

TOP MANAGEMENT NIGHT

TOTAL SUPPLY CHAIN MANAGEMENT

Presented by **David W. Buker, CFPIM**

The Holiday Inn Lakewood Ranch

The Osprey Room

Thursday, May 19th - 6:30 PM

There has been a lot of discussion about Supply Chain Management in the business world in recent years. However, the concept has not been totally understood and implemented in most companies. There are actually three different levels, or elements, or individual "Supply Chains", within a Total Supply Chain Management Process. Many companies have focused on just one of these levels or elements and may not have gotten the full results and benefits from their Supply Chain Process.

This session will explain the 3 Levels, 3 Chains, and 3 Links that should be part of any Total Supply Chain. It will define each of these different elements or Chains. It will show you how the implementation of each of these chains is different, and how they all work together. It will show you how to improve your cycle time and service, and how to reduce your inventory and costs, all at the same time, and really get significant benefits from a Total Supply Chain Management approach in your company.

CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 5:30 PM at the Holiday Inn in Lakewood Ranch.

Reservations must be made by Monday, May 16th. Cost is \$25 for members and non-members. To reserve your spot, contact Jeff Cordes at reservations@apicsgulf.org or (941) 486-0100 x2912. Cancellations must be received by Monday, May 16th. Please note that no shows must be billed.

Directions to Holiday Inn at Lakewood Ranch can be found on Page 8.

About the Presenter: David Buker is a corporate executive, consultant, and accomplished speaker. He is President of The Buker Group located in Orlando, Florida. He provides strategic consulting, turnaround consulting, mentor consulting, and entrepreneurial consulting to emerging growth companies. He has spent more than 45 years

in business management and consulting for major corporations all over the world. David also develops and presents management seminars and training programs that have a strong track record of inspiring managers and improving results and performance. For many years, he has been an accomplished speaker and keynoter for conferences and conventions world-wide.

Mr. Buker has a Bachelor's Degree in Economics with Honors from Wheaton College, and an MBA in Finance from the University of Chicago's Executive Program. He was the developer of the Materials Management Certification Program and is a Certified Practitioner in Inventory Management at the Fellow Level. He has contributed numerous articles to top business publications on Inventory Management, Performance Measurement, Handshake Management, and other topics.

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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 25th. Please address all correspondence to:

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PO Box 338, Bradenton, FL 34206
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Fax: (941) 742-3386
virginia.behr@tropicana.com

Officer's Corner

By Katrien Dolk-Etz, CPIM

This month is THE month to attend our monthly meeting because it's our Top Management Night, which is like an Open House for our chapter. If you've never attended one of our monthly meetings, or maybe it's just been a while because you've been busy with other things, mark May 19th on your calendar and don't miss out!

* **Our speaker**, David Buker, CFPIM, has an extremely impressive list of accomplishments and is well regarded as an expert in our field.

* **The topic**, "Total Supply Chain Management", is one from which we can all benefit.

* **Member recognitions!** CPIM's & Years of Membership award pins will be given away.

* **The food!** Our scrumptious buffet dinner at the Holiday Inn at Lakewood Ranch in Sarasota will include Carved Beef Prime Rib, Bourbon Street Salmon and Chicken Marsala.

Not only is it worth your while to make time for this evening event, but we also suggest that you invite your "Top Management" as well. Let them see first hand how you're making time to increase your own knowledge base and thus help improve the bottom line at your company. It's not too late for us to send a personalized invitation – just send me an email at kdolk-etz@usa.net.

Chapter Board of Director elections are also taking place this month. All current members (professional, corporate voting and retired) as of April 30th will receive election ballots. Even though each of the positions is uncontested, we still need your vote! We need a fixed percentage of the ballots returned to us, properly completed, for the election to be valid. So please do your part as in prior years to return those ballots by the deadline. Thank you!

Finally I hope you'll also mark your calendars for our Annual Sunset Cruise on Sarasota Bay, scheduled for June 16th. This is always a fun, relaxing night, where we can sit back and enjoy the beautiful weather and gorgeous views we're so lucky to have here in Florida.

Top Management Night Holiday Inn Lakewood Ranch Dinner Menu

- * Caesar Salad tossed with our lime-cilantro dressing
- * Tossed Garden Greens with condiments and assorted dressings
- * Crudite of fresh vegetables
- * Seafood pasta salad
- * Carving Station: Applewood smoked prime rib of beef, au jus and horseradish sauce
- * Entrees: Bourbon street salmon with whiskey butter sauce
- * Chicken marsala
- * Roasted garlic red potatoes
- * Green bean almandine
- * Vegetable medley
- * Warm dinner rolls and butter
- * Chef's choice of desserts

Supply Chain Manager

[Sypris Test & Measurement, Inc.](#)

JOB CODE: M-02-05 SCM Orlando

Location: Orlando, Florida

We are seeking an experienced individual who will have direct responsibility for establishing and managing key business processes across the operation's supply chain network of organizations, including Planning, Logistics, and Materials Management. This position will focus on the development and management of effective supply chain processes. Specific responsibilities include developing and implementing operating systems to drive functional excellence throughout the supply chain system, establishing and managing effective Logistics practices and Materials Management/Inventory processes, and managing Order Fulfillment processes to fully integrate manufacturing, logistics and marketing plans.

Requirements:

The successful candidate will have:

- U.S. Citizen or U.S. Permanent Resident status required.
- BS/BA in business or technical discipline.
- APICS certification.
- Strong understanding of MRP II.
- A minimum of 5 years of operations planning and strategic sourcing experience in a manufacturing environment, International a plus.
- Verifiable track record of success in driving continuous improvement and meeting cost reduction initiatives.
- Strong analytical and strategic thinking skills.
- Proven contract negotiation skills.
- Six Sigma or Lean certification a plus.

Apply at APICS Career Center

Calendar of Events

Top Management Night

Date Thursday, May 19, 2005
Topic Total Supply Chain Management
Speaker: David Buker, CFPIM
Place Holiday Inn - Lakewood Ranch
Time 5:30pm Registration
Cost \$25 members and non-members
Contact Jeff Cordes, (941) 486-0100 x 2912
or eMail Reservations@apicsgulf.org

Sunset Cruise in Sarasota Bay

Date Thursday, June 16, 2005
Topic Sunset Cruise
Place Sarasota Bay
Boarding 6:30 PM
Cruise 7:00 PM - 9:00 PM
Cost \$15 per person
Contact Jeff Cordes, (941) 486-0100 x 2912
or eMail Reservations@apicsgulf.org

APICS INTERNATIONAL CONFERENCE AND EXPOSITION

Date October 16-18, 2005
Place New Orleans, LA
Cost \$999 for members
Contact APICS Customer Service
1-800-444-APICS (2742) or
1-703-354-8851
Monday-Friday, 8:30 AM - 6:30 PM ET

APICS Florida Gulf Coast salutes its two new CPIMs:

Virginia Behr, CPIM
Randie Gardener, CPIM

**We also welcome our newest
APICS Chapter member:**

Randie Gardener, CPIM

APICS CERTIFICATIONS

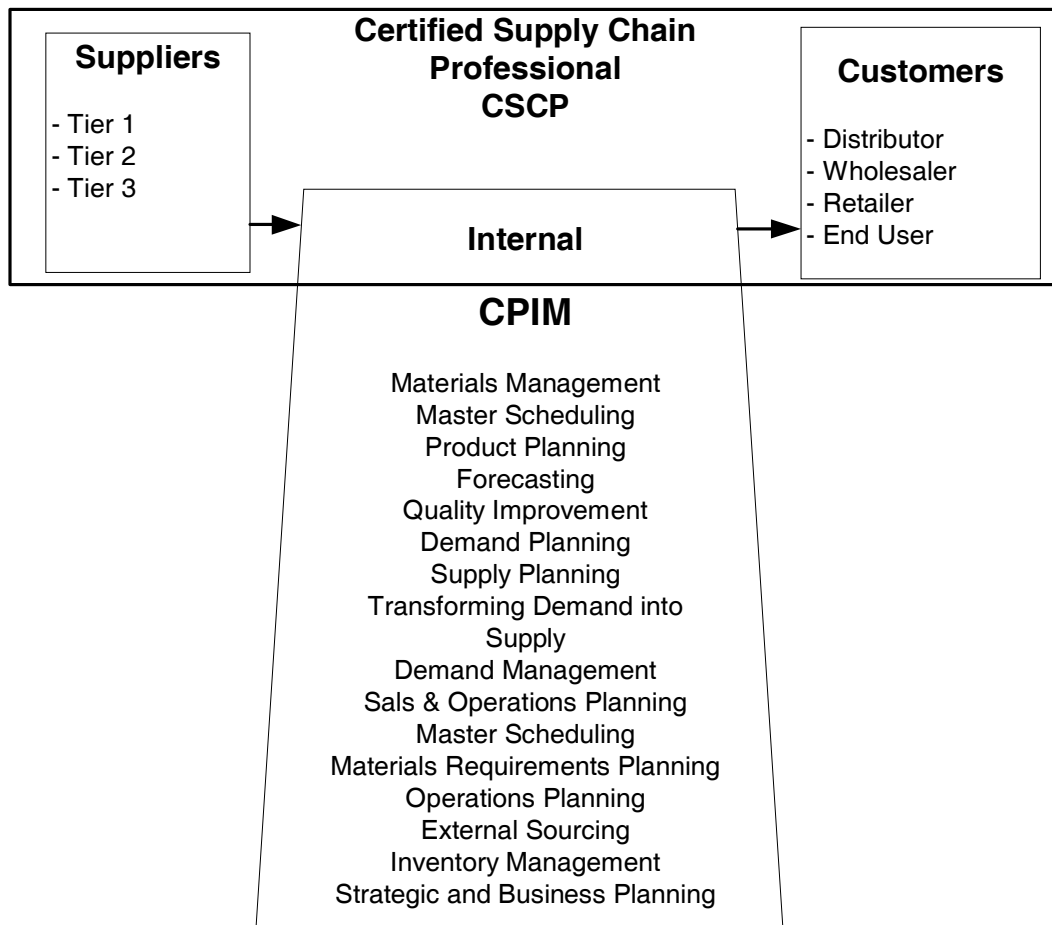
Professional Advancement through Education

On March 8, 2005, APICS announced the expansion of its certification programs with the development of the new industry certification—APICS Certified Supply Chain Professional (CSCP) designation. With the addition of the CSCP designation, APICS enhances its validation of the disciplines within operations management, specifically production, inventory, and supply chain management, and the integration of operations within the enterprise.

The APICS Certified in Production and Inventory Management (CPIM) certification provides a common platform for individuals to evaluate their knowledge of production and inventory management. CPIM focuses primarily on manufacturing and provides an in-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation. Building on the depth of the CPIM knowledge, the CSCP certification will take a broader view, extending the CPIM knowledge outside a company’s internal operations to encompass all the steps throughout the supply chain—from suppliers through the company to the end consumer—and how to effectively manage the integration of these activities to maximize a company’s value chain.

Candidates in both the CPIM and CIRM programs should definitely continue to pursue their APICS certifications. The three certifications (CPIM, CIRM, and CSCP) are completely separate and distinct programs that concentrate on specific disciplines in the field of operations management.

CSCP/CPIM Educational Relationship



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.

SUMMER INTERNSHIP @ TROPICANA PRODUCTS

Tropicana is looking for an enthusiastic Junior, Senior or Graduate student to work with our contract manufacturing group. The preferred educational background is Engineering, Business, Materials/Logistics Management or Operations.

Some of the responsibilities would include, but are not limited to the following:

- Weekly raw materials inventory reconciliation support for at least 3 facilities
- Process & Quality metrics update
- Weekly Production report update
- Weekly customer service report update
- Assist with developing Hurricane Business Plan Documentation
- Co Packer material loss tracking
- Business Process documentation updating and flow-charting (Visio and Word skills)
- Financial audit follow-up

Please submit your resume to the following e-mail address:
SPA – Tropicana HR@Tropicana.com

BUSINESS SYSTEMS ANALYST – Supply Chain:

Do you have the skills, training and desire to dramatically improve business processes, back office information flow, supply chain efficiency and E-business, and implement lean manufacturing principles? A growing entrepreneurial multi-national NYSE manufacturer of packaging materials is seeking a Business Systems Analyst. Reporting to the Business Process Improvement Manager, the Business Analyst will have a broad and exciting charter to assist diverse internal organizations to improve operations and lower costs. Scope includes supply chain, e-business, customer/vendor internet optimization, workflow, documentation control, data mining and business intelligence.

The candidate must be degreed, with a minimum of five years business process experience with multi-plant, multi-division organizations. Documented success with business process improvement in the areas of supply chain, workflow, document flow, and manufacturing, coupled with the ability to manage multiple projects simultaneously, is also required. Exceptional knowledge of systems is highly desirable. Additionally, candidate must be high energy, with excellent communication skills and a can-do attitude. This position will have 30-35% travel.

The client company offers an exciting, stimulating, growth-focused environment with competitive compensation, advancement opportunities and great benefits package. The position is located in a highly desirable Southeastern resort location. Relocation assistance is offered.

If you meet all these requirements, please send your resume in confidence to charlie@benevagrroup.com.

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

EATON AEROSPACE

JOYCE SPENCER (941) 751-7157

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

FOX ELECTRONICS

JOE DENISON (941) 693-0099

HONEYWELL

MELISSA LITTLE (941) 360-6100

PGT INDUSTRIES

GENE SOLTIS (941) 486-0100

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?

APICS
Florida Gulf Coast

THE NAVIGATOR

Volume 4, Issue 8 **www.apicsgulf.org** **May 2005**

TOTAL SUPPLY CHAIN MANAGEMENT

LOCATION:	Holiday Inn Lakewood Ranch	DATE:	May 19, 2005
SPEAKER:	David W. Buker, CFPIM	TIME:	5:30pm Registration 6:30pm Dinner
COST:	\$25 members / non-members		7:30pm Presentation & Awards

Directions to the May Top Management Night:

From Bradenton:

Take I-75 south to University Parkway Exit. Turn left (east). Turn right on Lake Osprey Drive (Chevron gas station). Continue until you get to Holiday Inn on the left.

From Naples:

Take I-75 north to University Parkway Exit. Turn right (east). Turn right on Lake Osprey Drive (Chevron gas station). Continue until you get to Holiday Inn on the left.