

Looking for direction?

THE NAVIGATOR



Volume 5, Issue 7

www.apicsgulf.org

April 2006

April PDM

Plant Tour at Teleflex & Lean Implementation

Presented by **Bill Allen & Mark Beiley**

6980 Professional Pkwy E. Lakewood Ranch

Wednesday, April 19th 3:00 PM



Teleflex designs, manufactures, and distributes specialty engineered products for a wide range of customers in commercial, medical, and aerospace industries. Dedicated to customer service, they strive to design real-world solutions with products that are practical, cost-effective and reliable.

For more than 60 years, Teleflex has grown by providing engineered products that enable their customers to improve their business performance. Today, they have revenues exceeding \$2.4 billion, operations in 26 countries, and have more than 20,000 employees and 800 patents.

Teleflex executives will provide a presentation, immediately following the plant tour, on how they implemented Lean in their facility and will discuss the problems and successes they have encountered.

Please join us for pizza, drinks, and networking immediately following the presentation.

CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 2:30 PM at the Teleflex plant.

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Reservations must be made by Monday, April 17th. Cost is \$10 for both members and non-members. To reserve your spot, contact Tina Jensen at reservations@apicsgulf.org or (941)746-2101. Cancellations must be received by noon on Tuesday, April 18th. Please note that no shows will be billed.

Directions to Teleflex: Take I-75 to exit 213 and go East on University Parkway. Take a right at Lakewood Ranch Boulevard. Go one block and take a left at Professional Parkway East. The plant is on the right.

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THE NAVIGATOR is published monthly by the Florida Gulf Coast Chapter of APICS -- The Association for Operations 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 Friday, April 28th. Please address all correspondence to:

Irene Carey
Honeywell CMSS
8323 Lindbergh Court
Sarasota, FL 34243
941-360-6141

Officer's Corner

Jim Bedell, CPIM, VP of Marketing

It's a Flat World, Don't Fall Off

Two years ago in February I wandered into Rosedale on a Wednesday night after my commute from Largo, expecting an APICS PDM. Instead, I found Shannon Staub, a Sarasota County Commissioner, extolling the Economic Development Council's new Specialty Manufacturing Cluster (SMC) to the Sarasota-Manatee Area Manufacturers Association (SAMA). Since then I've had the privilege and opportunity to represent the APICS Gulf Coast Chapter at numerous SAMA, EDC, and SMC functions. I've also attended the Florida Manufacturers Association Summit meeting in Orlando.

It is extremely impressive how many innovative manufacturers there are operating in our APICS GULF chapter area. There is a huge level of cooperation between the educational and manufacturing entities trying to address problems of workforce housing and in developing interest in young people in manufacturing careers, among many other topics. Numerous ideas for futuristic, necessary products are coming out of the Bioscience and Environmental Sciences EDC cluster that beg for manufacturing engineering and execution solutions. Indeed, this is the stuff from which American manufacturing rose and became great.

But, during this same period, membership and interest in professional societies like APICS has dwindled. And I no longer commute from Largo because my former employer decided to outsource HR, accounting, and much of its manufacturing to companies and facilities outside of the United States – or simply to get out of some businesses entirely. Dr. Gary Norris, Superintendent of Sarasota County Schools, addressed SAMA and the Florida Manufacturers on the huge challenges to us because of our outmoded educational systems – and the competition from new players around the world. Dr. Norris handed out copies of Thomas Friedman's NY Times Editorial "It's a Flat World, After All."

Thomas Friedman spoke in Sarasota in January and summarized by saying that there is no such thing as an American job, only a job – one that is being competed for by literally millions of well-educated Indians, Chinese, Russians, and other nationalities. And this is all made possible by the technology of cheap computers and software, fiber-optic high-speed communications, and the internet. Indeed, it is likely that within a few years even your brain surgery will be done by surgeons located almost anywhere in the world controlling the surgical equipment.

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**Full Day Workshop
May 10, 2006
Rosedale Country Club
Utilizing MRP in a LEAN Environment
Michael D. Ford, CFPIM, CQA, CRE**

MRP is often referred to as "The Great Enabler" because it allows for large lot sizes, poor yields, and long lead times by planning for those allowances. While it is true that an MRP software system does not encourage LEAN concepts, the reality is that we can effectively implement LEAN initiatives in such a way as to create a successful marriage of the two techniques. In this fashion, MRP retains its role as a planning tool while LEAN provides for the execution on the shop floor.

This highly interactive workshop will engage participants in the following discussion and exercises:

- Appropriate application of the lot sizing and yield calculations
- Data validation for make and buy parts
- Capacity considerations
- Flattening Bills of Material
- Repetitive Manufacturing
- Backflushing
- Engineering Change Orders
- Master Scheduling interaction

This program is appropriate for environments using MRP systems and aspiring to implement LEAN initiatives. It is for system users, administrators and anyone who provides data input to the system OR uses the data output: planning, purchasing, stockroom, shipping/receiving, engineering, cost accounting, production, etc. This will be especially helpful to top management representatives who are responsible for project management, system implementation and training programs.

Michael D. Ford, CFPIM, CQA, CRE has twenty years experience in retail, distribution, manufacturing and training. He is Principal of TQM Works Consulting, providing innovative solutions based on a unique combination of technical expertise and soft skill sets. Ford is a graduate of SUNY Buffalo, earning a BSIE, and continues to practice APICS' "lifelong learning for lifetime success" via professional development activities. He has presented at over 70 events to local, regional and international audiences throughout the U.S. and Canada.

Calendar of Events

TOP MANAGEMENT NIGHT

DATE Wednesday, May 10, 2006
TOPIC Process Based Leadership: Creating and Sustaining High Performance.
SPEAKER Shane Yount
PLACE Rosedale Country Club
TIME 5:30pm Registration
COST \$35 Members \$35 Non Members
CONTACT Tina Jensen at reservations@apicsgulf.org
OR (941) 746-2101

Full Day Workshop: Utilizing MRP in a Lean Environment

DATE Wednesday, May 10, 2006
FACILITATOR Michael D. Ford, CFPIM, CQA, CRE
COST Members: \$199/person // \$175/person for groups of 3+
Non-members: \$299/person // \$275/person for groups of 3+
Non-member pricing includes a full year of APICS membership, a \$145 value
LOCATION Rosedale Country Club
TIME 8:30 AM - 5:00 PM Breakfast & Lunch Included
REGISTER Tina Jensen at workshop@apicsgulf.org
or (941) 746-2101

FUNDAMENTALS OF MFG CONTROL

DATES Saturdays 8am-noon
May 13, Jun 3, 10, 17, Jul 8, 15, 2006
INSTRUCTOR Jerry Kilty, CPIFM, CIRM
COST \$525 for the course and workbook
LOCATION PGT Industries in Nokomis, FL.
REGISTER Contact Jerry Kilty at (727) 725-7674 or send email to education@apicsgulf.org.

Sunset Cruise

DATE June TBD
PLACE LaBarge Tropical Cruises
TIME 5:30pm Registration
COST \$20 members, \$25 non-members
CONTACT Tina Jensen at reservations@apicsgulf.org
or (941) 746-2101

CSCP Update

Katrien Dolk-Etz, CPIM

APICS' new Certified Supply Chain Professional certification is off to a flying start. The first exam was offered in March and 700 people took the exam, far exceeding expectations. There will be two more paper-based exams offered this year. The good news is that the June exam locations include Tampa, which gives us a somewhat more local testing location.

This certification is different from CPIM and CIRM in that you must first meet eligibility requirements. To pursue this certification to must meet ONE of the following criteria:

- CPIM certified plus 2 years work experience in supply chain
- **OR** Bachelor's degree plus 2 years work experience in supply chain
- **OR** 5 years work experience in supply chain

The eligibility application can be completed and submitted online at www.apics.org, and only needs to be completed once. So if you're interested in the certification but aren't sure when you want to test, you can still get that eligibility application out of the way. After you complete the online form, you will receive a confirmation email from APICS saying they've received your application, and then you will later receive a separate email for application approval/rejection. Once you apply for eligibility and are approved, you may then register to take the exam.

Important dates to remember:

April 28 — Deadline to apply for eligibility to take the exam.

May 8 – Deadline for exam registration. You will need to specify the testing city.

June 17 – Exam Date

The study materials for CSCP are designed for self-study. There are 4 study guides plus one year of online access to sample tests, self-diagnostics and flashcards. No additional reference materials are required. If you prefer traditional classroom time to aid you in exam preparation, our instructor Jerry Kilty, CFPIM, CIRM is going to hold "study group" sessions beginning at the end of this month. Jerry was of course one of the first to sign up for the CSCP exam and can share his testing experience with those taking his course. If you're interested, please contact me and I'll get you more information.

Learning kits can be purchased from our chapter for \$750 for members and \$900 for non-members. Non-member pricing includes one year of APICS membership, which will then save you some money when you sign up for the exam. Please make a special note that if you purchase the kits via information on the APICS website, you will be buying directly from the Holmes Corporation, which put together this system with APICS, and you will be paying higher prices. We are passing along the chapter discount to you, so please take advantage of this member benefit!

If you have any other questions, please let us know. You can contact me via phone 941-408-8113 or email president@apicsgulf.org.

**PLEASE HELP US WELCOME OUR
NEWEST MEMBERS**

Joe Pishkula

Teresa Wirick

**Jill Pignoni
Pall Corporation**

**Charlie Miller, Jr.
Fantech**

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 (\$110.00 Plus Chapter Dues)

Society Dues* \$110.00

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 \$145.00

* 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.

TOP MANAGEMENT NIGHT

Process-Based Leadership: Creating and Sustaining High Performance

Wednesday, May 10th
Presenter: Shane Yount

This presentation will examine four key elements necessary to create and sustain focus, urgency, and accountability in an organization. These four nonnegotiable elements are:

- (1) a defined, routine, and auditable communication strategy
- (2) a defined, documented, and auditable business focus
- (3) a defined, documented, and auditable accountability process
- (4) a defined, documented, and auditable behavioral effectiveness process

The presentation will show how these proven techniques drive and sustain continuous improvement in communication, productivity, customer service, and bottom-line results.

Officer's Corner

Continued from page 2

What this means to us as APICS constituents is that we must continuously improve our own skills and especially collaborate with others in all aspects of our supply chain profession. APICS itself has stepped forward with an entirely new curriculum and certification – the Certified Supply Chain Professional – that we should all be seriously considering, individually and as companies. To survive and flourish in today's and tomorrow's work environments means to constantly grow, improve, evolve, and most importantly recognize and seize opportunities as they occur. As one wag once said, "If you are resting on your laurels, you are wearing them in the wrong place." I prefer the saying "The truly educated never graduate."

If you haven't read Friedman's best-selling book, [The World Is Flat – A Brief History of the Twenty-First Century](#), I strongly recommend getting a copy. To receive a copy of the 8-page NY Times editorial, email me at bedell68@alumni.princeton.edu. It may change your life.

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

CINDA WHALEY (941) 955-0994

EATON AEROSPACE

JOYCE SPENCER CPIM (941) 751-7157

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

HONEYWELL

MELISSA LITTLE (941) 360-6159

PGT INDUSTRIES

GENE SOLTIS CPIM (941) 486-0100

SUN HYDRAULICS

WENDE HUEHN-BROWN CPIM 362-1304

TROPICANA

SCOTT CHANCE CPIM (941) 749-3925

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 [Lee Stephens](#), 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.
- Recognition at the chapter's annual top management night.



Florida Gulf Coast Chapter
c/o Irene Carey
Honeywell CMSS
8323 Lindbergh Court
Sarasota, FL 34243

Looking for direction?

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Volume 5, Issue 7 www.apicsgulf.org April 2006

April PDM

Plant Tour at Teleflex

LOCATION	Teleflex 6980 Professional Pkwy E. Lakewood Ranch, Sarasota, FL	DATE April 19, 2006
SPEAKERS	Bill Allen & Mark Beiley	TIME 2:30pm Registration
COST	\$10 members / \$10 non-members	TOUR 3:00 p.m
		Pizza and networking to follow tour.

Directions to the April PDM:

Take I-75 to exit 213 and go East on University Parkway. Take a right at Lakewood Ranch Boulevard. Go one block and take a left at Professional Parkway East. The plant is on the right.