

Looking for direction?



THE NAVIGATOR

Volume 6, Issue 4

www.apicsgulf.org

January 2007

January PDM

SUPPLY CHAIN MANAGEMENT 101

“WHAT’S ALL THIS TALK ABOUT SUPPLY CHAIN MANAGEMENT....I WORK IN MATERIALS MANAGEMENT”

PRESENTED BY WENDY KREMERS

ROSEDALE GOLF & COUNTRY CLUB IN BRADENTON
WEDNESDAY, JANUARY 10TH - 6:00 PM

The world of Supply Chain Management isn't entirely new.....just a significant evolution. The Global Supply Chain Forum, GSCF, defines Supply Chain Management as the integration of key business processes from end user through original suppliers that provides products, services and information that add value for customers and other stakeholders. Others might describe it as the combination of art and science that goes into improving the way your company finds the raw materials or components it needs to make a product or service and deliver it to your customers. As a result we need to understand the differences in Supply Chain Management and traditional Materials Management and work towards aligning Supply Chain strategy with our business strategies.

In this presentation we will discuss the five major drivers of Supply Chain Management, production, inventory, location, and transportation as well as three steps to align supply chain and business strategy. We will also review the four categories of supply chain management, plan, source, make and deliver and the Supply Chain Performance Metrics and Diagnostic Measures (Supply-Chain Council SCOR Model).

CPIM designees will earn 1 point towards certification maintenance.

Registration begins at 5:30pm at the Rosedale Golf & Country Club in Bradenton. Directions to Rosedale Golf & Country Club can be found on Page 8 (last page) of this newsletter.

Reservations must be made by Monday, January 8 before 12 noon. Cost is \$25/Members, \$30/Non-members, \$10/Students. Make your reservation by noon on January 8th at reservations@apicsgulf.org Cancellations must be received by 12 noon on Tuesday, January 9th. Please note that no shows will be billed. Please note Rosedale's dress code is "No jeans or men's shirts without collars, please."

INSIDE THIS ISSUE

- 2** Contacts
- 2** Officer's Corner
- 3** Calendar of Events
- 3** One Day Seminar
- 5/6** Membership Application
- 7** Company Coordinators
- 7** Strategic Management
Resource Class
- 8** Directions to Rosedale Golf & CC

About the Presenter: Wendy Kremers works in Lean Supply Chain Management for Steelcase Inc. in Grand Rapids Michigan. Steelcase Inc. is the preeminent designer and manufacturer of office environments. In this role, Wendy works with the World Wide Supply Chain Management Organization to define performance improvement opportunities within various global business processes, in an effort to create lean supply chains and also oversees related improvement projects. Wendy has been an active APICS volunteer for the past 15 years and is a past president of the Grand Rapids chapter. She served on Region 14 APICS staff for 5 years and as the Region 14 Vice President, 2001-2003. She held the office of APICS Society Executive Vice President for 2003, and the Vice President Education Development SIGs for 2004.

Continued Page 4

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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 February issue of THE NAVIGATOR is due by Friday, February 2nd. Please address all correspondence to:

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Officer's Corner

By Wende J. Huehn-Brown. Ph.D., CPIM

Happy New Year Everyone! When we begin a new year, we often set or revise our goals and objectives for what we want to achieve over the coming year. *What about advancing our knowledge so you and your company can be more competitive?*

Everyone learns differently and there is quite a difference between training someone and getting an education. Training tends to focus on transferring a particular skill or expertise to another individual in response to a certain situation or need. We see training used prevalently for mechanical or electrical skills, as well as computer skills, but it is for a specific function. Effective training initiatives also have an element of repetition of that particular action in order to maintain or further develop an individual's skills.

Education is a process that provides the knowledge, skills, and attitudes necessary to produce a cause-and-effect understanding in a subject area. There are typically three aspects that include basic skills, but also technical and problem solving skills in a particular knowledge base. Education objectives focus on changing the behavior of the person gaining an education through the transfer of facts, immersion in subject material, as well as having the individual learning to gain enthusiasm for the subject, peer confirmation and continual reinforcement to retain and grow in the subject. Additionally, the education provider or teacher they are learning from must be credible to them in order to learn and master the subject themselves.

Achieving the highest levels of operating performance for any type of organization requires an ongoing journey of continuous improvement. This concept of continuous improvement is dependent upon a well-executed approach to both organizational and personal learning. *What are you and your organization doing to advance your knowledge collectively?* Change is difficult at a personal level, but also across an organization. The first step in implementing any new system or technology that is needed to support an improvement project starts with understanding the degree of change necessary to implement that new system or technology. Then the most critical step requires understanding what kind and what amount of learning must take place within the organization to integrate and apply that new system or technology effectively.

Lifelong learning is a key factor for success in today's competitive business world. Have you thought about your need for knowledge to advance in your current position, help your company become more competitive, or even open doors for other opportunities? Your local APICS chapter regularly runs educational and certification programs that are highly regarded internationally in operations management and supply chain management. So get involved and informed about elevating your personal and organizational knowledge this coming year!

One-Day Seminar February 15, 2007 Teamwork Through the Supply Chain

This one day seminar is designed to discuss the interrelationships that exist between the various elements of an effective supply chain. It is designed for people who want to go beyond just a discussion of the basic principles and see actual applications. We will discuss ways that companies have successfully applied basic principles to solve every-day problems.

We will cover four main components of any logistics supply chain. Namely: procurement, manufacturing, distribution and marketing. Our focus is on how these elements work together to provide world-class customer service to the ultimate end customer. We will stress how people foster teamwork across companies.

We will not develop one big case study, but rather eight individual circumstances and how each company solved their problem and the resulting improvement. We expect to talk about several different environments, ranging from manufacturing, process and service industries.

Our hope is that you would be able to learn from the examples and take some real hands-on solutions back to you operation to help make your company move closer to World Class.

Presented by Terry Lunn, CFPIM, CIRM

Terry is widely recognized as a top educator and motivator. His clients include: Federal Express, FMC Corporation, IBM, General Motors, Arvin Industries, Motorola, Raychem, Halliburton, Oxford Shirt Group and many others.

He runs his own company serving as an independent consultant since 1983. He has over twenty years experience in manufacturing, production, and inventory control. He has managed the installation of MRP systems and has extensive experience in designing and installing manufacturing control systems.

Terry is a national leader in APICS. He is recognized as an international leader in motivational and technical programs. He was awarded the distinction of being voted "Best In His Class" at the 1995 APICS International conference and best presentation at the 1997 World Symposium in South Africa.

He has written a book entitled, "MRP Integrating Material Requirements Planning and Modern Business" which was an APICS best seller for over six years.

Continued Page 4

Calendar of Events

January PDM

Date Wednesday, January 10, 2007
Topic SUPPLY CHAIN MANAGEMENT 101
Speaker Wendy Kremers
Place Rosedale Golf & Country Club
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Tina Jensen (941) 746-2101 OR
RESERVATIONS@APICSGULF.ORG

February One-Day Seminar

Date Thursday, February 15, 2007
Topic TEAMWORK THROUGH THE
SUPPLY CHAIN
Speaker Terry Lunn, CFPIM, CIRM
Place Rosedale Golf & Country Club
Time 8:00 A.M. - 5:00 P.M.
Cost \$199 members/\$299 non-members
(includes APICS membership)
Contact Tina Jensen (941) 746-2101 OR
RESERVATIONS@APICSGULF.ORG

February PDM -

Top Management Night

Date Wednesday, February 21, 2007
Topic ACT- A CALL TO ACTION
Speaker Terry Lunn, CFPIM, CIRM
Place Rosedale Golf & Country Club
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Tina Jensen (941) 746-2101 OR
RESERVATIONS@APICSGULF.ORG

March PDM

Date Wednesday, March 14, 2007
Topic BARRIERS TO SUCCESS IN
IMPLEMENTING LEAN MFG AND
WHAT TO DO ABOUT THEM
Speaker Ron Crabtree, CPIM, CIRM
Place Rosedale Golf & Country Club
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Tina Jensen (941) 746-2101 OR
RESERVATIONS@APICSGULF.ORG

One Day Seminar Continued...

Who Should Attend?

This program is designed for those who are looking for examples of how companies foster teamwork all across the supply chain. Our focus is on how to integrate and coordinate our efforts with those of other companies in our logistics pipeline. It is designed for not only the team in our company, but also the team that crosses the line into other companies – our suppliers and our customers. Everyone associated with sales, marketing, order management, logistics, scheduling, purchasing and supply chain management will find the ideas presented very stimulating. A team from your suppliers, your own company, plus your customers will find the biggest rewards.

Benefits You Will Gain

- The two key team players in forecasting
- Problem solved: How to measure demand
- 3 ways to measure forecast accuracy
- Problem solved: How to deal with demand spikes
- How two companies use postponement to achieve high fill rates
- 2 Keys to making a stockroom dependable
- 4 Ways to measure stockroom performance
- How one company runs a mixed model Master Schedule
- The key to shortening lead time in the shop
- 4 main points of supplier partnerships
- How two companies use schedule sharing (One works and one doesn't)
- Problem solved: Huge spikes in demand
- One key thought to guide us on improvement

Reservations:

Date: Thursday, February 15th, 2007

Time: 8:00am – 5:00pm

Place: Rosedale Golf & Country Club
Bradenton

Price: \$199 member

\$299 non-member (includes APICS membership - a \$145 value)

\$20 discount each for 3+ company attendees

Price includes continental breakfast, lunch, and speaker handouts.

To register, send an email to reservations@apicsgulf.org or call Tina Jensen, CPIM, at (941) 746-2101.

Deadline for reservations is Friday, February 9th. No cancellations accepted after this date. No shows will be billed. Please note that Rosedale's dress code does not allow jeans or men's shirts without collars.

Wendy Kremers Continued...

Wendy has also served on the TEAM workshop committee, the Rewards and Recognition committee, and the Board of Directors Nominating Committee.

She was the vice chair of the 2003 APICS International Conference in Las Vegas, Nevada and the 2004 International Conference in San Diego. The latest APICS assignment was the 2006 APICS International Conference Chair. Wendy has presented at many APICS events throughout the United States, Canada, Mexico and Europe. She is married to husband Jack, also a Steelcase employee and lives in Rockford, Michigan.

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

APICS. Making Business Run Better

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

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

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.)

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

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

- a. Job Shop e. Repetitive
 b. Process f. Discrete
 c. Remanufacturing g. Nonmanufacturing
 d. Assembly

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

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

APICS SMR CLASS

The Florida Gulf Coast APICS chapter, the Association for Operations Management, has an upcoming class regarding the **Strategic Management of Resources (SMR)**.

SMR explores the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions. This module addresses three main topics: aligning resources with the strategic plan, configuring and integrating operating processes to support the strategic plan, and implementing change. SMR also explains competitive market issues, choices that affect facilities, supply chain concepts, information technology, organizational design, configuring and integrating internal processes, and evaluating and managing projects.

SMR is one of the five modules needed for the APICS CPIM certification. The Certification in Production and Inventory Management (CPIM) provides a common worldwide standard for individuals and organizations to evaluate their knowledge of the evolving field of production and inventory management. This certification program has helped individuals and their organizations become more productive and competitive as it is designed to test candidates' in-depth knowledge of a variety of subjects specific to production and inventory management.

Schedule: January 11, 18, 25, Feb. 1, 8, 15, 22 and March 1, 8

4 PM to 8 PM

Location: Tropicana in Bradenton, FL

Instructor: Jerry Kilty, CFPIM, CIRM, CSCP
Quality Management Solutions, Inc.

Cost: \$525 for the 6 week course. Cost includes a workbook.

Register: Call Jerry Kilty at (727) 725-7674 or email education@apicsgulf.org

TOP MANAGEMENT NIGHT

FEBRUARY 21, 2007

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

CINDA WHALEY (941) 955-0994

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

Hi STAT MANUFACTURING

JOHN ELLIOT (941) 355-9761

HONEYWELL

IRENE CAREY (941) 360-6141

PGT INDUSTRIES

FRANK CREHORE, CPIM
(941) 486-0100

SUN HYDRAULICS

WENDE HUEHN-BROWN, CPIM
(941) 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 Cinda Whaley, 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 International
8323 Lindbergh Court
Sarasota, FL 34243

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APICS
Florida Gulf Coast

Volume 6, Issue 4 **www.apicsgulf.org** **January 2007**

**January PDM
Supply Chain Management 101**

LOCATION:	Rosedale Golf & Country Club Bradenton, FL	DATE:	January 10, 2007
SPEAKER:	Wendy Kremers	TIME:	5:30pm Registration 6:00pm Dinner
COST:	\$25 members / \$30 non-members		7:00pm Presentation

Directions to the January PDM:

From Bradenton:

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

From Naples:

Take I-75 North to Exit 217A (SR-70). Turn right onto SR-70.
Turn left onto 87th Street East (Rosedale development's entrance-note traffic light at the entrance to Rosedale)
Follow the signs to the CC clubhouse.