

Motivating Change
Top Management Night
Thursday, May 15 Professional Development Meeting
Guest Speaker: Pieter Droog, CPIM

Being involved in APICS indicates you have a clear understanding of the “best” business practices. Unfortunately many managers do not know how to influence the change to these practices to their superiors, their peers or their subordinates. This presentation will explain in its most rudimentary elements what is change, why do people resist change and basic tactics to overcome that resistance to change. When the evening is over, the attendee will have a clearer idea on how to motivate the work force to accept change, and eventually establish a culture where change is expected and demanded.

Pieter Droog, CPIM, is a native of The Netherlands. He calls Washington DC his home town. He received his degree in History and his commission as a Second Lieutenant in the US Army from Loyola College in Baltimore, Maryland. For 20 years he filled multiple positions in various locations as an aircraft maintenance office and test pilot, vehicle maintenance manager and logistician. Upon retirement, he was the Senior Operations Manager for Incredible Universe, the world’s largest electronic and appliance store with over 86,000 skus and \$72 million annual sales. Later he became the Logistics/Production Control Manager for International Game Technology, the world’s largest manufacturer of gaming machines in Reno, Nevada. His organization processed over \$400 million, building 103,000 machines in one year.

Currently Pieter is an instructor and speaker on several subjects including “Leadership vs. Management” and “Motivating Change.” He has spoken throughout the western US and is invited to speak at international conferences in South Africa and Australia in 2004. He has his MA in Business Management from Central Michigan University, is a certified business instructor for the University of Phoenix, is listed in the “Who’s Who” for business leaders and earned his CPIM in 2000.

CPIM designees will earn 1 point towards certification maintenance.

Dinner Choice

Carved Prime Rib
or
Chicken Francaise

Please make your selection at time of reservation

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Registration starts at 5:30pm at the Heritage Oaks Golf & Country Club in Sarasota. Dinner will be served at 6:00pm, with the presentation starting at approximately 6:45pm.

Reservations must be made by Tuesday, May 13 before 12 noon. Cost is \$30 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, May 14. Please note that no shows must be billed.

Please be sure to indicate your dinner selection of Carved Prime Rib or Chicken Francaise with your reservation.

Directions to Heritage Oaks Golf & Country Club can be found on Page 8.

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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 June issue of THE NAVIGATOR is due by Wednesday, May 28. Please address all correspondence to:

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Fax: (941) 484-7502
e-mail: kdolk-etz@pgtindustries.com

President's Corner

Wrapping Up the Year

Tina Jensen, CPIM
PGT Industries

We are quickly approaching the end of our fiscal year in June, but we still have plenty of activities in store for the next two months.

We are hosting Top Management Night on May 15th. This meeting is, in essence, an "Open House" for the chapter. We would like everyone to invite their managers and coworkers to attend so we can introduce them to APICS and our educational offerings. In addition, they will have an opportunity to learn how to motivate change in their companies from our guest speaker Pieter Droog. I had the privilege to hear him present this topic at last year's International Conference in Nashville, and he was a very dynamic and entertaining speaker. Don't miss out on this one!

Our final CPIM review class, Strategic Management of Resources, is starting on May 5th at PGT Industries. If you missed any classes over the past year, you will have another opportunity to take them next year. We will be offering the entire set of classes again starting next fall.

Voting members will receive their election ballots for the 2003-4 Board of Directors via mail in the next week. Make sure to return your ballots promptly. We will be announcing the new officers in June, and they will meet in July to establish the strategic plan for the upcoming year. If you are not running for an officer's position, we are always looking for others interested in helping the chapter. We have many Director positions so please contact any board member if you would like to volunteer.

Finally, in June, we are taking a break from our normal dinner meeting and guest speaker. Instead, we have decided to take a sunset cruise in Sarasota Bay to give you an opportunity to network and get to know your fellow chapter members on a more personal level. We encourage everyone to bring their spouse or a guest along to join in the fun. There will be drinks, hors d'oeuvres and music on the boat. Since this is our last meeting before the summer break, we wanted to celebrate our achievements and recognize everyone for their hard work over the past year. So lose the business attire and enjoy a night out with friends! ✨

Webinars

Have You Tried One Yet?

APICS launched a webinar program last year - have you taken advantage of this great educational opportunity? With a simple phone call and internet access, you can participate in an hour long presentation. Webinars cost \$99 per session, so the more people you fit in a conference room the more cost-effective the session becomes.

When you logon to the designated website you can see the presenter's slides, participate in polling questions and type in questions to ask the presenter. You use the telephone to listen to the speaker's presentation while following along with the slideshow.

APICS has scheduled two webinars this month:

A Blueprint for Competitive Supply Chains, presented by William Walker, CFPIM, CIRM, will be held on Wednesday, May 14 at 2 pm. Explore the concepts of business process orientation (BPO) and the positive impact it has on your organizational culture and business performance. Understand how BPO helps companies master process design and change as the competitive landscape shifts from competition between companies to competition between trading partner networks. Discover how to apply BPO to supply chain networks through a detailed case study of a sheet metal fabricator working toward optimizing its competitive advantage from the midstream of its supply chain network.

Military Logistics: Applying Planning and Execution to the Civilian World will be presented by Colonel Roy Peters, CFPIM, on Wednesday May 21 at 2pm. Examine the military logistics planning process and determine how to apply the military's formal process to the civilian world. Learn how the military creates a "war plan," develops a formal plan, and uses tactical logistics to support it. Discover how unexpected needs are effectively managed in the execution phase to prevent building a new plan from scratch.

If one of these webinars seems interesting to you, give it a try! It can be a very cost effective way to get training without having to leave your office. CPIM designees earn 1 point towards certification maintenance. *

CALENDAR OF EVENTS

MAY PDM - TOP MANAGEMENT NIGHT

DATE THURSDAY, MAY 15
TOPIC MOTIVATING CHANGE
SPEAKER PIETER DROOG, CPIM
PLACE HERITAGE OAKS GOLF & COUNTRY CLUB, SARASOTA
TIME 5:30PM REGISTRATION
COST \$30 FOR MEMBERS AND NON-MEMBERS
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

FLORIDA GULF COAST SCHOLAR DEADLINE

DATE MUST BE RECEIVED BY THURSDAY, MAY 15

ELECTION BALLOTS DUE

DATE POSTMARKED BY FRIDAY, MAY 16

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

Scholarship Deadline is May 15th!

It's not too late to submit your student paper on a topic related to resource management.

Florida Gulf Coast chapter will award \$500 to the winner!

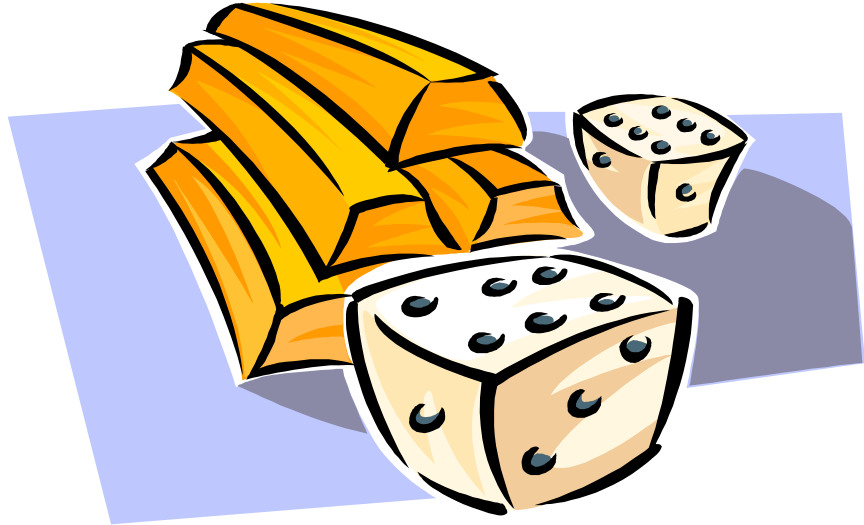
For full details and submission guidelines, visit www.apicsgulf.org and click on Scholarship.

2003 APICS International Conference & Expo

Register Early for Biggest Discounts

Are you thinking about attending this year's APICS conference in Las Vegas, Nevada? APICS is offering big discounts for members who register early. Register before May 31 and pay \$899 for an individual, which is a \$200 savings over the regular conference pricing.

The conference will be held October 6-9, Monday - Thursday, at the Las Vegas Convention Center. Visit www.apics.org and click on Conference & Expo for more information. *



Easier Than Ever to Join the APICS Online Community

Join an APICS electronic discussion list where colleagues and industry professionals share valuable information. Everyday challenges, solutions and best practices are shared and critical issues are discussed. APICS online forums give thousands of resource management professionals the ability to ask questions and receive valuable feedback quickly, by e-mail. Join today and listen to what your peers are discussing.

Electronic Discussion List Names

A list for every resource management issue!

- CIRM (Certified in Integrated Resource Management)
- CPIM (Certified in Production and Inventory Management)
- CMSIG (Constraints Management SIG)
- EPADSIG (Engineering Products, Aerospace, and Defense) formerly CI SIG
- LEANSIG (LEAN SIG) formerly RMG SIG
- PISIG (Process Industries SIG)
- REMANSIG (Remanufacturing SIG)
- SMSIG (Small Manufacturing SIG)
- SVSIG (Service SIG)
- TASIG (Textile and Apparel SIG)

How to Join

Simply visit www.apics.org/lists to learn about APICS lists and to join.



Do You Get It?

Don't miss out on the latest industry trends, be sure to join *APICS e-News: Your Solutions for Increasing Workplace Performance*. This semimonthly e-mail newsletter delivers quick-reading, but hard-hitting articles on resource management issues. It will also keep you informed of the latest products and services offered by APICS.

APICS THE INTERNATIONAL SOCIETY FOR RESOURCE MANAGEMENT

Gain insight from the APICS online community.

Priority Code: IDFB1A

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.

Job Opportunities

Materials Manager

Growing Southwest Florida manufacturer seeking experienced, energetic Materials Manager responsible for purchasing, production and inventory planning, scheduling, warehouse and traffic.

The successful candidate will be accustomed to a fast paced environment and be able to determine the most cost efficient vendors, negotiate purchase agreements and be able to perform analysis of current and potential suppliers. Must have a proven track record of developing strategic alliances with suppliers to maintain competitive pricing, flexibility, lead times and high standards of quality.

APICS certification preferred and in depth knowledge of MRP a must. Excellent benefits package and salary commensurate with experience.

This position is NOT being listed by a recruiter. Please send your resume to MMPosition@apicsgulf.org for immediate consideration. For confidentiality, the company is accepted resumes only via this email address.

Master Scheduler/Planner

Tampa Bay area. Must have experience scheduling, additional manufacturing related experience is helpful as well. Will be scheduling finished goods across 4 business units. AMAPS experience is helpful but not required. MBA preferred, must be promotable, able to work with all levels and gain cooperation. Salary is \$60-65k.

For more information, please contact the recruiter Cindy Hicks, President of Hicks & Associates, at 941-379-9279 or cindyjhicks@yahoo.com. All fees are paid by the company.

Material Planner

PGT Industries in Nokomis is seeking a Material Planner. The successful candidate must have previous manufacturing experience in Materials Management. Prior planning experience is preferred. Must be proficient in the use of MS Excel, Word and general computer functions. Strong analytical skills required. AS/400 experience preferred. CPIM certification is preferred, must be willing to pursue certification if not already CPIM. Experience developing queries and programming is desired.

For more information about the position visit www.apicsgulf.org. For consideration please send your resume to recruiting@pgtindustries.com or fax to (941) 486-0809. Please indicate that you are applying for the Material Planner position.

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](mailto: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 8 www.apicsgulf.org May 2003

Motivating Change

LOCATION: Heritage Oaks Golf & Country Club
INSTRUCTOR: Pieter Droog, CPIM
COST: \$30 members / \$30 non-members /
\$30 students

DATE: May 15, 2003
TIME: 5:30pm Registration
6:00pm Dinner
6:45pm Presentation

Directions to the Seminar:

From Bradenton:

Take I-75 south to Exit 207 Bee Ridge Road. Head east on Bee Ridge for approximately 3 miles, and turn right onto Heritage Oaks Blvd. Follow the signs for the country club.

From Naples:

Take I-75 north to Exit 207 Bee Ridge Road. Turn right onto Bee Ridge at the end of the off-ramp. Go straight approximately 3 miles, and turn right onto Heritage Oaks Blvd. Follow the signs for the country club.