

## Professional Development Meeting

### Critical Performance Measurements – How To Build Your Company's Guidance System

Tuesday, November 20, 2001

Presenter: Benjamin M. Schlüssel CPIM CIRM

Most companies are working very hard at eliminating the waste and non-value adding effort in their enterprise but are not eliminating the waste and non-value adding effort in their measuring and reporting systems.

Critical resources are being squandered on collecting and reporting unnecessary, meaningless, misleading and untimely data. More importantly, the data being collected and reported has nothing to do with achieving or measuring progress towards the enterprises strategic objectives.

At this session we'll explore, identify and illustrate how a multitude of individual performance measures can be summarized and provide a guidance system for management that will lead towards achieving their strategic goals

We'll start by identifying the Strategic Measurement Model, then briefly review the collection of more than 200 measurements used by many companies and then proceed on to describing the 8 Strategic Enterprise Performance Measures. In the time remaining, we'll discuss 8 Rules For Building Your Guidance System and the 8 Steps for Building Your Guidance System.

#### About Our Speaker:

Ben Schlüssel is the founder and President of BMS Associates, a management consulting, education and training enterprise. Ben is a business professional with extensive experience in manufacturing, engineering, materials and operations management and distribution. His hands-on industry experience includes electronics, precision machining, heavy metal fabrication, machine tools, aerospace/defense, transportation equipment, food products and pharmaceuticals.

He has provided consulting and education services to clients in the areas of Just-In-Time, MRP, ERP, DRP Systems, Inventory Management, Supply Chain Management, Materials and Operations Management, Flow Manufacturing, Warehouse and Distribution Management, Change Management, Agile and Lean Manufacturing, Strategic Sourcing, Activity Based Costing, and Train The Trainer.

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### RSVP by Friday, November 16, 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

Time is running out. You need to start accumulating points for your certification maintenance deadline of 2003 if you have not already done so. You need to earn 75 points for CPIM and 100 points for CFPIM. Many activities from a wide variety of sources are accepted. There are four categories: 1.continuing education, 2. presentations, publications, and education development, 3.service to resource management profession, and 4. professional membership.

Professional membership – You earn 6 points per year for membership in APICS, You can earn 1 point per year for membership in another resource management related national/international organization.

Service to the resource management profession – At the chapter or region level you can earn 3 points per year as an officer (like president, vice president, secretary/ treasurer) of a governing board. You can earn 2 points for being a member (other than officer) of a governing board. (We can always use more volunteers).

Presentation, publications, and education development – 2 points per instructional hour can be earned for courses, professional development meetings, seminars, and workshops, Points are awarded only once for presentations on the same topic in a given calendar year. (We can always use more qualified instructors.) 2 points are earned per article or contribution on a subject matter relating directly to resource management published in a book, magazine, or newsletter. (We are always in need of good articles for our newsletter.) Thirty points are earned for a published book.

Continuing education – One point per instructional hour can be earned for attending conference (a full conference registration can earn 25 points), seminar, workshop, professional development meeting, CPIM review course, and classes. 3 points can be earned per course completed in an independent study program. You can earn 10 points for each APICS CPIM or CIRM certification passed.

You can obtain more information by checking [www.apics.org](http://www.apics.org) or calling 1-800-444-APIC and asking for a certification maintenance bulletin.

Beverly Paul, CPIM  
APICSacramento Secretary/Treasurer

## APICSacramento Calendar



### 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.
- 20 Professional Development Meeting at Sudwerk Brewery & Grill. 5:30pm. Benjamin Schlüssel will speak about Critical Performance Measurements

### December

- No Professional Development Meeting this month. Happy Holidays!
- TBA Board of Directors Meeting at Lyon's Restaurant, I-5 & Richards Road). 6pm.

### Upcoming in January

- 24 JOINT MEETING WITH NAPM - Hospitality Suite Gathering & Networking Affair; 6pm; Holiday Inn at 300 J Street

## Company Coordinators Meeting

### 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](mailto:melanie_hoots@hp.com)

# Seminars/Education

## 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 noncertified 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).

## World Class Manufacturing – Speed up set-up time

### Offered by Manex & SMUD

**What:** Set-up Reduction is an element of World Class Manufacturing (WCM), a systematic approach to looking at manufacturing operations and identifying process improvements. Manufacturers have reduced set up time from several hours to less than 10 minutes. With a quicker change over, machines can operate longer and make more products.

**Why:** If you reduce set-up time, you can:

- Respond faster to customer orders
- Increase productivity
- Reduce operating costs
- Develop a single piece flow operation
- Reduce wasted operator time

**Speaker:** **Chris Turner** has 20 years of international manufacturing experience using continuous improvement to achieve World-Class status. Before joining Manex, he worked for APW, Medtronic, J.W. Singer and other overseas firms.

**When:** Wednesday, November 14

**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 ✉

## Keeping Track of CPIM Certification Points

Just a reminder to those of you who are Certified; certification maintenance points may be earned by attending the Professional Development Meetings. Your attendance is recorded at each month's meeting with your signing in at the beginning of the meeting. One point is earned for each meeting attended. *(The maintenance points are tracked in the chapter member's database. You can contact Geary Huss for more information on your current points count. – Editor)*



APICS

Weber State University Online



# 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*		
<b>When</b>	<b>Class &amp; Course Code</b>	<b>Instructor</b>
9/18—10/18 *** CLOSED ***	Introduction to Materials Management	Melanie Hoots
10/23—11/15	Master Planning of Resources	Karen Hess
1/15—2/12	Detailed Scheduling and Planning	Staff
2/19—3/19	Execution and Control of Operations	Kelly Southerland
3/26—4/23	Strategic Management of Resources	Staff

*\*All Dates are subject to change.*

# 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.

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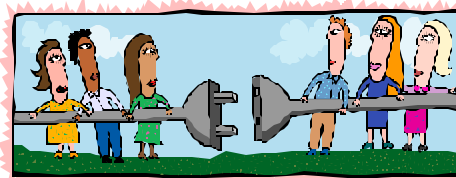
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**We're on the Web!**  
[www.apicsacramento.com](http://www.apicsacramento.com)

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