

Looking for direction?



THE NAVIGATOR

Volume 6, Issue 6

www.apicsgulf.org

March 2007

March PDM

BARRIERS TO SUCCESS IN IMPLEMENTING LEAN MANUFACTURING AND WHAT TO DO ABOUT THEM

PRESENTED BY RON CRABTREE, CPIM, CIRM

ROSEDALE GOLF & COUNTRY CLUB IN BRADENTON
WEDNESDAY, MARCH 14TH - 6:00 PM

More In our increasingly competitive environment, the need to truly succeed in applying the principles of Lean and World-Class operating systems has never been greater. We will explore several common issues that individually, or in combination with other factors, can de-rail the significant changes in moving to a team-based, empowered organization. Each of these common issues has actionable countermeasures, which can be employed in enlightened organizations. This compelling presentation gives attendees insights into this complex subject matter and provides ideas to consider in the years ahead.

Summary Learning Objectives:

- Brief discussion – What being “Lean” or “World Class” entails
- Changes are needed for good reasons – Forces Favoring Implementation
- Changing is hard; the Forces That Oppose Implementation and Change
- Practical suggestions on what to do about “Barriers to Success,” especially:
 - Natural Human Resistance
 - Leadership Vision and Turnover
 - Traditional Accounting
 - A Lack of Urgency
 - And more...

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.

INSIDE THIS ISSUE

- 2 Contacts
- 2 Officer's Corner
- 3 Calendar of Events
- 3 New Member Welcome
- 4 CPIM Classes
- 5/6 Membership Application
- 7 Company Coordinators
- 8 Directions to Rosedale Golf & CC

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 March 12th at reservations@apicsgulf.org or contact Kevin Hauge at (941) 587-1598. Cancellations must be received by 12 noon on Tuesday, March 13th. Please note that no shows will be billed. Please note Rosedale's dress code is “No jeans or men's shirts without collars, please.”

About the Presenter: Mr. Ron Crabtree, CPIM, CIRM, is president of MetaOps, Inc., - a consulting firm that specializes in strategic business transformation – aligning “Inside Relativities” with “Outside Perceptions”. He is an internationally recognized expert and author in cutting-edge business process improvement methodologies.

Continued Page 3

Contacts

PRESIDENT: Jim Bedell, CPIM
president@apicsgulf.org

EXECUTIVE VP: Pat Gray, CPIM, CSCP
execvp@apicsgulf.org

VP ADMIN & FINANCE: Virginia Behr, CPIM
finance@apicsgulf.org

VP EDUCATION: Wende Huehn-Brown, CPIM
education@apicsgulf.org

VP MARKETING & PUBLICITY:
Irene Carey
marketing@apicsgulf.org

VP MEMBERSHIP: Cinda Whaley
membership@apicsgulf.org

VP PROGRAMS: Tina Jensen, CPIM
tjensenapics@yahoo.com

PAST PRESIDENT: Katrien Dolk-Etz, CPIM
kdolk-etz@usa.net

DIRECTOR PROGRAMS:
Kevin Hauge, CPIM
kevdi@comcast.net

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 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 April issue of THE NAVIGATOR is due by Friday, March 23rd. Please address all correspondence to:

Irene Carey
Honeywell International
8323 Lindbergh Ct.
Sarasota, FL 34243
irene.carey@honeywell.com

Officer's Corner

By Katrien Dolk-Etz, CPIM
Past President

Why Should You Volunteer?

Do you ever visit www.apics.org? There's a lot of interesting stuff out there - industry news, benchmarking data, webinars (including freebies for past webinars) and on the lighter side there's the "I am APICS/Membership Matters" section. Lee Zimmerman, CFPIM, CIRM, CSCP is the subject of the current "I am APICS", and she says a few things that really hit home with me. I'm going to go out on a limb and assume you haven't read her article and share a few quotes with you.

"You get as much out of APICS as you put in," she advises. "When you are a passive member, you get out some concepts and theories. When you are an active member, you get the chance to put into practice what you are talking about, and you find that you learn [the APICS body of knowledge] better and you use it better."

Think about that for a moment. Have you been challenged at work with situations you don't know how to handle? Or you're certain you're re-inventing the wheel, but haven't found the appropriate resource to save you the trouble?

Plus, as a chapter leader, Zimmerman has gained some perspective she otherwise might not have had. She compares chapter leadership to owning a small business because of the involved strategic planning, budgeting, and expense and revenue management. "That's a much closer look at those things than many of us get in Corporate America."

Okay, you've heard it from us in other Navigators – when you volunteer for the Board you do get great experience running a non-profit.

As technology changes at a breakneck pace, Zimmerman says everyone has a responsibility to uncover the next competitive advantage. She cautions that it won't be discovered within the company itself. "You are only going to find [competitive advantage] if you are out there someplace listening to what other people are doing," Zimmerman says. "To me, APICS gives me the avenue to do that in much more depth than I would ever have dreamed possible."

Our chapter gives you the perfect avenue for solidifying your grasp of the APICS body of knowledge while networking with a diverse range of professionals. Maybe you'll pick up an innovative idea that will get that monkey off your back, or get some tips from someone else who's already been there, done that.

Continued Page 7

New Member Welcome

Please join us in welcoming our latest new members!

Maia Dalman
Aso Corporation

Dave Evans
Aso Corporation

William Justice
Aso Corporation

Jill McCormick
Aso Corporation

Erik Thorin
Sun Hydraulics

Ron Crabtree, CPIM, CIRM

continued from Page 1

He serves as adjunct faculty for Villanova University developing and teaching Lean Six Sigma for the University Alliance Online professional education program. Mr. Crabtree writes the "Lean Culture" Department in APICS Magazine for APICS, The Association for Operations Management; the global leader and premier source of the body of knowledge in operations management.

In addition to a BA in Management and Organizational Development, Crabtree is certified through APICS, the Association for Operations Management, as certified in Production and Inventory Management (CPIM) and certified in Integrated Resource Management (CIRM). Currently, Crabtree serves as a Director-at-Large for the Greater Detroit Chapter of APICS and is also a member of the Greater Detroit Section 1000 ASQ Chapter.

Crabtree is active in consulting and conducting seminars and training across the country, for businesses and professional organizations of all kinds. Crabtree has spoken to diverse audiences, such as software user groups, SME, SAE, PMA (Precision Metal Forming Association), the Institute of Industrial Engineers (IIE), SAVE, and CPA Societies, ASQ, PIA/GATF, AME, DBM Association, and others.

Calendar of Events

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 Kevin Hauge, CPIM (941) 587-1598
OR RESERVATIONS@APICSGULF.ORG

April PDM

Date Wednesday, April 11, 2007
Topic PROCESS VARIABILITY - THE
ENGINE OF SUPPLY CHAIN
EXCELLENCE
Speaker Dick Verbeek, CPIM, CIRM
Place Rosedale Country Club, Bradenton
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Kevin Hauge, CPIM (941) 587-1598
OR RESERVATIONS@APICSGULF.ORG

May PDM

Date Wednesday, May 9, 2007
Topic REKINDLING THE FLAME - BACK
FROM BURNOUT
Speaker Joni White, CFPIIM, CIRM, CSCP
Place Rosedale Country Club, Bradenton
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Kevin Hauge, CPIM (941) 587-1598
OR RESERVATIONS@APICSGULF.ORG

CPIM Training Opportunities

We have a few people interested in getting started on another round of CPIM training. We would like everyone's input in trying to arrange these needs. If you are interested in this training, please take a few minutes to respond to these questions:

- a) Do you have a **time** of day, **date**, and **location** preference?
- b) Traditionally, these classes are taught separately for each of the five tests:
 - 5 modules x 40 hrs. training each for a total of 200 hrs. of training.
 - Scheduled 2 modules per year and extended over 2-3 years.
 - Cost was 5 modules x \$525 each for \$2625 total per person.
 - This cost includes an APICS workbook for each module.

Do we want to do this series again?
- c) Our VP Education has access to a comprehensive CPIM training program she developed for a company in Missouri. This covers the majority of all the test content in approximately 50 to 60 hrs. (the length of time depends on the level of understanding and experience in the participants).
 - **Do we want to try and run this program here?** Almost 100 people in Missouri went thru this program with an 80% pass rate on initial tests.
 - Cost depends on the number of people we can spread it over. Our best guess is around \$950 per person. This would include the Tony Arnold textbook and a handout set of the instructor's PowerPoint slides.
 - Classes would be taught jointly by Jerry Kilty and Wende Huehn-Brown.
- d) In the past, we have had a **company sponsor** the training. They supported a location to offer the training, refreshments, etc.
 - Do we have a company that wants to do this?
 - Some companies do not want to do training like this with other companies, is this ok? We can do classes at a specific company if there is interest.
- e) We need anyone taking this training to **commit** their time and support. This means attending the classes, studying material between classes and for the tests, etc. Is there any reason why this could be a problem?
 - If so, then maybe this is not the right time for you to pursue your CPIM.
 - If you just want to attend the training to learn the body of knowledge and not take the certification tests, please let us know up front.

After we get everyone's input, we can move forward on a schedule. We must have enough people committed to do either program together in order to offset our costs.

Contact: Wende Huehn-Brown
 Ph.D., CPIM
 education@apicsgulf.org

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.

Officer's Corner

Continued from Page 2

The easiest way to start is by attending our Professional Development Meetings, where you'll meet fellow members and non-members with time to talk before and during dinner, and then listen to one of our top-notch speakers. An even better way is to volunteer a small amount of your time to our chapter. Tell us what you like to do or what you'd like to learn more about, and we'll try to match you up with your interests. We promise to not harass you into volunteering after you ask a few questions.

Elections for the 2007-2008 Board of Directors are rapidly approaching. If you'd like to nominate someone for a position, please contact me directly (941) 408-8113, or send email to elections@apicsgulf.org. Self-nominations are encouraged! Deadline for nominations is April 15th.

SAVE THE DATE

October 21-23, 2007

Join us in Denver, Colorado to celebrate our 50th anniversary at the capstone event, the 2007 APICS International Conference & Expo.

APICS
The Association for
Operations Management

CELEBRATING **50**

Registration Opens March 2007
www.apicsconference.org

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

CINDA WHALEY (941) 955-0994

EATON CORPORATION

INA WALDRON (941) 751-7118

Hi STAT MANUFACTURING

JOHN ELLIOT (941) 355-9761

HONEYWELL

IRENE CAREY (941) 360-6141

PGT INDUSTRIES

FRANK CREHORE, CPIM (941) 486-0100

SUN HYDRAULICS

LYN HAYCOCK (941) 362-1345

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

Looking for direction?

THE NAVIGATOR

APICS
Florida Gulf Coast

Volume 6, Issue 6 www.apicsgulf.org March 2007

March PDM
Barriers to Success in Implementing Lean

LOCATION:	Rosedale Golf & Country Club Bradenton, FL	DATE:	March 14, 2007
SPEAKER:	Ron Crabtree, CPIM, CIRM	TIME:	5:30pm Registration 6:00pm Dinner
COST:	\$25 members / \$30 non-members / \$10 students		7:00pm Presentation

Directions to the March 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.