

TOP MANAGEMENT NIGHT

Process-Based Leadership: Creating and Sustaining High Performance

Presented by Shane Yount

Rosedale Golf & Country Club in Bradenton

Wednesday, May 10th 6:00 PM

This presentation will examine four key elements necessary to create and sustain focus, urgency, and accountability in an organization. These four non-negotiable elements are:

1. a defined, routine and auditable communication strategy
2. a defined, documented and auditable business focus
3. a defined, documented and auditable accountability process
4. a defined, documented and auditable behavioral effectiveness process.

This presentation will show how these proven techniques drive and sustain continuous improvement in communication, productivity, customer service and bottom-line results.

Shane Yount is a senior partner/owner with Competitive Solutions, Inc. Shane is a highly respected performance improvement consultant in the areas of strategic business solutions, work team implementation, and employee and leadership development. He brings extensive experience in the food processing industry, having joined Perdue Farms, Inc. the nations third largest poultry grower, and processor.

Shane blends both a comical and a no-nonsense approach to his presentation style. He believes that organizations today have lost sight of their key business drivers and that most leaders are thoroughly confused as to what it means to be a leader in today's business climate. Shane stresses that organizations today must create and sustain a culture with three non-negotiable attributes. Those attributes include: a sense of urgency, a clear and concise business focus and leadership driven, shared accountability. Only with these three elements in place will business success be achieved. Popular on the lecture and leadership development circuit, Shane energizes his audience through the power of real life situations and innovative business solutions that all leaders and employees can immediately implement. His experience, in potentially the toughest workplace in America, enables all who

INSIDE THIS ISSUE

- 2 Contacts
- 2 Officer's Corner
- 3 Workshop
- 3 Calendar of Events
- 4 Awards
- 5/6 Membership Application
- 7 Company Coordinators
- 7 Job Opening
- 8 Directions to May PDM

encounter his approach to see the benefits and payoffs of implementing non-negotiable business processes. He stresses that true organizational effectiveness comes only through leadership driven habit, discipline and structure. His expertise is backed by a Bachelor of Arts degree from Elon College in North Carolina. Shane is the author of numerous training programs and implementation modules currently being taught in corporations throughout the country.

To register for the meeting, send an email to reservations@apicsgulf.org or call Tina Jensen, CPIM, at (941) 746-2101. Deadline is Friday, May 5th. Cancellations must be made by 12 noon on Tuesday, May 9th. No shows will be billed.

Contacts

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

EXECUTIVE VP: Open

VP ADMIN & FINANCE: Virginia Behr, CPIM
virginia.behr@tropicana.com

VP EDUCATION: Paul O'Brien, CPIM
po'brien@pgtindustries.com

VP MARKETING & PUBLICITY:
Jim Bedell, CPIM
bedell68@alumni.princeton.edu

VP MEMBERSHIP: Lee Stephens
lstephens@asocorp.com

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

PAST PRESIDENT: Tina Jensen, CPIM
tjensenapics@yahoo.com

DIRECTOR MARKETING: Irene Carey
irene.carey@honeywell.com

DIRECTOR PROGRAMS: Frank Crehore, CPIM
fcrehore@pgtindustries.com

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 June issue of THE NAVIGATOR is due by May 26th. Please address all correspondence to:

Irene Carey
Honeywell CMSS
8323 Lindbergh Court
Sarasota, FL 34243
941-360-6141

Officer's Corner

Paul O'Brien, CPIM
VP of Education

Only two months left on this year's APICS Calendar. Where does the time go? However, the end of our year is always filled with lots of activity. Elections for our new Board of Directors are underway, Top Management night, Fundamentals and certification classes are in full swing, a seminar and our annual season finally in June cap off our year.

APICS has also been quite busy as an organization, remaining on the leading edge in the field of Operations Management. APICS has always shouldered the responsibility of developing and disseminating educational curriculums to Operations, Production, Inventory and Supply Chain Professionals.

Remaining true to that tradition, APICS recently launched its latest certification program, CSCP (Certified Supply Chain Professional). The Certified Supply Chain Professional (CSCP) program is a new industry educational and certification program created to meet the rapidly changing needs of the supply chain management field.

To earn the CSCP designation, candidates must pass one comprehensive four-hour exam. The CSCP exam will be administered in paper-and-pencil format on the following dates:

- June 17, 2006
- December 2, 2006.

There are only a few designated sites throughout the country and as luck would have it, Tampa is one of the sites chosen for the June exam. It is the board's hope that many of our chapter members will be able to take advantage of this fortuitous opportunity. The following website has comprehensive details on the program, benefits, targeted professionals, body of knowledge, eligibility requirements and much more.

<http://www.apics.org/Certification/CSCP/>

Please be sure to review all the details and familiarize yourself with the program.

Competition demands that we remain keen to our professions' latest processes and techniques. Many companies are yielding huge competitive advantages using state of the art systems and techniques. Lean Manufacturing, Theory of Constraints, engineering and vendor collaboration techniques to name a few.

The latest philosophy in ERP (Enterprise Requirement Planning) systems is "**best of breed**" application solutions. Top companies are not accepting out of the box solutions. One size fits all is no longer the status quo. It is not uncommon for companies to have a unique blend of separate financial, customer service, order management, inventory management and engineering applications. These unique application solutions are tailored to their customers' requirements. The ERP providers have been forced into adopting this philosophy and now leave their applications open to homogenization.

Leaders will have to be capable of dissecting the organization's long term plans in order to choose the appropriate human resources, systems and techniques. Making those decisions

Continued on **Page3**

Full Day Workshop
May 10, 2006
Rosedale Country Club
Utilizing MRP in a LEAN
Environment
Michael D. Ford, CFPIM, CQA, CRE

MRP is often referred to as “The Great Enabler” because it allows for large lot sizes, poor yields, and long lead times by planning for those allowances. While it is true that an MRP software system does not encourage LEAN concepts, the reality is that we can effectively implement LEAN initiatives in such a way as to create a successful marriage of the two techniques. In this fashion, MRP retains its role as a planning tool while LEAN provides for the execution.

This highly interactive workshop will engage participants in the discussion and exercises on topics such as lot sizing and yield calculations, capacity considerations, flattening BOM's, backflushing, ECO's, master scheduling interaction and data validation for make and buy parts.

This program is appropriate for environments using MRP systems and aspiring to implement LEAN initiatives. It is for system users, administrators and anyone who provides data input to the system OR uses the data output: planning, purchasing, stockroom, shipping/receiving, engineering, cost accounting, production, etc. This will be especially helpful to top management representatives who are responsible for project management, system implementation and training programs.

To register, please contact Tina Jensen, CPIM, at workshop@apicsgulf.org or (941) 746-2101.

Officer's Corner

continued from Page 2

will require strong leadership and competent decision makers from various functional areas across the organization.

The chapter is working on developing a preparatory class for the CSCP exam in conjunction with Jerry Kilty, CFPIM, CIRM. As soon as all the details are worked out and the dates set, we will make a formal announcement. In the meantime, if you're interested in pursuing the self-study option, for which the CSCP materials are intended, call any BOD member or send an email to education@apicsgulf.org and we'll be able to get you a discount on the study materials.

The chapter has had a very successful year. We have a large number of individuals attending both the fundamentals coursework and the certification classes. It is exciting to be a part of helping the next generation of professionals. Thank you to all the people who worked hard to make this year a huge success. Your efforts, no matter how big or small, truly make a difference.

Calendar of Events

TOP MANAGEMENT NIGHT

DATE Wednesday, May 10, 2006
TOPIC Process Based Leadership: Creating and Sustaining High Performance.
SPEAKER Shane Yount
PLACE Rosedale Country Club
TIME 5:30pm Registration
COST \$35 Members \$35 Non Members
CONTACT Tina Jensen at reservations@apicsgulf.org
OR (941) 746-2101

Full Day Workshop: Utilizing MRP in a Lean Environment

DATE Wednesday, May 10, 2006
FACILITATOR Michael D. Ford, CFPIM, CQA, CRE
COST Members: \$199/person // \$175/person for groups of 3+
Non-members: \$299/person // \$275/person for groups of 3+
Non-member pricing includes a full year of APICS membership, a \$145 value
LOCATION Rosedale Country Club
TIME 8:30 AM - 5:00 PM
Breakfast & Lunch Included
REGISTER Tina Jensen at workshop@apicsgulf.org
or (941) 746-2101

“Supply Chain Offshoring” Sunset Cruise

DATE Thursday, June 15, 2006
PLACE LaBarge Tropical Cruises
TIME 6:30pm Boarding
COST \$20 members and non-members
CONTACT Tina Jensen at reservations@apicsgulf.org
or (941) 746-2101

Service & Certification Awards

Every year we recognize our members who have reached membership anniversaries with APICS or earned certification. Read on to see if your name is on the list! All those who attend the May 10th Top Management Night dinner will be recognized and awarded an APICS pin commemorating their achievement.

CPIM Certification: Mike Kirelawich, CPIM - Tropicana Products

25 Years: Phil Guercio, CPIM, CIRM - EAM Solutions

20 Years: Tina Jensen, CPIM

15 Years: Stephen Potter - Tropicana Products

10 Years: Catherine Unger, CPIM - Tropicana Products

5 Years: Susan Hamel - Tropicana Products

Kevin Hauge, CPIM - Precisionaire

Russel Hyde - ASO Corporation

Karen Stevens, CPIM - Tropicana Products

Mark Wolfram - Technology Performance Group

New Members:

Jason Adams - Sun Hydraulics

Greg Brinkman - ASO Corporation

Karla Brennan - Boar's Head Provisions

Lionel Cruz - ASO Corporation

Steve Engelman - Engelman Consulting & Training

Miki Kirelawich, CPIM - Tropicana Products

Ron Krnacik

Lyn Haycock - Sun Hydraulics

Neil Maartens - Wellcraft Marine

Charlie Miller, Jr. - Fantech

Jill Pignoni - Pall Corporation

William Ragsdale - Bealls

Paul Reeves - Sun Hydraulics

Duane Speikers - Parker Hannifin

Tim Twitty - Sun Hydraulics



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.

Job Opening

Buyer/Planner II - Arthrex Inc (Naples)

Arthrex, Inc., located in Naples, has an opening for a Buyer/Planner II.

Essential Duties & Responsibilities:

1. Reviews MRP outputs daily to ensure all required actions are taken - expedites, de-expedites, cancels, creates, etc.
2. Maintains and reviews Forecast vs. Actual for products to ensure the highest level of accuracy is attained.
3. Manages workflow at each subcontractor to ensure delivery as required. Adjusts delivery schedules to support forecasts or customer orders.
4. Ensures item costing is fair and reasonable. Works with each vendor to reduce costs while still maintaining quality and deliveries.
5. Manages weekly conference call with key vendors to resolve current schedule and issues.
6. Communicates ECN changes to each vendor and reviews disposition of existing and in-process products.
7. Maintains and reviews inventory levels based upon forecast, safety stock, and/or strategic product importance. Identifies those products that are excess or slow moving.

Education & Experience:

Advanced education in business or materials management, four year degree in related field required beyond high school.

Knowledge and Skill Requirements:

Detailed knowledge of a Materials Management organization in a Medical Device environment.

Specialized Courses and/or Training:

2-5 years experience in a Medical Device Material's Management organization as a Planner, Buyer or Master Scheduler.

Arthrex pays 100% for employee medical and dental insurance, and participates in dependent coverage. Catered lunches 4 days/week, fitness cards for the local gym, and a competitive 401k plan are also offered to all employees.

To apply, email your cover letter, resume and references to HR@arthrex.com. Word or PDF documents only.

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

CINDA WHALEY (941) 955-0994

EATON AEROSPACE

JOYCE SPENCER CPIM (941) 751-7157

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

Honeywell

IRENE CAREY (941) 360-0141

PGT INDUSTRIES

GENE SOLTIS CPIM (941) 486-0100

SUN HYDRAULICS

WENDE HUEHN-BROWN CPIM 362-1304

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 [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.



**The Association for
Operations Managen**

Florida Gulf Coast Chapter

c/o Irene Carey
Honeywell CMSS
8323 Lindbergh Court
Sarasota, FL 34243

Looking for direction?

THE NAVIGATOR

APICS
Florida Gulf Coast

Volume 5, Issue 8 **www.apicsgulf.org** **May 2006**

**Process-Based Leadership:
Creating and Sustaining High Performance**

LOCATION Rosedale Golf & Country Club
 Bradenton, FL

SPEAKER Shane Yount

COST \$35 members / non-members

DATE May 10, 2006

TIME 5:30pm Registration
 6:15pm Dinner
 7:15pm Awards
 7:30pm Presentation

Directions to the May Top Management Night:

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 entrance to Rosedale). Follow signs to the 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 entrance to Rosedale). Follow signs to the clubhouse.