

March PDM

The Great Cookie Crisis: Using the Tools of Quality in PIM Performance Improvement

Presented by Brian Koenig, CPIM

River Club in Bradenton

Monday, March 13th 6:00 PM

Successful management systems require a systemic problem solving discipline. Join us for this interactive exercise as we explore how Ottawa Baking applies the tools of quality in problem solving and continuous improvement activities. Our simulation will include group development of several tools including run charts, pareto charts, and fish bone diagrams while putting together an effective action plan to identify and solve their critical issues.

The presentation will also include a short overview of how these tools can then be used to tie together top level objectives with shop floor activities.

CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 5:30 PM at the River Club in Bradenton.

Reservations must be made by Thursday, March 9th. Cost is \$20 for members and \$25 for non-members. To reserve your spot, contact Tina Jensen at reservations@apicsgulf.org or (941) 746-2101. Cancellations must be received by noon Friday, March 10th. Please note that no shows must be billed.

Directions to River Club can be found on Page 8.

About the Presenter: Brian Koenig CPIM grew up in manufacturing and spent 20 years with Crown Battery Mfg which included key roles in their MRP II (1980's), quality systems, costing systems and Lean technologies development. After serving most of the 1990's as their VP of Operations he founded the Elmore Institute LLC in 2000 to provide implementation and training assistance in manufacturing systems. He currently is in on a long term assignment serving as Quality Manager for Erie Steel in Toledo, Oh where his responsibilities include leading their QS 9000 to TS 16949 transition.

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Brian presented the "Great Cookie Crisis" at the 2004 APICS International Conference and "Holy Pepperoni - Resolving Pete's Pizzas PIM Issues Using a Process-Based PIM System" at the 2005 International Conference. An adjunct faculty member at Owens Community College in Toledo and Terra Community College in Fremont he has taught Lean Manufacturing, Quality Systems and Auditing, Environmental Management Systems (ISO 14000), Statistical Quality Control and Interpersonal Skills & Leadership Development.

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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 March issue of THE NAVIGATOR is due by Friday, March 24th. Please address all correspondence to:

Virginia Behr, CPIM
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Sarasota, FL 34239

Voice: (941) 742-2784
Fax: (941) 742-3386

Officer's Corner

By Tina Jensen, CPIM, VP Programs

You made your New Year's resolutions and chances are that some, if not all, of them have been forgotten already. Now is your chance to make a new resolution that will enhance your personal and professional growth. We are accepting nominations through April 15th for positions on our chapter's 2006-2007 Board of Directors.

You can nominate yourself or anyone who has been an APICS voting member for at least three months. No previous experience is required, and we will provide you with all the information and guidance you will need to fulfill the position. We are accepting nominations for President, Executive Vice President, VP Administration & Finance, VP Education, VP Marketing & Publicity, VP Membership, and VP of Programs. If you would like information on the positions' responsibilities or want to nominate someone, please contact me or Katrien Dolk-Etz. In addition to these elected positions, we are always looking for volunteers to help maintain our website, publish our monthly newsletters, and help organize our monthly meetings.

Volunteering in our chapter brings many rewards and opportunities. Over my past six years on the Board, I have made good friends and great business contacts. It has opened up doors for job opportunities and has enhanced my resume. Serving as President and Vice President allowed me to practice my leadership, entrepreneurial, and public speaking skills. Staying active in the chapter keeps me current on the latest developments in our field and earns me CPIM maintenance points. I have also had opportunities to travel and network at APICS regional meetings in places like Puerto Rico and Atlanta. If any of this appeals to you, do yourself a favor and take this opportunity to join our Board.

Now I will get off my soap box and put on my VP Programs hat. We have some exciting events lined up through June that you won't want to miss. Our March professional development meeting with Brian Koenig is going to be a fun, interactive simulation in running operations at a baking company. On April 19th, we will be touring the Teleflex plant where they will share their secrets on how they implemented LEAN.

We are very excited to announce that we will be offering a full-day professional seminar on May 10th at Rosedale Country Club on how to implement MRP in a LEAN environment. This is going to be highly participative and interactive workshop, so you will have plenty of opportunities to practice the concepts demonstrated. Immediately following the seminar at Rosedale, we will be hosting our 2006 Top Management Night meeting.

Continued on Page 4

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

March PDM

Date Monday, March 13, 2006
Topic THE GREAT COOKIE CRISIS: USING THE TOOLS OF QUALITY IN PIM PERFORMANCE IMPROVEMENT
Speaker: BRIAN KOENIG CPIM
Place RIVER CLUB
Time 5:30pm Registration
Cost \$20 members, \$25 non-members
Contact TINA JENSEN AT RESERVATIONS@APICSGULF.ORG OR (941) 746-2101

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 \$20 members, \$25 non-members
Contact TINA JENSEN AT RESERVATIONS@APICSGULF.ORG OR (941) 746-2101

Full Day Workshop: Utilizing MRP in a Lean Environment

Workshop Date: Wednesday, May 10, 2006
Facilitator: Michael D. Ford, CFPIM, CQA, CRE
Cost: TBD
Location: Rosedale Country Club
Time: 8:30 AM - 5:00 PM Lunch Included.
Register: Tina Jensen at reservations@apicsgulf.org or (941) 746-2101

FUNDAMENTALS OF MFG CONTROL

Course 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.

Officer's Corner

By Tina Jensen, CPIM

Continued from page 2

We are pleased to have Shane Yount, a 2005 APICS International Conference speaker, share his presentation on how to improve communication, productivity, customer service, and bottom-line results in your company using his four proven techniques. Shane is a very dynamic speaker so you will be educated and entertained at the same time. This meeting is designed to get middle and upper management interested in educating their company's employees in APICS concepts. If you would like more support from upper management in APICS classes and programs, please encourage them to attend this meeting.

For our final event in June, we will be hosting our annual cruise on Sarasota Bay. This is always a fun, relaxing time to bring a guest and network with your fellow chapter members. There will be no speakers, but there will be plenty of food, drinks, and music. The date of the cruise will be published on our website soon and in next month's newsletter.

So submit your nominations and make your reservation for the March meeting now!

Job Openings – Materials Support

Crane Environmental, Venice

Please forward your resume to John Ireland, Manager of Materials and Supply Chain, 730 Commerce Dr, Venice, FL 34292 or jireland@cranenv.com.

Primary Responsibilities

Provide Materials Handling support for the following functional areas:

1. Order Picking
2. Job Pulling
3. Shipping
4. Receiving
5. Inventory Control – Cycle Counting & Annual Physical Count
6. Cratins
7. Kavey Production Cell
8. Delivery Truck
9. Warehouse
10. Yard containers

Daily responsibilities to be completed each day:

1. Parts picking for sales orders
2. Parts picking for production orders

3. Assist parts packing for shipping
4. Assist crate building
5. Assist raw stock put-away

Skills & Requirements

The successful applicant will need to be able to lift 50 pounds, read and understand picking documents, and be able to operate material handling equipment. A team player with a positive attitude and attention to detail and accuracy is a must.

Senior Production Scheduler

Tropicana Products, Bradenton

To apply for this position, email your resume to Scott Chance, CPIM, at scott.chance@tropicana.com.

Primary Responsibilities:

Responsible for managing the short term production schedules which support customer demands and to provide the appropriate balance between customer service, cost/inventory and operational efficiencies.

Key Deliverables: Maintains a multiple week, multi line production plan. Successfully produces new products to meet planned launch dates, tracks production compliance for each line, maintains system data, controls out of date product trends and supports ongoing company performance objectives.

Specific Duties & Responsibilities:

1. Create and own an exercisable multiple week production plan
2. Meet demand requirement lead time targets
3. Meet customer service and on time delivery targets
4. Create and maintain manufacturing orders
5. Maintain inventory levels within targets
6. Minimize finished good NCP
7. Coordinate plans & constraints with other schedulers
8. Maintain constrained production schedule
9. Multi site production schedule responsibility
10. Support manufacturing downtime requirements
11. Manage finished good inventory to minimize obsolescence during product discontinuations
12. Manage finished good production quantities in order to achieve target customer service levels for new product introductions
13. Maintenance of production planning/scheduling system parameters
14. Constraint management
15. Optimize the supply chain by (1) synchronizing supply with demand utilizing cost-optimized, constraint-based rules and techniques.

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.

Plant Tour
Teleflex
6980 Professional Pkwy East
Sarasota, Florida
Wednesday, April 19th
3 - 5 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 improve their business performance. Today, they have revenues exceeding \$2.4 billion, operations in 26 countries, with more than 20,000 employees and 800 patents.

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

Then, join us for pizza and networking as we wrap up this exciting plant tour.

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

CINDA WHALEY (941) 955-0994

EATON AEROSPACE

JOYCE SPENCER (941) 751-7157

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

HONEYWELL

MELISSA LITTLE (941) 360-6100

PGT INDUSTRIES

GENE SOLTIS (941) 486-0100

SUN HYDRAULICS

WENDE HUEHN-BROWN 362-1304

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.



Florida Gulf Coast Chapter

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

Looking for direction?

THE NAVIGATOR

APICS
Florida Gulf Coast

Volume 5, Issue 6 **www.apicsgulf.org** **March 2006**

March PDM

The Great Cookie Crisis: Using the Tools of Quality in PIM Performance Improvement

LOCATION:	River Club Bradenton, FL	DATE:	March 13, 2006
SPEAKER:	Brian Koenig, CPIM	TIME:	5:30pm Registration 6:00pm Dinner
COST:	\$20 members / \$25 non-members		6:45pm Announcements 7:00pm Presentation

Directions to the March PDM:

Take I-75 to exit 217 (State Road 70). Go east on SR70 for 2 miles and take a right at the traffic light at River Club Boulevard. This is the entrance to the River Club Golf Community. Go one mile until you see the River Club Country Club sign and building on the right.

Address:

6600 River Club Boulevard, Bradenton, FL