

## February PDM

### ***Demand Flow / Kanban Techniques***

Presented by **John Martin, CFPIM**  
Rosedale Golf & Country Club in Bradenton  
**Thursday, February 17th - 6:00 PM**

This presentation will explore a set of effective kanban techniques to be deployed in various manufacturing environments. We will discuss Brand Name and Generic applications, One-Card and Two-Card systems, determination of “number of cards”, development of kanban ceilings, engineering change implementation, use of temporary kanbans, and kanban tightening approaches.

Attendees will take-away ideas on:

- Developing a kanban strategy
- Determining which techniques to incorporate
- Determining kanban size
- Determining kanban ceiling
- Improving the flow
- Developing measures that support the objectives

***CPIM designees will earn 1 point towards certification maintenance.***

**Registration** starts at 5:30 pm at the Rosedale Golf & Country Club in Bradenton.

**Reservations** must be made by Tuesday, February 15th. Cost is \$15 for members and \$25 for non-members. To reserve your spot, contact Jeff Cordes at [reservations@apicsgulf.org](mailto:reservations@apicsgulf.org) or (941) 486-0100 x2912. Cancellations must be received by Tuesday, February 15th. Please note that no shows must be billed.

**Directions** to Rosedale Golf & Country Club can be found on Page 8.

**About the Presenter:** John Martin, CFPIM, is Principal of John G. Martin Associates, a supply chain management education and consulting firm located in Rochester, N.Y. John has 35 years of manufacturing experience as a practitioner and a consultant. He has helped both small and large companies – including Eastman Kodak, Xerox, Bausch & Lomb, and Sorrento – improve their performance in manufacturing. His specialties include execution systems, inventory control methodologies, and lean manufacturing techniques.

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As a practitioner at Eastman Kodak Co., his experiences include Industrial Engineering, Assembly Supervision, Stock Control/Warehouse Management, and Supply Chain Management.

John has a B.S. in Industrial Engineering from Rochester Institute of Technology. He is a Past President of the Rochester Chapter of APICS, and presently serves as their Education Director. John is a frequent presenter at APICS Chapter and Region 2 (New York State) meetings and seminars and is a certified instructor for all chapter sponsored CPIM review courses.

## Contacts

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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 January issue of THE NAVIGATOR is due by Wednesday, February 23rd. Please address all correspondence to:

Virginia Behr -- Tropicana  
PO Box 338, Bradenton, FL 34206  
Voice: (941) 742-2784  
Fax: (941) 742-3386  
[virginia.behr@tropicana.com](mailto:virginia.behr@tropicana.com)

## Officer's Corner

It is that time again, time for a section of every store you enter to be set aside for Valentines Day goodies. It is easy to see which stores are on the ball. Most stores either have nothing to choose from, or practically give it all away after over-shooting the mark. The next time you stumble over a pile of heart-shaped boxes in March, stop by the counter and tell the Manager about APICS – we can help.

An estimated whopping \$13 billion should buy a lot of love this year. Companies depending on this 13 billion had better make sure their supply chain and systems are in order. I am finishing a software implementation at one of the nations larger jewelry manufacturers and they are definitely feeling the love. On average Americans will spend \$178 on their valentine, \$100 going towards a gift, and \$78 on the date. I should probably either increase my average or make sure my wife does not read this newsletter.

Here are a few fun facts on Valentines Day gifts (in order of volume). What women give:

- 1 Card
- 2 Candy
- 3 Flowers
- 4 Cologne
- 5 Jewelry

What men want:

- 1 Card
- 2 Candy
- 3 Jewelry
- 4 Cologne
- 5 Boxer Shorts

What men give:

- 1 Card
- 2 Flowers
- 3 Candy
- 4 Jewelry
- 5 Lingerie

What women want:

- 1 Card
- 2 Flowers
- 3 Jewelry
- 4 Candy
- 5 Spa treatment

Overall, men and women seem to be on the same page. However, apparently when men start thinking about "under garments", women start thinking about being left alone at the day spa.

Happy Valentines Day to all!  
Troy E Barnett

# APICS e-NEWS

## Get Solutions to Your Workplace Challenges

Operations management professionals find answers to their workplace challenges in *APICS e-News*—a semimonthly e-mail newsletter that delivers quick reading, hard-hitting articles on topics that focus on increasing workplace performance. Published the first and third Tuesday of the month, *APICS e-News* provides short, information-packed articles on current topics. Last issue covered the following topics:

**GEN 2: WHAT TO EXPECT.** Cost of RFID tags should decrease due to Gen 2 ratification.

**TRANSPORTATION TRIALS.** New hours of service rules, a severe driver shortage, and infrastructure problems have made for a bleak transportation picture in 2005.

**COMMUNITIES OF PRACTICE.** Focus on Small Manufacturing.

**SOLUTIONS.** Programs to help you increase your workplace performance.

**MESSAGE FROM OUR SPONSOR.** Best Software is dedicated to the challenges and dreams of small and midsized manufacturers.

### WAREHOUSE OPERATIONS: THE NEED FOR SPEED AND EFFICIENCY

Today's warehouse plays a vital role in an organization's success.

### LEAN MANUFACTURING AND S&OP: YOU NEED 'EM BOTH – PART 1

Lean manufacturing and sales and operations planning (S&OP) are different, but they must work together.

### COMMUNITIES OF PRACTICE

Focus on Global Issues.

### SOLUTIONS

Programs to help you increase your workplace performance.

### MESSAGE FROM OUR SPONSOR

Free Case Study: Learn how Intermec achieved record productivity with SAP WM and SAP Console.

There is no charge to you to receive these bi-monthly e-News, and it is very easy to subscribe. Just go to <http://www.apics.org/resources/e-news/>

## Calendar of Events

### February PDM

Date Thursday, February 17, 2005  
Topic Demand Flow/Kanban  
Speaker: John Martin  
Place Rosedale Country Club  
Time 5:30pm Registration  
Cost \$15 members, \$25 non-members  
Contact Jeff Cordes, (941) 486-0100 x 2912  
or eMail [Reservations@apicsgulf.org](mailto:Reservations@apicsgulf.org)

### March PDM

Date Thursday, March 17, 2005  
Topic TBD  
Speaker: TBD  
Place Rosedale Country Club  
Time 5:30pm Registration  
Cost \$15 members, \$25 non-members  
Contact Jeff Cordes, (941) 486-0100 x 2912  
or eMail [Reservations@apicsgulf.org](mailto:Reservations@apicsgulf.org)

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## How May We Help You?

Are you interesting in attending an APICS class and have scheduling conflicts? If you would like to attend a class held during normal business hours, or in the evening during the week, we would like to hear from you. Please send an e-mail to Katrien Dolk-Etz, CPIM at [kdolk-etz@usa.net](mailto:kdolk-etz@usa.net)

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***If you have moved, changed employers, or changed your email address, please contact APICS Customer Service to update your records. Phone 1-800-444-2742.***

## Upcoming APICS Webinars

### Decreasing Cycle Times and Inventory Costs

February 9, 2005, at 2:00 p.m. ET

Presented by Bob Collins, CFPIM, CIRM

Level: Intermediate

Professional Development Points: 1

Site price: \$99 APICS member, \$139 nonmember

Description : Today, organizations are challenged to reduce time and inventory in the supply chain while maintaining and improving customer service. In this session, we'll explore several techniques for decreasing supply chain cycle times while reducing inventory costs. One technique is to concentrate on true demand. Another is to use a postponement strategy—adjust product and procurement and supply chain strategies around an assemble-to-order strategy. This presentation will discuss these as well as a variety of new tools to establish true demand inventory targets at multiple stocking points in the network and redesigning the production and inventory management organization while decreasing cycle times and inventory costs.

### Top Learning Objectives

- Explore the benefits of reducing inventory levels and supply chain cycle times
- Examine how inventory levels and supply chain cycle times are related
- Discuss how right-sizing order quantities can reduce inventory and supply chain cycle times
- Determine how to begin right-sizing order quantities through new tools and process redesign
- Apply postponement as a supply chain strategy
- Identify the advantages of a postponement strategy

Level: Intermediate

You must log in to the APICS Web site to register.

**About the Presenter:** Bob Collins, CFPIM, CIRM, is a principal consultant for CSC Consulting, Inc. Collins has specialized in optimizing manufacturing systems for 12 years for manufacturing, distribution, and e-commerce companies. Before becoming a consultant, Collins was a practitioner in manufacturing for 10 years, holding positions that included purchasing manager, materials manager, and manager of supply chain services.

Collins is an experienced presenter and has presented at the APICS International Conference and Exposition; the National Association of Manufacturer's Manufacturing Week; and supply chain conferences in Australia, Ireland, South Africa, and Singapore. He is an experienced APICS instructor and a long time volunteer for APICS and was APICS' international president.

### Innovative and Efficient Manufacturing

February 16, 2005, at 2:00 p.m. ET

Presented by Frank B. Watts

Level: High-level overview

Professional Development Points: 1

The duration of an APICS Webinar is 60 minutes. Train your entire staff for one low cost of only \$99 for APICS members and \$139 for nonmembers. Enter campaign code **YKBB4G** when registering.

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## New APICS Gear on sale at APICS website.

New Specialty Items Featuring the APICS Logo, High-quality APICS apparel and specialty gifts—featuring the new APICS logo—are now in stock. Be one of the first to own the most up-to-date APICS gear.

# 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/<br>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.**

## In Between Jobs? Looking for a Challenging Career in Operations Management?

### APICS CAREER CENTER

APICS Career Center can help you find job opportunities in the operations management field. The APICS Career Center lists jobs posted by top employers from around the country.

You can take advantage of members-only benefits by posting your resume confidentially online so that it is available for review by prospective employers when openings become available. You also can sign up for the job alert service, Notify Me!, to send you e-mails with new jobs based on your search criteria. Learn more in the Job Seekers section of the APICS Career Center.

The following positions can be found in APICS Career Center for the state of Florida:

**Buyer** - Florida Crystals Corporation. West Palm Beach, FL

**Production Scheduler** - Kanthal Palm Coast. Palm Coast, FL

**Logistics Coordinator** - CHEP. Orlando, FL

**Logistics Analyst** - CHEP. Orlando, FL

**Planning Manager** - CHEP. Orlando, FL

**Sr. Planner** - CHEP. Orlando, FL

**JUNIOR BUYER/PLANNER** - BIC Graphic USA. Clearwater, FL

**Sr. Buyer** - Nabi Biopharmaceuticals. Boca Raton, FL

### New GULF Chapter Member

**Michael Blair,  
MCS Business Technologies**



## Company Coordinators

### **ASO CORPORATION**

LEE STEPHENS (941) 379-0300

### **EATON AEROSPACE**

JOYCE SPENCER (941) 751-7157

### **FLORIDA GULF COAST UNIVERSITY**

ELIAS KIRCHE (941) 590-7325

### **FOX ELECTRONICS**

JOE DENISON (941) 693-0099

### **HONEYWELL**

MELISSA LITTLE (941) 360-6100

### **PGT INDUSTRIES**

PAM CARR, CPIM (941) 486-0100

### **TELEFLEX ELECTRONIC SYSTEMS**

CAROL MOSLEY (941) 907-1000

### **TROPICANA**

SCOTT CHANCE (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:**

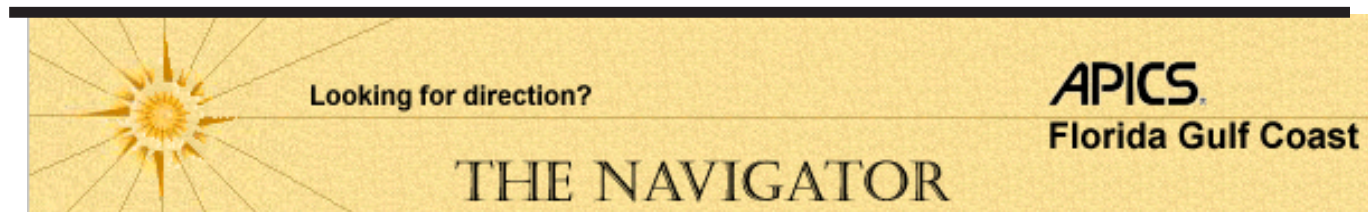
- Defining the benefits of membership.
- Explaining the certification programs.
- Circulating the monthly meeting announcement and offering to make the necessary reservations.
- Posting schedules of seminars, certification review courses and fundamentals classes.
- Leading by example and attending as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



c/o Virginia Behr  
Tropicana Products, Inc.  
1001 13th Avenue East  
Bradenton, FL 34208



**Volume 4, Issue 5**

**[www.apicsgulf.org](http://www.apicsgulf.org)**

**February 2005**

### ***Demand Flow / Kanban Techniques***

LOCATION: Rosedale Golf & Country Club  
Bradenton, FL  
SPEAKER: John Martin  
COST: \$15 members / \$25 non-members

DATE: February 17, 2005  
TIME: 5:30pm Registration  
6:00pm Announcements  
6:15pm Dinner  
7:00pm Presentation

#### **Directions to the November PDM:**

##### **From Bradenton:**

Take 301 Southeast. Turn left onto SR-70. Continue on SR-70 past I-75. Turn left onto 87th Street East (Rosedale development's entrance - Note that a new traffic light has been installed at the entrance to Rosedale.) Follow the signs to the CC clubhouse.

##### **From Naples:**

Take I-75 north to Exit 217A (old 41A) SR-70. Turn right onto SR-70. Turn left onto 87th Street East (Rosedale development's entrance - Note that a new traffic light has been installed at the entrance to Rosedale.) Follow the signs to the CC clubhouse.