Consultant
hbooze@attbi.com

Hewlett Packard

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

Motion Control Engineering

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

NEC

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

Output Technology Solutions

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

Pasco Scientific

Michael Reeve
reeve@pasco.com

Sacramento Bee

Stephanie Reid
loverofchristxx@aol.com

Solectron

John Walsh
(916) 434-4869
johnwalsh@sac.slr.com

Varian

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

Notable Quotes

In nature there are unexpected storms; in life there are unpredictable vicissitudes.—Chinese proverb.

You don't need to pray to God any more when there are storms in the sky, but you do have to be insured.—Bertolt Brecht.

Education is what survives when what has been learned has been forgotten.—B F Skinner.

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 APICS-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.

APICSacramento Board Members

President	Bill Lodholz	530/666-2493	lodholz@wattsind.com
VP Education	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
Asst. VP Education	Herb Blake		blakeh@csus.edu
VP Membership	Pat McCarty	916/374-3157	Pat_McCarty@DadeBehring.com
VP Marketing	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology	Randy Beck	916/788-2412	rbeck@prideindustries.com
VP Programs	Tim Knott		tknott@tescocontrols.com
Newsletter Editor	Alan Holst	530/666-2493	holstam.wattsind.com
Company Coordinator Manager	Open		
Director at Large	Glen Lewis	209/342-1509	glen.lewis@delmonte.com
Director at Large	Brenda Marsh	916/447-8205	brcben@juno.com
Passport Manager	Open		
CSU Chico Faculty	Tom Wilder		twilder@csuchico.edu
CSUS Continuing Education	Carla Vincent	(916) 278-4524	vincent@csus.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		

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.

Job Opportunity

Dan Plute of Procurement Services may have a need for 3 or 4 contract administrators/buyers in the Sacramento area. The project would be 3 to 6 months. The positions include responsibilities for IT/Software, purchasing MRO items and other related purchasing activities. Candidates should have working knowledge of government procurement and the SAP system. Do you know of any candidates? Dan will have job descriptions next week. If you know of anyone who is interested please have them contact Dan at dplute@procurementservices.com or 925 685 4289.



Materials Management Certification Program Supply Chain Management Certification Program

Prepare for the APICS CPIM exam while earning an academic certification from CSUS. Please contact Carla Vincent at vincentc@csus.edu or (916) 278-4524 or visit www.cce.csus.edu and look for Business Operations under Courses & Programs. Each of the six Materials Management courses and the seven Supply Chain Management courses are offered once each year. Please call (916) 278-4433 to register.

All courses are held at CSUS Campus, Sacramento on Tuesdays and Thursdays. Dates and times are subject to change. Please visit www.cce.csus.edu for up-to-the-moment course schedules.

SCHOOL IS BACK IN SESSION

Master Planning of Resources

November 2 – December 5, 2005

Monday & Wednesday evenings, 5:30 – 8:30 p.m.

\$449*

2.4 CEUs

Now is the time for you to start working towards your certification in Supply Chain Management. For more information on these and other certificate program courses, contact ccebusiness@csus.edu. To register, please call (916) 278-4433.

*APICS members receive a 10% discount

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

Position: **Operations Manager**, Manufacturing in Southern California- Outside LA

Reporting to the President, the incumbent will be responsible for the operational goals (safety rates, on-time shipments, inventory targets, product cost, quality rates, scrap rates, etc.) and the financial goals (asset management, capacity planning, purchasing, inventory, capital expenditures, etc.) for this highly automated 50MM facility. The key focus of this person will be the continued development and leadership of a strong lean manufacturing strategy to continuously improve plant operations. There is a heavy focus on team building.

Requirements include: Bachelor's Degree in business or related technical degree required, Master's Degree preferred. Progressive responsibility and leadership background in a PROCESS

INDUSTRY is a must have in this role, specifically aluminum, wood or vinyl window experience. Experience with world class manufacturing principles (Lean, TQM, CI, 5S, SPC, etc.) is required.

Intangibles will include: leadership, communication skills, team player, motivator, goal setting, business management results oriented and customer focus, among others. Post-offer/ pre-employment background check, including degree verification will be conducted.

Salary range: \$85,000 to \$100,000; Bonus Potential; Relocation Benefits; 401K Plan; Excellent Benefits

Alyssa O'Driscoll, MRC Team Excellence, Project Coordinator, 937-438-0041 x101, ado@mrctv.com. Visit their website at www.mrctv.com

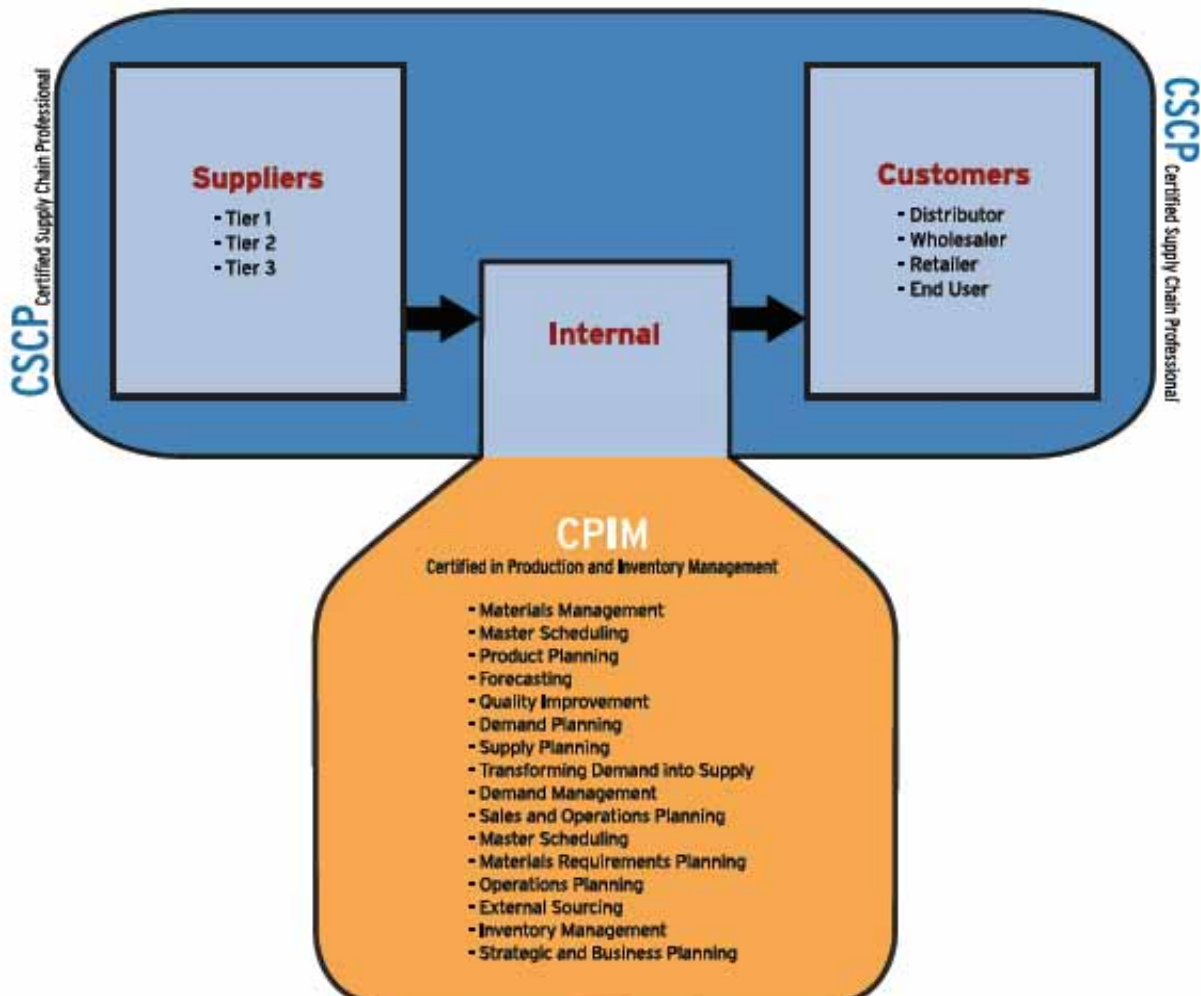
APICS Certifications Professional Advancement through Education

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management. APICS' certification programs are recognized worldwide as the standard of professional competence in production and inventory management and enterprise resources management. On March 8, 2005, APICS announced the expansion of its certification programs with the development of the new industry certification—APICS Certified Supply Chain Professional (CSCP) designation. With the addition of the CSCP designation, APICS enhances its validation of the disciplines within operations management, specifically production, inventory, and supply chain management, and the integration of operations within the enterprise.

The APICS Certified in Production and Inventory Management (CPIM) certification provides a common platform for individuals to evaluate their knowledge of production and inventory management. CPIM focuses primarily on manufacturing and provides an in-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation. Building on the depth of the CPIM knowledge, the CSCP certification will take a broader view, extending the CPIM knowledge outside a company's internal operations to encompass all the steps throughout the supply chain—from suppliers through the company to the end consumer—and how to effectively manage the integration of these activities to maximize a company's value chain.

Candidates in both the CPIM and CIRM programs should definitely continue to pursue their APICS certifications. The three certifications (CPIM, CIRM, and CSCP) are completely separate and distinct programs that concentrate on specific disciplines in the field of operations management.

CSCP/CPIM Educational Relationship



CBA On Line Job Board

The CSUS Office of Student Affairs recently launched an online Business Job Board and it has been an overwhelming success. They have had numerous employers already post their positions and hundreds of students have accessed the site. If you have a position you would like to post (student assistants/TA) or have business colleagues who would like to hire business students please share this link with them. The new program will meet the employer's needs while providing internship/employment opportunities in the community to CSUS business students. The new on line Job Board can be accessed at: www.cba.csus.edu/bjb Please log in and follow the directions to post your current or any future positions. If you have any questions, please feel free to contact CSUS office.

Carol Downey
Office of Student Affairs [Tahoe Hall, 2065]
College of Business Administration
California State University, Sacramento
916 | 278 | 5875 [Tel]
916 | 278 | 3887 [Fax]
downeycr@csus.edu
www.cba.csus.edu/Student_Affairs

APICS Certified Supply Chain Professional (CSCP) (cont.)

(Continued from Page 2)

CSCP LEARNING SYSTEM

The CSCP Learning System is a comprehensive training tool that helps students prepare for the CSCP examination. The easy-to-use system contains learning and reference tools needed to study for the CSCP examination. The CSCP Learning System was developed to reflect the four domains of the CSCP body of knowledge, which are: Supply Chain Management Fundamentals, Building Competitive Operations Planning and Logistics, Managing Customer and Supplier Relationships, Using Information Technology to Enable Supply Chain Management. The CSCP Learning System will consist of four modules focusing on each of these domains.

APICS CSCP SUBJECT MATTER EXPERTS

The CSCP Learning System was developed under the guidance of recognized experts in the field of supply chain management. These subject matter experts bring their expertise as high-level management executives to validate the CSCP Learning System, leveraging the complex challenges of today's supply chain:

Greg P. Allgair

Chief Logistician, Biohazard Detection, Northrop Grumman

Al Bukey, CFPIM, CIRM,

ABCO Engineering Ltd.

Alan L. Milliken, CFPIM, CIRM

Business Process Optimization, BASF

Peter W. Murray, CIRM

Global Supply Chain Competency and Development Leader, DuPont Global Operations

Chad Stricklin

Merchandise Supply Chain Manager, Disneyland Resort

Robert Vokurka, Ph.D., CFPIM, CIRM, C.P.M.

Professor and Chair, Texas A&M University–Corpus Christi, College of Business

Eddie J. Whitfield, CPIM, CIRM

Director, Solution Marketing - Manufacturing, SAP Global Marketing, Inc.

QUESTIONS?

We know there are many questions regarding how this new educational program will influence the educational offerings provided by APICS chapters. This is the first of many communications regarding this exciting new program. Look for more information in the future. If you have questions, please forward them to chapel@apicshq.org.