

Looking for direction?



THE NAVIGATOR

Volume 7, Issue 8

www.apicsgulf.org

May 2008

May PDM

BACK TO BASICS:

A Review of the Top Down Hierarchy

PRESENTED BY MICHAEL D. FORD, CFPIM, CSCP, CQA, CRE, QI, EI

ROSEDALE GOLF & COUNTRY CLUB IN BRADENTON

WEDNESDAY, MAY 14 - 6:00 PM



Michael D. Ford, CFPIM, CSCP, CQA, CRE, QI, EI will present a basic review from Vision/Mission through all levels of planning to MRP.

Our daily tasks often involve last minute expediting, fighting fires, resolving quality issues, dealing with personnel and just trying to get to the end of a day. This presentation serves to remind us that we have a higher-level mission to fulfill and the tie-in between strategic plans and operational tasks. When we utilize an effective game plan that is structured to support our mission, execution at lower levels is more easily facilitated.

Highlights will include discussion of core competencies, functional roles, demand management, "The Six Boxes" that represent MRPII priority and capacity plans, and closing the loop. In addition to serving as a refresher for operations management, this presentation will be of great benefit to the many functions possibly unfamiliar with the TOTAL scope of planning: top management, purchasing, marketing & sales, engineering, human resources, information systems, distribution, etc.

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.

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Reservations must be made by Monday, May 12 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, May 13th. Please note that no shows will be billed. Please note Rosedale's dress code is "No jeans or men's shirts without collars, please."

About the Presenter: Michael D. Ford, CFPIM, CSCP, CQA, CRE, EI, QI, is Principal of TQM Works Consulting, based in upstate NY. He provides innovative solutions based on 22 years of experience in retail, distribution, manufacturing, and consulting.

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Contacts

PRESIDENT: Jim Bedell, CPIM
president@apicsgulf.org

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

VP ADMIN & FINANCE: Tina Jensen, CPIM
tjensenapics@yahoo.com

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

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

VP MEMBERSHIP: Cinda Whaley
membership@apicsgulf.org

VP PROGRAMS: Kevin Hauge, CPIM
kevdia@verizon.net

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

WEB MASTER: Katrien Dolk-Etz, CPIM
webmaster@apicsgulf.org

WEBSITE: <http://www.apicsgulf.org>

THE NAVIGATOR is published monthly by the Florida Gulf Coast Chapter of APICS -- The Association for Operations Management. THE NAVIGATOR is sent each month to members of the APICS Florida Gulf Coast Chapter. Annual subscription is included in the APICS membership dues.

All material submitted for the June issue of THE NAVIGATOR is due by Friday, May 23rd. Please address all correspondence to:

Irene Carey
112 65th St. Ct. NW
Bradenton, FL 34209
irene Carey95@yahoo.com

Officer's Corner

Cinda Whaley
VP Membership

What's in you wallet?

Not to coin the phrase but do you have your APICS membership card in your wallet? I hope you do. You don't want to miss out on the current membership benefits and the new exciting benefits added for members in 2008

New APICS Member Benefits for 2008

- 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 (Could be up to \$500.00 savings)
- Member savings on registration to the APICS and IBF Sales and Operations Planning Conference.

Continuing Benefits:

- **Enhance you skills with APICS education**, including the APICS International Conference and Expo, APICS Webinars, workshops, and chapter programs
- **Validate your knowledge through APICS certifications**, a commitment to the profession that leads to a sense of accomplishment, demonstrates value to employers, enhances earning potential, and provides a path to career advancement.
- **Gain a competitive advantage through industry resources**, such as award-winning APICS magazine, the APICS Dictionary, and APICS Extra.
- **Learn from Industry experts through the APICS International community**, drawing upon the experience of members in your local network and via the online APICS Learning Communities.

Did you know?

A recent search on top online job sites resulted in more than 300 jobs with employers such as Lockheed Martin, BAE Systems, Northrop Grumman, and Harley-Davidson seeking candidates that hold APICS designations.

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May 2008 Workshop

Full Day

TOPIC: Sales & Operations Planning: Developing a Process That Works

DATE Wednesday, May 14th

SPEAKER Michael D. Ford, CFPIM, CSCP, CQA, CRE, EI, QI

LOCATION Rosedale Country Club, Bradenton [MapQuest](#)

TIME 8:00am Registration & Continental Breakfast
8:30am Workshop begins Lunch is included

COST: \$199 members / \$249 non-members \$20/person discount for groups of 3 or more when registering together

REGISTRATION: Send email to reservations@apicsgulf.org Deadline is on Monday, May 12th.

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

Calendar of Events

May Seminar

Date Wednesday, May 14, 2008

Topic Sales & Operations Planning

Speaker Michael Ford, CFPIM, CSCP, CQA, CRE, EI, QI

Place Rosedale Golf & Country Club

Time 8:00 am Registration

Cost \$199 members/\$249 non-members
\$20 discount each for 3 or more

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

July PDM

SUMMER HAITUS

August PDM

SUMMER HAITUS

September PDM

To be announced

Officer's Corner continued...

Most of all as a member you can enjoy your associations with others in operations management, "It's a great opportunity to bounce ideas off each other, to share common experiences, and to understand how our different perspective on similar challenges often will produce different results," a fellow member says. APICS provides a great foundation for continuing in operations management.

Now, what's in your wallet?

P.S. Are you a full-time academician? Are you unemployed, retired, or starting active military service? If so, learn how to extend your APICS membership for free or at a discount through special membership programs available to select individuals or members in transition. Visit the Membership section of www.apcis.org for additional information.

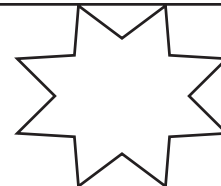
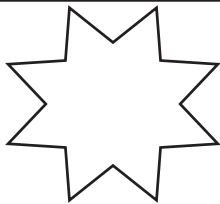
Michael D. Ford, CFPIM, CSCP, CQA, CRE, QI, EI continued ...

His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He has presented at over 140 industry events to local, regional and international audiences across North America.

Ford is a strong advocate of "lifelong learning for lifetime success". He is a graduate of SUNY-Buffalo, earning a B.S. in Industrial Engineering. He has earned the APICS' Certified Supply Chain Professional and Certified Fellow in Production & Inventory Management as well as the ASQ's Certified Reliability Engineer and Certified Quality Auditor.

Ford is the author of the following works: APICS "Distribution Inventory Management" workshop; Accenture's "MFG 862: Scheduling Production, Projects and Operations" online course; APICS "Beyond the Basics of MRP" Webinar; many newsletter articles; a variety of white papers for conferences he has presented at; and several "Lessons Learned" features in the APICS magazine. Ford combines his technical expertise with personal skills to develop a unique "outside the box" approach to life's challenges. He offers training that is "edu-taining"!

Contact information: michaelford@earthlink.net or 607.624.4853 (cell)..



***BASICS OF SUPPLY
CHAIN MANAGEMENT***

Please note change in start time for this course from the original published date in last month's Navigator.

The Basics of Supply Chain Management CPIM Review Course. This is the first module normally taken by those pursuing CPIM certification. Classes will be held at Columbus McKinnon, 1920 Whitfield Ave. in Sarasota on May 19, May 29, June 2, June 9, June 16, June 23, and June 30 from 3:30-6:30pm. Cost is \$525 per student for members (\$575 for non-members), which includes the workbook

For questions or to register, please contact our instructor: Jerry Kilty, CFPIM, CIRM, CSCP at 727 725-7674 or gmsjerry@ij.net.

Individual Membership Application

Priority Code: 00APP

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

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.

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 _____

APICS USE ONLY
(DO NOT WRITE IN THIS SPACE)

BATCH #

CHECK AMOUNT \$

CHECK #

DUES AMOUNT \$

Please complete the demographics page (other side) and submit it with this application.

2. Society Dues (\$150.00 Plus Chapter Dues) As of April 1, 2008

Society Dues* \$150.00

Place me in the Florida Gulf Coast chapter.

Chapter Dues \$ 50.00

Annual dues must include both Society and chapter dues.

(a) **Total Membership Dues** \$200.00

* 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

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

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.

Call to Action

Everyone can use a helping hand now and again. The Board of Directors are asking for your help in providing some aid to All Faiths Food Bank.

The current events revolving around recent layoffs of many of our friends, acquaintance and co-workers has prompted this call to action. You can help by bringing gift certificates or gift cards from your local grocery store, or bringing non-perishable food items to our May PDM. Your contributions will be gratefully received.

We thank you in advance for your participation.

APICS and SAP have teamed together to offer webinars based on the results of the Supply Chain Planning and Warehouse Management benchmarking surveys. Provided at no charge to APICS members, webinars offer insights into the Best Practices of successful organizations.

APICS also has launched [two new benchmarking surveys](#) on Order-to-Cash and New Product Development and Introduction. Participation in this ongoing series of benchmarking surveys provides you with an extraordinary opportunity to review your organizations strengths and weaknesses in these crucial areas, uncover today's best practices and identify areas for improvement.

Warehouse Management: Best Practices in Warehouse Management

Date: May 16, 2008

Time: 1:00 p.m., Central Time

In this edition of the series of benchmarking studies in supply chain management offered by APICS and SAP the focus is on Warehouse Management. Join us as we identify your company's rank among peers and explore the myriad opportunities available to improve performance. This webinar will provide an overview of the results of the warehouse management study. The course leaders will illustrate key warehouse management metrics such as inventory turns, cycle times and warehousing costs. They will discuss best practices for inbound and outbound processes, and review how companies can have greater business successes by embracing more advanced practices, such as integrated cross docking and yard management processes and automated returns merchandise authorization. They will also show you how your company can participate in the study and get your own company-specific benchmarking results.

APICS members can [register free](#) for this insightful look at this critical business function.

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 INTERNATIONAL

TARA BERKY (941) 360-6153

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.



Florida Gulf Coast Chapter

c/o Irene Carey
112 65th Street Court NW
Bradenton, FL 34209

Looking for direction?

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APICS
Florida Gulf Coast

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May PDM
BACK TO BASICS

LOCATION: Rosedale Golf & Country Club
Bradenton, FL

DATE: May 14, 2008

SPEAKER: Michael D. Ford, CFPIM, CSCP, CQA, CRE, QI, EI

TIME: 5:30pm Registration

COST: \$25 members / \$30 non-members / \$10 students

6:00pm Dinner

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.