

Sunset Cruise
Last Meeting of the Chapter Year
Thursday, June 19

We invite you to join us for a fun night out before the summer break begins. We've made arrangements for a sunset cruise with LeBarge Tropical Cruises in Sarasota. Appetizers will be served with the usual cash bar. We encourage you to bring a guest! Our reservations are limited to 50 people, so please get your reservations in early. The 2-hour cruise will begin at 7pm.

Registration starts at 6:00pm at the Marina. The cruise begins at 7pm, so we suggest you arrive no later than 7pm. We cannot wait for late arrivals to begin the cruise. We will be back at the marina at 9pm.



Reservations must be made by Tuesday, June 17 before 12 noon. Cost is \$15 for members, non-members and 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, June 18. Please note that no shows must be billed.

Directions to LeBarge Tropical Cruises can be found on Page 8.

INSIDE THIS ISSUE

- 2 Contacts
- 2 President's Corner
- 3 CPIM Education
- 3 Calendar of Events
- 4 Job Opportunities @Eaton
- 5/6 Membership Application
- 7 Election Results
- 7 Company Coordinators
- 8 Directions to Sunset Cruise

Please Join Us in Congratulating

Frank Crehore, CPIM
Parker Hannifin

Bill Farnum, CPIM
Shaw Aerospace

Dominic Foord, CPIM
Shaw Aerospace

Bruce Levin, CPIM
Saftronics

For Completing their CPIM Certification!

Contacts

PRESIDENT: Tina Jensen, CPIM

tjensen@pgtindustries.com

EXECUTIVE VP: Paul O'Brien, CPIM

pobrien@tampabay.rr.com

VP ADMIN & FINANCE: Lee Stephens

lstephens@asocorp.com

VP EDUCATION: Jim Brooksher, CPIM

jim.brooksher@tropicana.com

VP MARKETING & PUBLICITY:

Katrien Dolk-Etz, CPIM

kdolk-etz@pgtindustries.com

VP MEMBERSHIP: Gene Soltis, CPIM

gsoltis@pgtindustries.com

VP PROGRAMS: Dan Johnson

djohnson@ameritex-tech.com

PAST PRESIDENT: Brad Voss, CPIM, Jonah

bvoss@pgtindustries.com

DIRECTOR

WORKFORCE EDUCATION PARTNERSHIPS:

Phil Guercio, CPIM, CIRM

phil.guercio@tropicana.com

DIRECTOR PROGRAMS: Phil Safka, CPIM

psafka@pgtindustries.com

WEB MASTER: Katrien Dolk-Etz, CPIM

webmaster@apicsgulf.org

WEBSITE: <http://www.apicsgulf.org>

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 September issue of THE NAVIGATOR is due by Wednesday, August 27. Please address all correspondence to:

Katrien Dolk-Etz -- PGT Industries
PO Box 1529, Nokomis, FL 34274
Voice: (941) 486-0100 x2922
Fax: (941) 484-7502
e-mail: kdolk-etz@pgtindustries.com

President's Corner

A Year of Success

Tina Jensen, CPIM
PGT Industries

Almost a year ago, our board of directors met to set goals for the chapter. I believe we had a very successful year and accomplished most of our objectives.

On the education side, we delivered all five CPIM review classes and two Fundamentals courses with a good number of participants. The chapter also sponsored in-house CPIM review classes at Tropicana, and they had great success in passing their exams. The chapter held a seminar on Lean Manufacturing, a plant tour at Eaton Corporation, and six professional development meetings. We met our goal of forming partnerships with other professional organizations by hosting three joint meetings with ISM and ASQ. We also established an undergraduate scholarship that will be awarded annually.

We also made big improvements to our website and newsletter by updating the format and content. We added links to the APICS International and Region IV websites and posted events for ISM and ASQ on our events calendar with links to their websites. In return, ISM and ASQ also posted our events and had links to our website. The information in our website was maintained frequently to ensure it was always current. Our monthly newsletters were sent out both electronically and by mail to reach as many people as possible.

This could not have been accomplished without a dedicated board of volunteers. I would like to thank Katrien Dolk-Etz for the tremendous amount of time and effort she put into the website and newsletters and all of the other projects she contributed to. Also a big thank you goes to Dan Johnson for arranging the speakers, accommodations, evaluations, and gifts for the monthly meetings for the past two years. Thank you, Lee Stephens, for managing the finances, publishing meeting minutes, and checking in meeting attendees. Thank you, Gene Soltis, for your past two years of service as VP of Membership. Thanks to Jim Brooksher and Jerry Kilty for arranging and delivering the CPIM review courses and to Phil Guercio for establishing the foundation for our scholarship program. And last but not least, thank you to all of the members who took time out of their busy schedules to attend our classes and meetings in order to improve their careers in resource management.

It was a pleasure serving as your president this past year, and I look forward to another successful year with our new board of directors. We will be taking a break from member meetings in July and August so we can plan for the upcoming year. Enjoy your summer break, and we'll see you in September at our first professional development meeting of the 2003-2004 year. ✱

Education

Do You Have Your CPIM Certification Yet?

Jim Brooksher, CPIM
Tropicana

It has been a successful year for educational programs. The final CPIM course for the 2002 - 2003 year , Strategic Management of Resources was just completed. This marks the second consecutive year that a full suite of APICS CPIM courses have been offered locally by the Florida Gulf Coast Chapter.

A big thank you and congratulations are due to the many people that have enabled the educational process. Specifically, the many students that participated in the CPIM courses! Also, we would like to thank PGT Industries for continuing to provide an ideal location for the courses. Additionally, thanks to QMS, our service provider, for presenting the courses such that they are informative, enjoyable and useful. Finally, thank you to the many local companies that are supporting the local chapter by sponsoring their employees attendance at the CPIM courses.

Due to the success of the current program, the local chapter is pleased to announce the new CPIM educational calendar for the 2003 - 2004 year. As with the current offerings, the courses will be three days, each class lasting 8 hours per day.

Basics of Supply Chain Management	9/8,15,22
Master Planning of Resources	11/3,10,17
Detailed Scheduling & Planning	1/5,12,19
Execution & Control of Operations	4/5,12,19
Strategic Management of Resources	6/7,14,21

If you have any questions about the classes or scheduling, please send email to cpim@apicsgulf.org or call any of our board members.

✱

CALENDAR OF EVENTS

JUNE PDM - SUNSET CRUISE

DATE THURSDAY, JUNE 19
PLACE LeBARGE TROPICAL CRUISES,
MARINA JACK'S IN SARASOTA
TIME 2 HOUR CRUISE DEPARTS AT 7PM
COST \$15 PER PERSON
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

BASICS OF SUPPLY CHAIN MANAGEMENT CPIM REVIEW COURSE

DATE MONDAYS, SEPTEMBER 8,15,22
PLACE PGT INDUSTRIES, NOKOMIS I-75 EXIT 195
TIME 8AM - 5PM
CONTACT JERRY KILTY, CPIM, CIRM AT QMSKILTY@IJ.NET OR
(727) 725-7674



Job Opportunities at Eaton Corporation Sarasota, FL

Materials Planner

The individual will be responsible for the management of the master production schedule of a specified product line. Also for the procurement of highly complex tooled and technical items, materials, or services, usually those specifically designed and manufactured exclusively for the purchaser, and involving high dollars. Implement and manage projects of strategic nature, serve as mentor of junior department members and ensure a positive impact on customer on time delivery by influencing change without direct authority over other areas. Coordinate the movement of all parts (purchased and manufactured) throughout the operation, supporting achievement of the production plan, and the shipping plan for specific production lines, while acting as a liaison between Customer Service, Purchasing and Manufacturing, and focusing on key accounts to ensure customer satisfaction.

The successful candidate must be self-directed, capable of leading multiple disciplines, able to influence change while aggressively pursuing department, plant and division goals and objectives. This individual must work to reduce cumulative and quoted lead times, improve planning parameters, and implement and maintain Kanbans.

Two year college degree and 5 years of previous manufacturing experience are required. CPIM certification preferred. Must be able to communicate effectively, both orally and written, with all internal disciplines, outside suppliers and customers. Familiarity with wide range of material control and scheduling concepts, including capacity management, shop floor control, MRP, inventory management and lot sizing techniques.

Applications must be received by June 30 for consideration.

Buyer II

The qualified candidate will review, interpret and respond to MRP requirements to insure that parts are available for production and inventory goals are met. Interview suppliers to ascertain capabilities and obtain price and delivery information. Prepare requests for quotation packages. Compare prices, specifications and delivery dates and award purchase order to least total cost supplier. Approve and verify receipt of material or services, check the correctness of unit prices and extensions. Negotiate purchases including standard off the shelf items, expense items, supplies, spare parts, equipment, maintenance and repair items and some tools and services. Inform material/systems support manager and production control of any potential interruption in supply. Assess the potential for implementing long-term blanket orders. Research markets to assess current trends and determines best method of procurement. Travel as required to resolve issues with suppliers. Participate on plant team. Assist with planning and implementation of departmental projects. Support and coordinate new product development with engineering and supplier to procure engineering samples and develop cost options.

Four year college degree (BA or BS) or equivalent 2 year college degree, 5 years of purchasing experience and pursuing C.P.M., CPIM or A.P.P. certification. Minimum 2 years of purchasing experience. Must be able to communicate effectively orally and in writing, conduct successful negotiations, convert raw data to logical presentation and manage multiple priorities effectively.

Applications must be received by July 30 for consideration.

Forward to resume, indicating the position for which you are applying, to:

Roxanne Weinberger
Human Resources Associate
Eaton Corporation
Power and Load Division
2250 Whitfield Ave
Sarasota, FL 34243

or email to RoxanneSWeinberger@eaton.com.

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.

Election Results

Meet Your New BOD

Thanks to those of you who took the time to vote and return your election ballots for next year's Board of Directors for our chapter. We had a total of 44 ballots returned, which is a much higher response rate than other area chapters have received.

Tina Jensen, CPIM, from PGT Industries, will serve another year as President of Florida Gulf Coast chapter. Katrien Dolk-Etz, CPIM, also from PGT Industries, will be moving out of the Marketing & Publicity slot to become Executive VP. Lee Stephens, from ASO Corporation, will begin his second year as VP of Finance and Administration. Catherine Cannon, CPIM, from Tropicana is joining the board as VP of Education. Troy Barnett, CPIM, of Eberling Associates is also joining the board to serve as our VP of Programs. George Pastujov, from Bealls, is our third new board member for the coming year, who will serve as our VP of Membership. Jim Brooksher, CPIM, from Tropicana, will move from Education into the VP of Marketing & Publicity.

A big thank you to our new board members for volunteering to serve our chapter, and to our members who participated in the election! ✨

Stay in Touch!

Visit www.apicsgulf.org & Join Our Email List!

We'll be continuing to update the website this summer, so add our site to your Favorites menu. If you're in the market for a new job, you'll definitely want to be checking often.

Newsletters will start coming again in September, but if we have any news to share with you over the summer, we'll send out an email to our distribution list.

If you're not already on our list, send an email to subscribe@apicsgulf.org. During the chapter year we generally limit emails to once per month, but if you decide this is still too often for you, you can unsubscribe at any time. ✨

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 9 www.apicsgulf.org June 2003

Sunset Cruise

LOCATION: LeBarge Tropical Cruises, Sarasota
COST: \$15 members / \$15 non-members /
 \$15 students

DATE: June 19, 2003
TIME: 6:00pm Registration
 7:00pm Cruise Departure

Directions to the Sunset Cruise:

From Bradenton:

Take US-41 south into Sarasota, turning right onto Marina Plaza just past downtown. LeBarge Tropical Cruises are located at #2 Marina Plaza.

From Naples:

Take I-75 north to Exit 210 Fruitville Rd. Turn left onto Fruitville at the end of the off-ramp. Continue on Fruitville for just over 6 miles. Turn left onto US-41 at the traffic light. Go straight approximately .4 miles, and turn right onto Marina Plaza. LeBarge Tropical Cruises are located at #2 Marina Plaza.