

From VMI to CPFR: How to Make Collaboration Work

Thursday, April 17 Professional Development Meeting

Joint with ISM Ft. Myers Affiliate

Guest Speaker: Mark Williams, CFPIM

Adopting new methods of supply chain management will allow a firm to improve its bottom line and, if these methods are adopted by all partners in the supply chain, costs will be reduced across the board – thus increasing profits. Schedule sharing, VMI (vendor-managed inventories) and CPFR (collaborative planning, forecasting and replenishment) work when supply chain partners understand that the true goal of a supply chain partnership is to reduce costs throughout the supply chain and not merely shift costs from one partner to the next. Mark will show us how schedule sharing, VMI and CPFR are three methodologies that yield superior results.

Mark K. Williams, CFPIM, founder of the Williams Supply Chain Group, has extensive experience as a senior supply chain management professional in the areas of manufacturing, distribution, consulting, demand management, purchasing, inventory management and computerized systems.

Prior to establishing his own consulting practice, Mr. Williams served Rexall Sundown as Director of Demand Planning. In this position he led three of the company's Strategic Business Units to an improvement in forecast accuracy from 27 percent to 60 percent in less than one year. Mr. Williams also has more than 14 years experience in manufacturing, distribution and purchasing.

Mr. Williams is a very active member of APICS. He has served as an APICS National Instructor since 1997 and was a member of the Inventory Management Committee from 1995-2000. He is formerly Executive Vice President of the International APICS Board of Directors, and has delivered papers at nine previous APICS International Conferences and numerous local, regional and international conferences.

CPIM designees will earn 1 point towards certification maintenance.

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Registration starts at 5:30pm at the Bobcat Country Club in North Port. Dinner will be served at 6:00pm, with the presentation starting at approximately 6:45pm.

Reservations must be made by Tuesday, April 15 before 12 noon. Cost is \$20 for members, \$25 for non-members and \$10 for students. To reserve your spot, contact Dan Johnson at reservations@apicsgulf.org or (941) 751-6131 x231. Cancellations must be received by 12 noon on Wednesday, April 16. Please note that no shows must be billed.

Directions to Bobcat Country Club can be found on Page 8.

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THE NAVIGATOR is published monthly by the Florida Gulf Coast Chapter of APICS -- The Educational Society for Resource Management. THE NAVIGATOR is sent each month to members of the APICS Florida Gulf Coast Chapter. Annual subscription is included in the APICS membership dues.

All material submitted for the May issue of THE NAVIGATOR is due by Wednesday, April 30. Please address all correspondence to:

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President's Corner

Florida Gulf Coast Chapter Needs You!

Tina Jensen, CPIM

PGT Industries

We are now accepting nominations for chapter officers for the 2003-2004 year. We need these to be submitted no later than April 30th so election ballots can be sent out by May 15th. The ballots will be counted by June 10th, and the new officers will start on July 1st. The term for each position is one year.

The offices up for nomination and election are President, Executive Vice President, Vice President of Administration and Finance, Vice President of Education, Vice President of Membership, Vice President of Programs, and Vice President of Marketing and Publicity. Our goal is to have a wide variety of companies represented on the board and to seek out new volunteers to keep the chapter thriving. The board generally meets once per month for 1-2 hours and we hold monthly professional development meetings for the members. The time commitment outside these meetings doesn't have to be significant – just enough to get the tasks accomplished.

Volunteering can be rewarding and can provide personal and professional growth. This is your chance to work with a group of your peers to help manage a small business. In serving on the board, I have made a lot of personal friends and furthered my career through networking opportunities. I have also learned to develop and utilize strategic plans, to use my leadership skills, and to develop confidence in my abilities. As President, I have had the opportunity to attend meetings in Puerto Rico, Atlanta, and New Orleans and to share ideas with officers from chapters within our region. I even had the honor of meeting the new president of APICS International at my last regional meeting in Atlanta.

If you have questions about the responsibilities of these positions, please contact me or any board member for more information. Don't just sit quietly in the back seat and go along for the ride. Get involved and get excited about contributing and driving the future of this chapter! ✨

Please Join Us in Welcoming

*Cheryl Gould, CPIM
PGT Industries*

*Michael Harshbarger, CPIM
Parapet Consulting Group, LTD.*

*Our Newest Members of
APICS Florida Gulf Coast!*

Job Hunting Advice

Avoid the Top 5 Resume Mistakes

Deborah Walker, CCMC
Resume Writer & Certified Career Management Coach

Over the years as a recruiter, career coach and resume writer, I've seen the consequences of poorly written resumes. Unfortunately, many don't seek professional career help until they experience the frustration of a long and fruitless job search. For most, their problems began by committing the top five resume mistakes: lack of focus, absence of marketing strategy, no accomplishments, lack of keywords and incorrect format. Avoid those mistakes by following these five simple resume rules.

#1 Start with a clear focus.

The most effective resumes leave no doubt as to the job seeker's career objective. I learned early in my recruiting days that employers turn down perfectly qualified candidates when the resume's focus is diluted. A one-size-fits-all resume gives the impression that the job seeker is uncertain of his career goal. An employer once told me that if a candidate is interested in two completely different positions, he must not be very good at either. If you have more than one career objective you need more than one resume.

#2 Think like a marketing professional.

Job seekers rarely see their search for what it is - a sales campaign. The best sales people use powerful marketing materials to help gain access to top decision makers. Think of your resume as marketing material designed to create a powerful first impression leading to a multitude of job interviews.

To translate your career history into an effective marketing piece, first consider your reader's buying motives. Every word on the page should demonstrate how you can solve their problems, save them time or money, increase their net profit or improve customer relations. Once you understand your resume as a marketing piece, you are a long way toward fulfilling the third resume rule.

#3 Include accomplishments that demonstrate your selling points.

On any major job board, 95% of all resumes lack accomplishments. These all-important statements allow employers to visualize your contribution to their organization. Accomplishments motivate employers to call you before their competition finds you. For top effectiveness, state accomplishments quantifiably as dollars, percents or raw numbers. Quantified statements are more credible, concrete and objective. Time spent developing strong impact statements yields bargaining power at salary negotiation since you have dollarized your worth.

Continued on Page 7

CALENDAR OF EVENTS

APRIL PDM - JOINT WITH ISM FT. MYERS

DATE THURSDAY, APRIL 17
TOPIC FROM VMI TO CPFR: HOW TO MAKE COLLABORATION WORK
SPEAKER MARK WILLIAMS, CFPIM
PLACE BOBCAT COUNTRY CLUB, NORTH PORT
TIME 5:30PM REGISTRATION
COST \$20 MEMBERS / \$25 NON-MEMBERS
\$10 STUDENTS
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

STRATEGIC MANAGEMENT OF RESOURCES CPIM REVIEW COURSE

DATE MAY 5, 12 & 19
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8AM TO 5PM
COST \$495 INCLUDING PARTICIPANT GUIDE
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

MAY PDM - JOINT WITH ASQ MANASOTA SECTION TOP MANAGEMENT NIGHT

DATE THURSDAY, MAY 15
TOPIC MOTIVATING CHANGE
SPEAKER PIETER DROOG, CPIM
PLACE HERITAGE OAKS GOLF & COUNTRY CLUB, SARASOTA
TIME 5:30PM REGISTRATION
COST TBD
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

JUNE PDM - SUNSET CRUISE

DATE TBD
PLACE SARASOTA BAY
COST TBD
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

Save 10% on all CPIM/CIRM study materials at the APICS online bookstore during April. Log in to the Members-Only section to access the campaign code for this sale. You must enter this campaign code to receive the discount. Shipping is Free!

Programs Report

Look What We Have Planned For You!

Dan Johnson
Ameritex Technologies

Spring has sprung! Now that “old man winter” has moved out, we can all stop worrying about shoveling the snow from our driveways, chopping wood for the fireplace, and having to bundle up to go outside. What can you do with all of that spare time? How about planning to attend one of our upcoming PDMs?!? We have some very good meetings scheduled for April, May, and June.

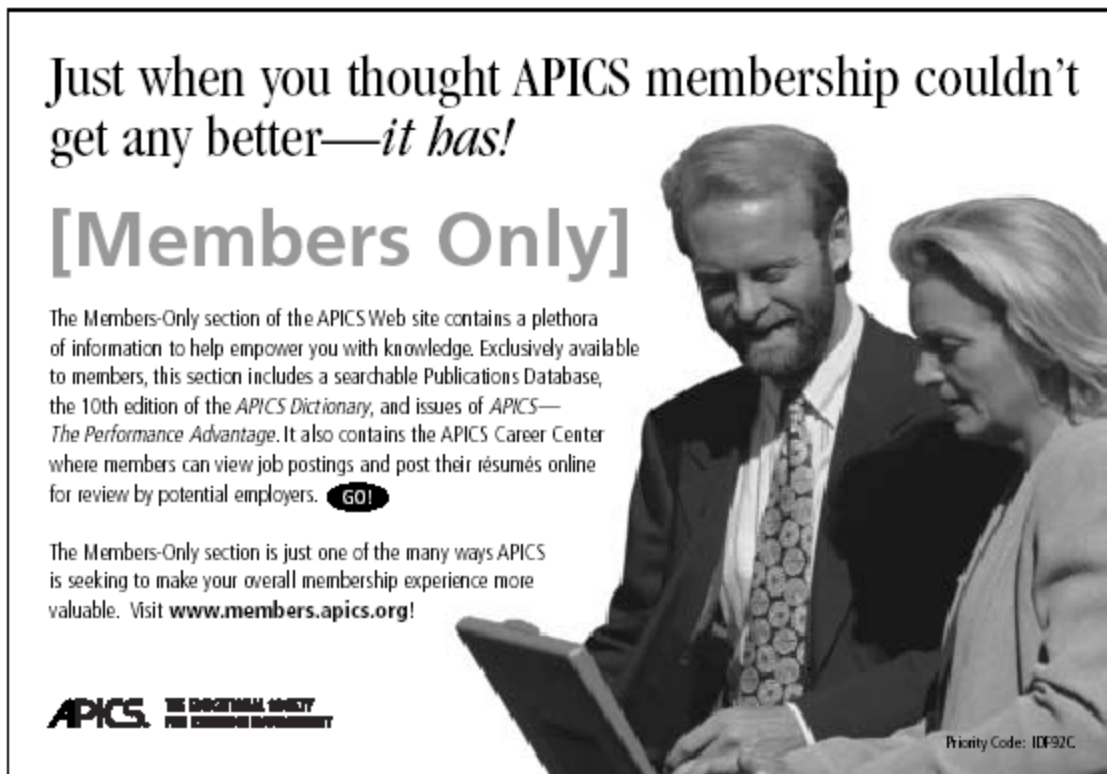
Our meeting at Rosedale on March 20 was great! Michael Ford spoke to all in attendance on a topic that was very timely in the business environment these days, “How to develop and maintain a zero layoff policy”. He brought out some very good, practical solutions to a problem most of us have experienced. Michael will be speaking at the Mid-Atlantic Supply Chain and Resource Management Symposium in Atlantic City on April 11th. Also, congratulations to Phil Guercio for winning the door prize.

Our meeting on April 17 will be another joint meeting with ISM in North Port. Our speaker will be Mark Williams. He will be discussing “VMI and CPFR, How to make collaboration work.” Please visit our website at www.apicsgulf.org for registration and more topic information.

Then, coming up on May 15 we will be holding our biggest night of the year: “Top Management Night.” This is an opportunity to bring upper management to a night out with the chapter and enjoy a great meal and a great presentation.

We are in the final stages of planning our June meeting. We will be taking a sunset excursion from Marina Jack’s in Sarasota around the middle of June. Final details will be posted in next month’s newsletter. Be on the lookout, matey!

See you April 17 in North Port! ✱



Just when you thought APICS membership couldn't get any better—*it has!*

[Members Only]

The Members-Only section of the APICS Web site contains a plethora of information to help empower you with knowledge. Exclusively available to members, this section includes a searchable Publications Database, the 10th edition of the *APICS Dictionary*, and issues of *APICS—The Performance Advantage*. It also contains the APICS Career Center where members can view job postings and post their résumés online for review by potential employers. **GO!**

The Members-Only section is just one of the many ways APICS is seeking to make your overall membership experience more valuable. Visit www.members.apics.org!

APICS THE INTERNATIONAL SOCIETY FOR PROFESSIONAL PURCHASING

Priority Code: IDP92C

Individual Membership Application

Priority Code: 00APP

Please complete all sections. Please print or type.

Today's date: ____/____/____

Questions? Call APICS Customer Service at (800) 44-APICS (2742) or (703) 354-8851.

3 WAYS TO APPLY FOR MEMBERSHIP

FAX: Send this form (front & back) to (703) 354-8556 with your credit card number.

PHONE: Call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851, 8:30 a.m.—6:30 p.m., EST, Monday through Friday. Have your credit card ready.

MAIL: Return a completed application form by mail to:

APICS, Membership Dues
P.O. Box 75381
Baltimore, MD 21275

APICS USE ONLY
(DO NOT WRITE IN THIS SPACE)

BATCH #

CHECK AMOUNT \$

CHECK #

DUES AMOUNT \$

1. Member Information

APICS member or customer ID number? _____ CIRM CPIM CFPIM

Please print your legal name and address as they should appear on mail. Mr. Mrs. Ms. Miss

LAST NAME FIRST NAME MIDDLE INITIAL

Please check your preferred mailing address. Work Home

JOB TITLE COMPANY NAME

BUSINESS ADDRESS

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

BUSINESS PHONE BUSINESS FAX

HOME ADDRESS

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

HOME PHONE

Check here to exclude your name from rented or traded mailing lists. Telemarketing use of APICS mail lists by sources other than APICS is strictly prohibited.

The following information is requested for identification purposes only. This information is optional and will not be provided to any outside sources.

Female Male Date of Birth _____ Social Security Number _____

Please complete the demographics page (other side) and submit it with this application.

2. Society Dues (\$95.00 Plus Chapter Dues)

Society Dues* \$95.00

Place me in the [Florida Gulf Coast](#) chapter.

Chapter Dues \$35.00

Annual dues must include both Society and chapter dues.

(a) Total Membership Dues \$130.00

* A portion of your dues, a \$24 nondeductible value, supports your subscription to APICS – The Performance Advantage, and cannot be deducted from your dues amount.

SIG Membership

Check all SIGs you wish to join (SIG names and dues are subject to change).

Complex Industries (CI) Process Industries (PI) Small Manufacturing (SM) Constraints Management (CM)
 Remanufacturing (REMAN) Repetitive Manufacturing (RMG) Textile and Apparel (TA) Service (SVC)

(b) \$15 x _____ (no. of SIGs) = \$ _____

(c) I wish to join APICS for 1 year 2 years 3 years 4 years 5 years.

Total Dues (a + b) = \$ _____ x No. Years (c) = _____ = Total Amount \$ _____

3. Payment

Please submit payment in U.S. dollars only. Purchase orders are not accepted. APICS dues are not deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. Please include member name and company name on check.

Check no. _____ is enclosed for \$ _____ (Checks must be made payable to APICS and drawn on a U.S. bank.)

Charge to: MasterCard VISA American Express Discover

ACCOUNT NO.

EXPIRATION DATE

APICS. Making Business Run Better

APICS - The Educational Society for Resource Management is a not-for-profit international educational organization respected throughout the world for its education and professional certification programs. With nearly 70,000 individual and corporate members in 20,000 companies worldwide, APICS is dedicated to using education to improve the business bottom line.

APICS is recognized globally as

- the source of knowledge and expertise for manufacturing and service industries across the entire supply chain - in such areas as materials management, information services, purchasing and quality.
- the leading provider of high-quality, cutting-edge educational programs that advance organizational success in a changing, competitive marketplace.
- a successful developer of two internationally recognized certification programs, Certified in Production and Inventory Management (CPIM) and Certified in Integrated Resource management (CIRM)
- a distribution center for hundreds of business management publications and educational materials.
- a source of solutions, support, and networking through local chapters, workshops, symposia, and the annual APICS International Conference and Exposition

Please provide the following demographic information by checking all of the square(s) applicable for each category.

4. Member Profile

a. Business Environment (Check one.)

- a. Manufacturing d. Academic
b. Service e. Government
c. Consulting

b. Industry Type of Your Division (Check all that apply.)

- | | |
|--|---|
| <input type="checkbox"/> a. Automotive | <input type="checkbox"/> n. Mining |
| <input type="checkbox"/> b. Aviation/Aerospace | <input type="checkbox"/> o. Transportation |
| <input type="checkbox"/> c. Communications | <input type="checkbox"/> p. Retail |
| <input type="checkbox"/> d. Defense | <input type="checkbox"/> q. Maintenance/Repair/
Operations |
| <input type="checkbox"/> e. Distribution | <input type="checkbox"/> r. Metal Fabrication |
| <input type="checkbox"/> f. Education | <input type="checkbox"/> s. Pharm/Chemicals |
| <input type="checkbox"/> g. Electrical | <input type="checkbox"/> t. Plastics/Rubber |
| <input type="checkbox"/> h. Electronics | <input type="checkbox"/> u. Textile/Apparel |
| <input type="checkbox"/> i. Health Care/
Med. Devices | <input type="checkbox"/> v. Lumber/Paper |
| <input type="checkbox"/> j. Food/Beverages | <input type="checkbox"/> x. Software/Hardware |
| <input type="checkbox"/> k. Furniture | <input type="checkbox"/> y. Utilities |
| <input type="checkbox"/> l. Glass | <input type="checkbox"/> 1. Biotechnology |
| <input type="checkbox"/> m. Graphic Arts | <input type="checkbox"/> 2. Machinery |
| | <input type="checkbox"/> z. Other _____ |

c. Industry Classification of Your Division (Check all that apply.)

- | | |
|---|--|
| <input type="checkbox"/> a. Job Shop | <input type="checkbox"/> e. Repetitive |
| <input type="checkbox"/> b. Process | <input type="checkbox"/> f. Discrete |
| <input type="checkbox"/> c. Remanufacturing | <input type="checkbox"/> g. Nonmanufacturing |
| <input type="checkbox"/> d. Assembly | |

d. Key Area of Responsibility (Check all that apply.)

- | | |
|---|---|
| <input type="checkbox"/> a. Distribution | <input type="checkbox"/> l. Quality/Service |
| <input type="checkbox"/> b. Inventory Control | <input type="checkbox"/> m. Human Resources |
| <input type="checkbox"/> c. Operations | <input type="checkbox"/> n. Mgmt. Info. Systems |
| <input type="checkbox"/> d. Materials Mgmt. | <input type="checkbox"/> o. Research &
Development |
| <input type="checkbox"/> e. Engineering | <input type="checkbox"/> p. Training/Education |
| <input type="checkbox"/> f. Sales/Marketing | <input type="checkbox"/> q. Supply Chain |
| <input type="checkbox"/> g. Finance/Accounting | <input type="checkbox"/> r. Self-Employed |
| <input type="checkbox"/> h. Professional Services | <input type="checkbox"/> s. Planning/Scheduling |
| <input type="checkbox"/> i. Shipping/Receiving | <input type="checkbox"/> t. Forecasting |
| <input type="checkbox"/> j. Production Control | <input type="checkbox"/> u. Logistics |
| <input type="checkbox"/> k. Purchasing | |
| <input type="checkbox"/> z. Other _____ | |

e. Your role in Product Acquisition (Check all that apply.)

- a. Recommend d. Buy
b. Specify e. None
c. Authorize

f. Your Job Title/Function (Check one.)

- a. Senior Management
(CEO/VP/General Mgr./Plant Mgr.)
b. Department/Divisional Management
(Materials Mgr./Operations Mgr./Director)
c. Functional Management
(Systems Analyst/Scheduler/Planner)
d. Other Resource Management Professional

g. Number of Employees at Location (Check one.)

- a. Under 100 d. 500-999
b. 100-249 e. 1,000+
c. 250-499

h. Why Are You Joining APICS?

- (Check all that apply.)*
- a. Networking
b. Career enhancement/professional development
c. Certification
d. Recommended by _____
e. Discounts on educational offerings
f. Keeping up with industry developments
g. APICS publications/magazines
h. Chapter activities
i. Recommended by employer
j. All of the above.
z. Other _____

i. Membership Involvement (Check all that apply.)

- Please indicate the chapter activity in which you would like to participate.
- a. Education f. Seminars
b. Publicity g. Treasurer
c. Programs h. Secretary
d. Membership i. Newsletter
e. Employment

j. How many years have you been in the resource management field?

- 4 yrs. or less 5-8 yrs 9-14 yrs. 15+ yrs.

APICS does not currently participate in or contribute to any lobbying efforts.

Questions? Call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851, 8:30am - 6:30pm EST Monday through Friday.

Job Hunting Advice

Continued from Page 3

#4 Use appropriate key words.

Resumes are read by both humans as well as computers. A resume lacking in key words runs the risk of being read by neither. Those who write the job description also screen resumes. In the 15 seconds they give each resume, more attention is paid to resumes using the same words found in the job description. It's only human nature.

The high volume of resumes that employers receive make candidate tracking software essential. More often than not, a submitted resume is stored electronically and retrieved later by key words. Even the best candidates miss out on excellent opportunities due to lack of resume key words.

To ensure your resume includes important key words, find 7-10 job descriptions off any major job board that fit your career focus. Don't consider geographic location, you're only using these as examples. Next, identify and highlight the recurring key words. Sprinkle these words liberally throughout your resume wherever appropriate. By including the right words, you'll catch their attention more often and get interviews quicker.

#5 Use correct resume format.

Basically, there are three resume formats; chronological, functional and hybrid. Once you understand which format best supports your career objective, you'll know which to use.

The chronological is best known and easiest to write. It allows the reader to quickly identify the "what" "where" and "when" of your work experience. This format works well if your objective is to remain in the same industry or occupation and when your most recent experience demonstrate your best accomplishments.

The chronological is not the best for showcasing transferable skills. If you wish to cross industry or occupational lines, a better format is the functional which places transferable skills and relevant accomplishments at the beginning of your resume allowing a stronger first impression. One problem with the functional is that, if not carefully crafted, the resume is confusing; causing the reader to believe the candidate has something to hide.

A solution to the sometimes confusing functional format and the often limiting chronological format is the hybrid format which combines the best of both. It allows the best showcase for skills and accomplishments while maintaining ease of reading. This is no doubt the best format for job seekers of all levels, however, the most difficult to write.

Once your resume is focused with marketing strategy using powerful accomplishments and keyword and showcased in the most effective format, you are well on your way to gaining your career objective quicker and with greater confidence.

For more information and a free resume critique contact Deb at (888) 828-0814 or Deb@AlphaAdvantage.com. *

Company Coordinators

ASO CORPORATION

Lee Stephens (941) 379-0300

EATON AEROSPACE

LAURA WOODSON (941) 751-7120

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

FOX ELECTRONICS

Joe Denison (941) 693-0099

HONEYWELL

Melissa Little (941)360-6100

PGT INDUSTRIES

Jeff Cordes, CPIM
(941) 486-0100

TELEFLEX ELECTRONIC SYSTEMS

Carol Mosley (941) 907-1000

TROPICANA

Gene Griffin, CPIM
(941) 742-3250

Interested in learning more about APICS and what's happening in your local chapter? Contact your Company Coordinator! If your company isn't listed contact Gene Soltis,CPIM, VP Membership, to find out how you can help.

A Company Coordinator promotes APICS within their own company by:

- Defining the benefits of membership.
- Explaining the certification programs.
- Circulating the monthly meeting announcement and offering to make the necessary reservations.
- Posting schedules of seminars, certification review courses and fundamentals classes.
- Leading by example and attending as many Professional Development meetings as possible.

Benefits of being a Company Coordinator:

- Earn 2 points/year towards CPIM maintenance.
- Professional growth by learning about all the programs that APICS Florida Gulf Coast has to offer and participating in those programs.
- Personal growth in helping your colleagues develop their professional skills.
- Recognition by your superiors as being a team player who wants to help the company grow and doesn't just show up at the job.



Florida Gulf Coast Chapter
 4023 Landor Court
 Venice, FL 34293

Looking for direction?

APICS
 Florida Gulf Coast

THE NAVIGATOR

Volume 2, Issue 7 www.apicsgulf.org April 2003

From VMI to CPFR: How to Make Collaboration Work

LOCATION:	Bobcat Country Club	DATE:	April 17, 2003
INSTRUCTOR:	Mark Williams, CFPIM	TIME:	5:30pm Registration
COST:	\$20 members / \$25 non-members /		6:00pm Dinner
	\$10 students		6:45pm Presentation

Directions to the Seminar:

From Bradenton:

Take I-75 South to Exit 179 Toledo Blade Blvd. Turn right onto Toledo Blade, and drive approximately 3 miles. Bobcat Trail will be on your left - follow the trail until you get to the Country Club on the left.

From Naples:

Take I-75 North to Exit 179 Toledo Blade Blvd. Turn left onto Toledo Blade, and drive approximately 3 miles. Bobcat Trail will be on your left - follow the trail until you get to the Country Club on the left.