



Looking for direction?

THE NAVIGATOR



Volume 7, Issue 6

www.apicsgulf.org

March 2008

March PDM

THEORY OF CONSTRAINTS AND LEAN MANUFACTURING WORKING TOGETHER AS A TEAM

PRESENTED BY BRAD VOSS, CPIM, JONAH

ROSEDALE GOLF & COUNTRY CLUB IN BRADENTON
WEDNESDAY, MARCH 12 - 6:00 PM

The Theory of Constraints and Lean are more similar than you might think, and in fact they compliment each other while pursuing operational excellence. In this presentation you will see a brief computer simulation of a production line running batches and one piece flow. Learn how to apply focus to your Lean implementation while using simple TOC knowledge as your starting point.

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, March 11 before 12 noon. Cost is \$25/Members, \$30/Non-members, \$10/Students. Make your reservation at reservations@apicsgulf.org or call Kevin Hauge, CPIM, at (727) 776-3950. Cancellations must be received by 12 noon on Tuesday, March 12th. 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: Brad Voss, CPIM, Jonah has been with PGT Industries for 11 years as Director of Materials Management and currently holds the position of Director of Strategic Purchasing. Brad has been a leader in the Supply Chain profession for over 25 years. He is a graduate of Michigan State University, APICS CPIM certified, and is also a graduate of the Goldratt Institute in the area of Theory of Constraints – Supply Chain Management.

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Chapter Dues and APICS Membership

Effective April 1, 2008, professional membership dues will be \$200 (\$150 APICS and \$50 Chapter) for the majority of APICS chapter members. This dues amount applies to individuals selecting the domestic member at large option, as well. Take advantage of paying your current dues before April 1 and pay using the current price schedules.

If you have any questions, please be sure to contact one of the officer's of the Gulfcoast Chapter of APICS.

Contacts

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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 March issue of THE NAVIGATOR is due by Friday, March 21st. Please address all correspondence to:

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Sarasota, FL 34243
irene.carey@honeywell.com

Officer's Corner

Pat Gray, CPIM, CSCP
Executive Vice President

I'm an inveterate clipper of items from newspapers and magazines. It's a great way of sharing bits of information. On December 16, 2007, Jennifer Rich, a business editor at the Bradenton Herald, published an article with an interview with Bob Pretre, a local professional development consultant from Parrish. My little snippet included three pieces of advice:

- Get it right the first time
- Know your audience
- Delegate authority and responsibility according to demonstrated skill

These three little gems can help us all in both our professional and personal lives when you think about it. In our day-to-day tasks and projects, if we took the time to plan and execute, i.e. get it right the first time, how much more time could we save by not making corrections or doing triage on a project gone bad or by having to back to the drawing board? Communicating ideas, plans, and goals correctly and understandably goes a long way to get it right the first time. Whether it's handling a million dollar building expansion or setting up today's to-do list, taking the time to plan saves time in the long run. An extension of this is the scuba diver's saying: Plan your dive and dive your plan. In other words, know what you want to accomplish and plan it out. Execute your plan to achieve the desired results. Give your plan a chance to work, but check and adjust if needed. Sometimes in our lives, we make a plan, but when we act, we don't give the plan time to unfold.

Knowing your audience, and knowing their level of expertise, competency and experience can help you craft your message and ideas and aid the understanding. I've walked out of plant meetings where the GM talked for a half hour about the company's performance, only to have fellow associates ask, what was that all about and how are we really doing? The message was sent but at the wrong level, so it didn't work. Had it been targeted to the audience, communication would have been more effective and the time spent would have been more productive.

The delegation item is always tricky, but Mr. Pretre hits the nail on the head with the condition of "...according to demonstrated skill." With the speed of the business world today, we can't do it all ourselves and need to work with others to accomplish our goals. Whether you're running a department of people or on a two-person team, delegating gets the jobs done. But you need to know your audience to get it right the first time. Can the delegatee handle the role and responsibility? What has their past experience shown? Can they step up to the plate (and sometimes it's not can they but do they want to).

Continued Page 4

Your Chapter Proudly Presents A Michael Ford Seminar On May 14, 2008

Sales & Operations Planning: Developing a Process that Works!

This workshop will present a comprehensive overview of sales and operations planning (S&OP), from fundamentals to advanced concepts. It is appropriate for those seeking to establish an S&OP as well as those who wish to improve their current process. The presenter will begin by identifying S&OP as a medium term plan supporting the longer-term corporate strategy. The higher level plans, combined with demand and capacity management and management directives, will serve as the inputs to the process.

Interactive team exercises will highlight the need for participation in the S&OP activity as well as emphasizing the "numbers-driven" process. The presenter will discuss a variety of outputs from the S&OP: production plan, purchasing plan, staffing requirements, cash flow, plant capacity, distribution, service requirements, etc. Discussion will include core performance measurements and appropriate corrective actions when the reported actual deviates from the intended plan. The presentation will also illustrate how S&OP leads into the master scheduling activity. Finally, the presenter will address common pitfalls to avoid, as well as suggestions for accomplishing success.

Attendees will learn:

- **What** is S&OP?
- **Why** is S&OP vital to organizational success?
- **Where** does S&OP fit into the planning hierarchy?
- **Which** environments does S&OP apply to?
- **Who** is responsible for participating in the S&OP process?
- **How** can S&OP be effectively implemented?

After the event attendees will receive a solutions tutorial in MS Excel that presents practical examples of the following exercises:

- Forecasting techniques
- Optimization of the S&OP
- Bill of Resources to manage capacity
- Disaggregating the S&OP into master scheduling

MORE INFORMATION TO FOLLOW---KEEP THE DATE OPEN

Calendar of Events

March PDM -

Date Wednesday, March 12, 2008
Topic Theory of Constraints & Lean Manufacturing
Speaker Brad Voss, CPIM, Jonah
Place Rosedale Golf & Country Club
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Kevin Hauge (727) 776-3950 OR
RESERVATIONS@APICSGULF.ORG

April PDM

Date Wednesday, April 9, 2008
Topic Customer Relationship Management
Speaker Dan Marino
Place Rosedale Golf & Country Club
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Kevin Hauge (727) 776-3950 OR
RESERVATIONS@APICSGULF.ORG

May PDM

Date Wednesday, May 14, 2008
Topic Back to Basics: A Review of the Top-down Hierarchy
Speaker Michael Ford, CFPIM, CSCP, CQA, CRE, EI, QI
Place Rosedale Golf & Country Club
Time 5:30 pm Registration
Cost \$25 members/\$30 non-members
Contact Kevin Hauge (727) 776-3950 OR
RESERVATIONS@APICSGULF.ORG

June PDM

Date Wednesday, June 11, 2008
Topic Plant Tour
Host PGT Industries
Place PGT Industries, Nokomis, FL
Time TBD
Cost TBD
Contact Kevin Hauge (727) 776-3950 OR
RESERVATIONS@APICSGULF.ORG

Officer's Corner continued...

This simple advice from Bob Pretre saves time and effort, provides dignity and respect to those around us and helps to enrich the worklife and skills of ourselves and our fellow workers. It will help our companies' bottom lines.

UPDATING YOUR MEMBER RECORDS

Any member can go to <http://www.apics.org>, select member services. You will see a list of services you can use on-line. One of those services allows you to update your mail address (both home and work) and indicate your preferred address. One required field is e-mail address. To improve communication across the board let's get our records corrected!

EMPLOYMENT OPPORTUNITIES

Production Control Planner @<Local Area>

Good opportunity at division of major company. Candidate requirements: Experience in Production Control function for an Assembly operation. Bachelor's degree, good MRP background. APICS certification a plus. Please send your resume to Art Grindlinger, President, F-o-r-t-u-n-e Personnel Consultants of Sarasota, at art@fpcsarasota.com. Recruiting fee to be paid by hiring company. Art is also looking for people interested in relocating, for more information on the following positions please contact him. **Material Planning Manager** for major consumer goods company in Maryland, **Logistics Supervisor** for a major mechanical equipment manufacturer in Wisconsin, and a **Materials Manager** for a division of a Fortune 100 company which assembles electronic/electromechanical equipment in Pennsylvania

PURCHASING ASSISTANT – TEMPORARY @TROPICANA IN BRADENTON

Tropicana is looking for someone to assist the buyers in the Global Juice Concentrate Procurement department. The suitable candidate will assist the Buyers with purchasing-related duties, including but not limited to placing releases with suppliers via computer, phone and/or fax, expediting or de-expediting orders as needed, reviewing various action reports, resolving invoice discrepancies, and coordinating pick-ups with the Vendor and Logistics group.

Computer skills required are Outlook, for emails and calendar, Excel and Word. Oracle and SAP experience is helpful but not required – training will be provided if necessary. Experience with any MRP system is also helpful. General skills required are good verbal and written communication skills, ability to work quickly in a fast paced environment, ability to prioritize tasks and workload, and work well with others.

This position is temporary, and the appropriate candidate will be directed to Kelly Services. Starting ASAP. Week 1 will be mornings only, with a five-day work week. Week 2 can be full time (8am-5pm) depending on ability to master tasks assigned and work independently. There is no set length of time for this assignment. It is dependent upon the departmental workload, but it could be several months or more.

If you are interested in this position, please contact Pat Borland at Pat.Borland@tropicana.com, or 941-742-2322.

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.)

- | | |
|--|---|
| <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.)

- | | |
|---------------------------------------|----------------------------------|
| <input type="checkbox"/> a. Recommend | <input type="checkbox"/> d. Buy |
| <input type="checkbox"/> b. Specify | <input type="checkbox"/> e. None |
| <input type="checkbox"/> c. Authorize | |

f. Your Job Title/Function (Check one.)

- | |
|--|
| <input type="checkbox"/> a. Senior Management (CEO/VP/General Mgr./Plant Mgr.) |
| <input type="checkbox"/> b. Department/Divisional Management (Materials Mgr./Operations Mgr./Director) |
| <input type="checkbox"/> c. Functional Management (Systems Analyst/Scheduler/Planner) |
| <input type="checkbox"/> d. Other Resource Management Professional |

g. Number of Employees at Location (Check one.)

- | | |
|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> a. Under 100 | <input type="checkbox"/> d. 500-999 |
| <input type="checkbox"/> b. 100-249 | <input type="checkbox"/> e. 1,000+ |
| <input type="checkbox"/> c. 250-499 | |

h. Why Are You Joining APICS? (Check all that apply.)

- | | |
|--|---|
| <input type="checkbox"/> a. Networking | <input type="checkbox"/> b. Career enhancement/professional development |
| <input type="checkbox"/> c. Certification | <input type="checkbox"/> d. Recommended by _____ |
| <input type="checkbox"/> e. Discounts on educational offerings | <input type="checkbox"/> f. Keeping up with industry developments |
| <input type="checkbox"/> g. APICS publications/magazines | <input type="checkbox"/> h. Chapter activities |
| <input type="checkbox"/> i. Recommended by employer | <input type="checkbox"/> j. All of the above. |
| <input type="checkbox"/> z. Other _____ | |

i. Membership Involvement (Check all that apply.)

Please indicate the chapter activity in which you would like to participate.

- | | |
|--|--|
| <input type="checkbox"/> a. Education | <input type="checkbox"/> f. Seminars |
| <input type="checkbox"/> b. Publicity | <input type="checkbox"/> g. Treasurer |
| <input type="checkbox"/> c. Programs | <input type="checkbox"/> h. Secretary |
| <input type="checkbox"/> d. Membership | <input type="checkbox"/> i. Newsletter |
| <input type="checkbox"/> e. Employment | |

j. How many years have you been in the resource management field?

- | | | | |
|---|----------------------------------|------------------------------------|-----------------------------------|
| <input type="checkbox"/> 4 yrs. or less | <input type="checkbox"/> 5-8 yrs | <input type="checkbox"/> 9-14 yrs. | <input type="checkbox"/> 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.

Chapter Elections

It's that time of year again when our chapter develops its slate of officers for the upcoming 2008-2009 Board of Directors.

Participating on the BOD expands your networking possibilities and helps to enhance your leadership and facilitation skills by participating in the development of programs and educational offerings for our members, and interacting with APICS District representatives and other chapter volunteers throughout our District. It also provides points towards your CPIM certification maintenance requirements.

BOD position descriptions for all of our VP positions are available upon request. If you are interested in any of the positions, or know a current member of our chapter who might be interested, please send submit the name(s) by Friday, April 4th to Katrien Dolk-Etz, CPIM at elections@apicsgulf.org.

Please consider enhancing your membership by becoming an active BOD member in 2008-2009. If you would prefer to not be an elected officer and would still like to become active at the leadership level please consider a position as a Director. If you just a little time to offer, or more, we can match you with the right



NEW APICS MEMBER BENEFITS FOR 2008

APICS is pleased to announce new member benefits for 2008, including:

- Full access to the Aberdeen Research Archive of more than 5,000 documents focused on the global value chain (a \$995 value)
- Member pricing on American Management Association business and management training
- Member savings on registration to the APICS and IBF Sales and Operations Planning Conference.

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

VIVIAN SMITH (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

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APICS
Florida Gulf Coast

Volume 7, Issue 6 **www.apicsgulf.org** **March 2008**

March PDM
Theory of Constraints and Lean Manufacturing

| | | | |
|-----------|---|-------|--------------------------------------|
| LOCATION: | Rosedale Golf & Country Club Bradenton, FL | DATE: | March 12, 2008 |
| SPEAKER: | Brad Voss, CPIM, Jonah | TIME: | 5:30pm Registration 6:00pm Dinner |
| COST: | \$25 members / \$30 non-members | | 7:00pm Presentation |

Directions to the 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.