

Professional Development Meeting

Case Studies in Operational Improvement—Bill Singh Tuesday, November 19, 2002

Using Lean/World Class manufacturing tools allows companies to increase production through the reorganization of existing resources, helping to reduce backlog, shorten lead-time, become more efficient, and expand business. A brief introduction to Lean Manufacturing concepts along with two case studies where Manex has helped manufacturers achieve some extra ordinary results will be presented.

Manufacturing in California alone represents 15.8% (or \$139 billion) of the total gross state product. The MANEX mission is to *Keep Northern California manufacturers in California by helping them evolve, improve and grow.* MANEX is guided on this mission by a twelve-member Board of Directors comprised largely of executives from Northern California manufacturing companies.

ABOUT THE SPEAKER: Mr. Bill Singh has more than 30 years of experience in operations and assembly related manufacturing organizations. His product span ranges from engineered pumps to industrial computers, including precision sheet metal fabrication. His experience covers optimizing resource utilization and maximizing throughput with the help of efficient organizational structures, control systems, and strategic planning. Bill has an MS Degree in Mechanical Engineering, specializing in manufacturing and an MBA in finance. He has been a certified APICS (CPIM) member since 1984

RSVP by Friday, November 15, 2002

To RSVP for this dinner meeting, please call 916.650.8660 or email 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 www.apicsacramento.com 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	



November 2002

Volume 18 Issue 4

Inside this Issue

Int'l Conference	2
Calendar	2
Re-Certification	2
APICS Career Center	2
Electronic Newsletter	2
Testimonials	3
SPN	3
CA Business Costs Report	3
Siemens Thanks	3
CSUS/CCE Class Schedule	4
Online Classes	4
Company Coordinators	5
Chapter Contacts	6

2002 APICS International Conference

Well, the 2002 APICS International Conference is now a done deal. Thousands of your fellow production and inventory control professionals descended on Nashville to take part in four days of education and networking. For those of you who have never attended a conference, no other event offers you a higher level of interaction exclusively focused on resource management.

Attendees had the opportunity to interact with world-class general session speakers, industry experts and some of the best educational session speakers to be found. A major technical exhibit and the APICS bookstore were also available to the attendees. I had an opportunity to see some of the folks who have presented at our chapter over the last year or so again, as well as make a presentation myself.

On the lighter side, we were able to network with members from our chapter, region and the rest of the world. Our chapters' board was recognized with the APICS Chapter Management Platinum Award on the first evening and we all participated in a regional battle of the bands on second evening. Not necessarily a pretty picture. The networking events were wrapped up on the last evening with a concert by the Temptations.

Looking forward to the next couple of conferences, they are moving west for the first time in quite a while. The 2003 conference will be in Las Vegas and 2004 in San Diego. So I hope some more of you will be able to attend. As a chapter board recruiting tool, up to five board members are eligible to attend the conference at a substantial discount. Included with this is a day long Volunteer Leadership Workshop. Anyone who has attended this in the past can tell you that this is training that most people spend thousands of dollars on, and it's yours for free.

*Bill Lodholz
Director At Large* □

APICSacramento Board Sets Electronic Newsletter Start

The APICSacramento Board of Directors has voted to move the monthly newsletter to a fully electronic delivery *only* starting in July 2003. We currently deliver the newsletter to about 70% of our chapter membership, along with any other interested parties that request it.

If you're not receiving this newsletter via email, it's because we **don't have your email address**. You can provide or update your email address right at the chapter website: www.apicsacramento.com. Make sure you do this by June 2003!

APICSacramento Calendar



November 2002

- 19 Professional Development Meeting. "Case Studies in Operational Improvement" - Mr. Bill Singh. 5:30pm. 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!**

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

*Carol Thompson
VP Job Opportunities*

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 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 and download the spreadsheet.

Join us at the November Professional Development Meeting on November 19th 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.

APICS Training Testimonials

These quotes came from the "Introduction to Materials Management" class held in October:

"I was just promoted to a planning position and I do scheduling. I wanted a better understanding and wanted to see the picture as a whole. I gained a lot of knowledge."

"I wish I had taken this class in the first couple weeks of my job. It would have been a life-savor. I'm currently a planner who had about 12 hours of training before being moved into my current position. I took this class to gain a more comprehensive understanding of materials management. I thought the class was basic at the time, but I can still say that I got a lot out of it. It has been nice to take a class that I can directly apply to things I'm doing at my job."

Sacramento Professional Network

Entering the Job Market? Re-entering the Job Market? Changing Careers? Need to brush up on your job search skills?

Check out the Sacramento Professional Network (SPN) website. You can find out information about classes on skills analysis, application and resume writing, interviewing skills and much more at no fee to the individual! Just go to the SPN website at www.lanset.com/spn.

- Carol Thompson
- VP Job Opportunities

Report On Cost of Doing Business in California Just Released

The California Manufacturers and Technology Association (CMTA) where Glen Lewis, one of our Directors at Large, is a member, has just released a report stating that the cost of doing business for manufacturers is ~134% above the national average! Energy is one issue that will become worse for rate-payers (i.e. significantly higher \$) after the election. If you'd like to read the report, you can find it at the following weblink: http://www.cmta.net/cgi-bin/axs/ax.cgi?/turning_california_around/milken/ManufacturingMatters.pdf

Another 2002 International Conference Satisfied Customer

What a great conference!!! It was held at the Opryland Hotel, which is spectacular in itself. Being a volunteer leader, the conference, for us, starts the day before the regular conference with several sessions/workshops on chapter leadership. These are presented by chapter leaders excelling in a specific facet of running a chapter and are always very informative. The conference started out with a keynote address by Steve Lundin, PHD co-author of FISH. He was dynamic, humorous, and entertaining. He talked about the Pike Street Fish Market in Seattle and how the fishmongers bring fun to the workplace. It made you want to dash back to work to see if you could change the attitudes of your coworkers, and of course yourself.

Jim McCann CEO of 1-800-FLOWERS was the next day's speaker. He spoke of how he started out as a social worker and ended up running the largest "flower shop" in the USA. He used humor to describe his adventures and brought home the importance of customer service. The chairman and CEO of Caterpillar spoke on his 6-sigma company. William Taylor, cofounder of Fast Company spoke on the up and coming companies. I'm ready to change my portfolio on his information.

Along with the general sessions there was usually an opportunity to attend three other educational sessions during each day. I attended two with terrific speakers and the rest had great speakers. I learned at least several things from each session that I could bring back to my job. The exhibit hall had over 100 booths. The exhibits were open 11-5 on Monday and Tuesday and 11-2:30 on Wednesday. The APICS resource center was located in the exhibit hall and I always enjoy browsing and of course buying too. The prices are discounted by 10% what they usually are. There was also entertainment. Sunday's opening reception was held at Jillian's, an entertainment complex. They had bowling, dancing, a sports bar, and video games. A wild time was had by all. They had a networking reception on Tuesday in the exhibit hall. In the evening, had the closing reception with entertainment by the Rascals and the Temptations. More than half of the people were out on the dance floor moving to the oldies but goodies.

Don't forget to order your conference proceedings, which are available on CD. It's a benefit of membership but you need to call 1-800-APIC to order. It's not too early to start thinking of attending the 2003 conference which will be in Las Vegas, October 6-9. Hope to see you all there.

Beverly Paul, CPIM

Thanks to Siemens—STS for Plant Tour

Mr Kevin McGrew

Director of Quality
Siemens TS Division

On behalf of the board of directors of APICS Sacramento, I extend our sincere appreciation for the presentation you made last Friday, September 13, 2002 about Siemens TS operations. Your overview of Siemens' global capabilities and details of plant operations, specifically the cell concept, certainly gave the participants below added practical knowledge in effective operations management techniques. We also thank Mr Ron Hazard who was kind enough to show us the plant floor and explain some details of planning and day-to-day operations.

You and Mr Hazard's staying over until after 6 PM on a Friday, inspite of the horrendous traffic is most appreciated.

Please extend our grateful thanks to Mr Rick Brown, your Director of Manufacturing for this educational opportunity provided our members and our other customers.

Ed Mercado, CPIM
Programs Director
APICS Sacramento

Plant Tour Attendees:

Julia McMichael
Melita Muslic
Aaron Walrath
Mike Chester
Curt Andrade
Herb Blake, PhD
Ed Mercado



APICS

Weber State University Online



CSUS/College of Continuing Education Materials Management Certification Class Schedule

Weber State University On-line APICS Certification Courses

Prepare for APICS CPIM exams and apply toward the Materials Management Certificate from the CSUS College of Continuing Education/RCE. Call Lisa Sbragia or Jenni Helfrich at CSUS/CCE at (916) 278-4805 (Email: sbragial@csus.edu & jhelfrich@csus.edu) for more information or visit their Web site at 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 ☒

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 (exc. 10/14)	Introduction to Materials Management	Melanie Hoots / Terrell Thruston
Nov 4—27	Master Planning of Resources	Karen Hess
Jan 6—Feb 5, 2003 (exc. 1/20)	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

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

Karen Hess—(916) 748-9346
karen_hess@hp.com

Varian:

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

Agilent Technologies:

Norman Flores—(916) 788-6254
norman_flores@agilent.com

Institute of World Class Management

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

Industrial Engineers:

Hubbert Booze—916-956-2746
hbooze@attbi.com

Ames Company:

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

Motion Control Engineering:

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

At-Large: Charles Holmes

cnm@inreach.com ✉

Apple Computer:

Sandy Madruga
smadruga@apple.com

NEC:

Gail Reinke
GReinke@el.nec.com

Applied Aerospace Structures Corp.

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

Output Technology Solutions: J

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

CSU—Sacramento:

Herb Blake—(916) 278-6722
blakeh@csus.edu

Pasco Scientific:

Michael Reeve
reeve@pasco.com

Coherent:

Leah Geckeler—(530) 889-5295
Leah_Geckeler@cohr.com

Siemens Transportation Systems

Ron Hazard—(916) 681-3278
Ron.Hazard@sts.siemens.com

Hewlett Packard:

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

Solectron :

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

We're on the Web!

www.apicsacramento.com

Edited by
Bill Fuller
Lettershop services by
PRIDE Industries
November 2002 Issue

APICSacramento Board Members

President	Melanie Hoots, CPIM	916/785-1186	melanie_hoots@hp.com
VP Education, CSUS/Chico Mngt	Tanis Perez	916/748-8194	Tanis_perez@hp.com
Asst. VP Education	Karen Hess, CPIM, CIRM	916/748-9346	Karen_hess@hp.com
VP Membership	Geary Huss, CPIM	530/755-1817	Gwhuss@hotmail.com
VP Marketing	Curt Andrade	916/689-2646	cookie2@rcip.com
VP Job Opportunities	Carol Thompson	916/748-8075	carol_a_thompson@hp.com
Treasurer/Secretary	Beverly Paul, CPIM	916/984-9554	bpaul@apicsacramento.com
Director of Technology	Randy Beck	916/788-2412	rbeck@prideindustries.com
Director of Programs	Ed Mercado, CPIM	209/727-5504 x13	edmercado@msn.com
Director of Publicity (Newsletters)	Bill Fuller, PMP	916/393-0753	W_J_Fuller@hotmail.com
Company Coordinator Manager	JT Smith	916/359-2289	Jtsmith411@yahoo.com
Director at Large	Bill Lodholz	530/666-2493	lodholz@wattsind.com
Director at Large	Glen Lewis	209/342-1509	glen.lewis@delmonte.com
Director at Large	Terrell Thruston, CPIM	916/748-2653	Terrell_thruston@hp.com
Director at Large	Brenda Marsh	916/447-8205	Brcben@juno.com
Passport Manager	George Cusack, CPIM	916/684-5200 x3224	Gcusack@alldata.com
CSU Chico Faculty	Tom Wilder		twilder@csuchico.edu
Student Chapter President	Jen Watts		Jen1480@aol.com
CSUS RCE	Jenni Helfrich	916/278-4266	jhelfrich@csus.edu
APICS Society		800/444-APIC	Web site: www.apics.org
Chapter Voice Mail		916/650-8660	www.apicsacramento.com