

Leadership Skills for the 21st Century

February 21 Top Management Night

Guest Speaker: **Claire Bloom, CIRM, M.S.E.L., M.S.S.I.**

The world is changing, faster than ever, and rapid changes are making the challenge of leadership more difficult than ever. Today's leaders must prepare for and respond to change more rapidly, maintain focus in the face of chaos and uncertainty, and inspire others to do the same. Everyone knows that we must ALL be leaders in order to achieve our mission, and as leaders we must also help others to achieve their mission as well. What is leadership, and how do we become the incredible leaders required to be successful in this environment?

Claire Bloom, CIRM, is an associate with Educational Partners International, a private, not-for-profit educational organization specializing in curriculum design and training for business and community education.

Her professional background includes more than fifteen years of curriculum design and teaching experience in Total Quality Management, Strategic Planning, Change Management, Team Building, Leadership and Management. She has taught and worked in a variety of environments, including the United States Navy, from which she retired in the summer of 1998 after having served for more than two years as the first female Executive Officer of USS CONSTITUTION, the oldest commissioned warship afloat in the world.

She has a Master of Science in Educational Leadership, a Master of Science in Strategic Intelligence, is certified in Integrated Resource Management, is an APICS Qualified Instructor for CIRM, and is an MBTI (Myers Briggs Type Indicator) Certified Practitioner, qualified to administer and interpret the Myers-Brigg Type Indicator. She is an active volunteer and is currently serving as the Director of Membership for Region 1 in APICS and is also the Executive Secretary of WAVES National.

Dinner Selections:

Balsamic Snapper

Fresh Red Snapper Filet lightly seasoned then pan sauteed. Served on a bed of braised baby greens, topped with caramelized onions and finished with a tangy, sweet balsamic glaze. Accompanied by parsley buttered new potatoes and glazed carrots.

Prime Rib Au Jus

Traditional Prime Rib served with buttered broccoli, cauliflower and baked potato with butter, sour cream and chives.

Both selections will be served with a fresh garden salad and dessert.

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Registration starts at 5:30pm at the Lakewood Ranch Holiday Inn in Sarasota. Dinner will be served at 6:30pm, and the presentation will start at 7:30pm.

Reservations must be made by Tuesday, February 19 before 12 noon. Cost is \$35/person. To reserve your spot, contact Dan Johnson at djohnson@taylormarine.com or (941) 782-3306, or visit www.apicsgulf.org. Please specify your dinner selection at the time of reservation. Cancellations must be received by 12 noon on Wednesday, February 20. Please note that no shows will be billed.

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

Contacts

PRESIDENT: Brad Voss, CPIM, Jonah
bvoss@pgtindustries.com

EXECUTIVE VP: Tina Jensen, CPIM
tina_jensen@bausch.com

VP ADMIN & FINANCE: Georgia Guercio, CPIM
gguerciofl@aol.com

VP EDUCATION: Jim Brooksher, CPIM
jim.brooksher@tropicana.com

VP MARKETING & PUBLICITY: Katrien Dolk-Etz
kdolk-etz@pgtindustries.com

VP MEMBERSHIP: Gene Soltis, CPIM
gsoltis@pgtindustries.com

VP PROGRAMS: Dan Johnson
djohnson@taylormarine.com

VP WORKFORCE EDUCATION PARTNERSHIPS:
Phil Guercio, CPIM, CIRM
phil.guercio@tropicana.com

DIRECTOR PROGRAMS: Phil Safka, CPIM
psafka@pgtindustries.com

WEB MASTER: Fred Morgan
frederick.morgan@tropicana.com

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

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 March issue of THE NAVIGATOR is due by Wednesday, February 27. Advertising space is available with discounts for multiple issues and members. Please address all correspondence to:

Katrien Dolk-Etz -- PGT Industries
PO Box 1529, Nokomis, FL 34274
Voice: (941) 486-0100 x2922
Fax: (941) 484-7502
e-mail: kdolk-etz@pgtindustries.com

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President's Corner

State of The Chapter

Brad Voss, CPIM, Jonah
PGT Industries



Last night I watched the State of the Union address and how it was delivered with eloquence. To see the membership of the Congress stand up together and cheer our leader gives just one more reason to be proud and to feel privileged to live in America. I will now attempt to deliver to you the State of Our Chapter, minus the eloquence.

On the outside looking in our chapter has never been in better shape. Our membership, although it is not growing, it is also not shrinking. We fluctuate by a few members up and down but we certainly are bucking the national trend that has been a trend of shrinking membership. One of our strategic goals this year was to grow by 20%, which would mean an additional 18 new members. The year is half over and I am not sure we will make the numbers. We can come up with plenty of reasons why this is and you don't have to read too much into the newspaper to read about more layoffs. However, if we could just get one new member from each company represented in the chapter we can make our goal. Better yet if we could get each member to invite someone they know in a company other than their own we might end up with an additional 36 new members.

Our finances have never been in better shape. One of our strategic goals is to develop a procedures and policies manual. Candy Guercio, CPIM has done a wonderful job working with a CPA to complete the manual that will be used to help keep the chapter finances in order. Our bank balance is strong and growing. We now have the cash to sustain normal operations and support another strategic goal of providing scholarship money for students enrolled in resource management curriculum. The details of the scholarship will be available later this spring.

As the "Educational Society for Resource Management" we need to have a strong education program to live up to the expectations of what APICS now stands for. Our chapter has one of the strongest educational offerings of any chapter in Florida. Our partnership with Jerry Kilty, CFPIM, CIRM of QMS provides us with scheduled, professional delivery in three days spread over three weeks. The results have been very positive: at PGT three students have successfully passed the APICS exam using QMS as the provider. The chapter also benefits financially from the arrangement without having to do very much work. The Fundamentals of Materials and Operations Management series of classes are offered in partnership with Manatee Community College. The classes are listed in their catalog and the course work will articulate into continuing education units that could be applied toward the AA or BS degree that you have been pursuing. The chapter is

(Continued on Page 6)

Workshop

The Manufacturing Simulation Game

The Manufacturing Simulation Game is a powerful instructional tool for teaching the fundamentals of manufacturing planning and control and the principles of Just-In-Time operations. The Game enables participants to discover practical ways to:

- Increase Customer Service
- Reduce Inventory Investment
- Eliminate Waste
- Enhance Product Quality
- Increase Process Reliability, and
- Build Effective Teamwork

Learning Objectives

- Develop a schedule to run a manufacturing operation
- Resolve conflicting objectives
- Identify and remove bottlenecks
- Work together to solve business problems
- Implement JIT concepts
- Convert a business from push to pull manufacturing
- Enhance operational flexibility
- Simultaneously achieve higher customer service with lower inventories

People learn and retain more knowledge when they use a practical discovery learning method. Questions and challenges are presented to small teams of participants who discuss the issues, make decisions and observe the impact of their decisions as the game unfolds. In this way the participants learn to build teamwork as they appreciate the powerful impact of implementing Just-In-Time and Total Quality Management concepts.

The Manufacturing Simulation Game teaches the basic concepts of Manufacturing Planning and Control and JIT as participants are led through three weeks in the life of the Lightning Bolt Company as it evolves from a make-to-stock environment driven by schedules, to a make-to-order operations driven by Kanban.

The participants assume the roles of key individuals working in the company, trying to balance the need for high customer service with the need to maintain low inventories. Teams of seven participants compete to see who can achieve the highest customer service and lowest inventory position.

The Manufacturing Simulation Game is suitable for people from all different functional areas of the company. No previous manufacturing knowledge is necessary and it is particularly useful when people from different areas of company operations are playing together. Additionally the workshop provides valuable assistance to any team building effort, as teams must work together to find solutions in a competitive environment.

The Manufacturing Simulation Game will be facilitated by Claire Bloom, CIRM and Keith Launchbury, CFPI, CIRM on Friday, February 22 at the Lakewood Ranch Holiday Inn in Sarasota. Cost is \$195 per person. Register by contacting Dan Johnson at djohnson@taylormarine.com or (941) 782-3306. *

CALENDAR OF EVENTS

FEBRUARY PDM - TOP MANAGEMENT NIGHT

DATE THURSDAY, FEB. 21
SPEAKER CLAIRE BLOOM, CIRM
TOPIC THE SEVEN SECRETS OF SUCCESS
PLACE LAKEWOOD RANCH HOLIDAY INN (175/UNIVERSITY)
CONTACT DAN JOHNSON (941) 782-3306

MANUFACTURING SIMULATION GAME WORKSHOP

DATE FRIDAY, FEB. 22
SPEAKER CLAIRE BLOOM, CIRM & KEITH LAUNCHBURY, CFPI, CIRM
PLACE LAKEWOOD RANCH HOLIDAY INN (175/UNIVERSITY)
TIME 8:30AM TO 4PM
CONTACT DAN JOHNSON (941) 782-3306

MARCH PDM

DATE THURSDAY, MAR. 21
SPEAKER FRED TOLBERT, CPIM
TOPIC 10 STUPID THINGS COMPANIES DO TO MESS UP THEIR INVENTORY
PLACE TBD

EXECUTION & CONTROL OF OPERATIONS CPIM REVIEW COURSE

DATE APR. 1, 8 & 15
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8AM TO 5PM
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

FUNDAMENTALS OF INVENTORY CONTROL

DATE APR. 9 - JUN. 18
PLACE MCC, VENICE CAMPUS
TIME 6PM TO 9PM
CONTACT JILL LEAH, (941) 408-1413

FUNDAMENTALS OF MANUFACTURING CONTROL

DATE APR. 11 - JUN. 20
PLACE MCC, BRADENTON CAMPUS
TIME 6PM TO 9PM
CONTACT JILL LEAH, (941) 408-1413

APRIL PDM

DATE THURSDAY, APR. 18
SPEAKER TBD
TOPIC TBD
PLACE TBD

STRATEGIC MANAGEMENT OF RESOURCES CPIM REVIEW COURSE

DATE JUN. 3, 10 & 17
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8AM TO 5PM
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

Continue your APICS experience—don't let it slip away.



Renew your APICS membership and invite a colleague to join APICS at the same time.

By now you are familiar with the many benefits of being an APICS member which include

- local networking opportunities with peers and leaders in the industry
- discounts on certification programs
- chapter events
- publications
- workshops, meetings, and much more.

Share these opportunities with your friends and colleagues—why not invite them to join you as an APICS member? APICS members are considered among the most successful and competent professionals in

the field because their career ambitions are APICS' top priority.

Reacquaint yourself with APICS member benefits and introduce your friends to the leading educational society for resource management!

To renew your APICS membership or to order a membership information package (stock #82034) for a colleague, contact APICS Customer Service at (800) 444-2742 or (703) 354-8851, Monday–Friday, 8:30 a.m.–6:30 p.m. EDT.

APICS society dues + chapter dues = your success!

APICS.

APICS. Lifelong Learning for Lifetime Success™.

Priority Code: ID218

New Member Intro

Meet George Pastujov!

My name is George Pastujov and I just recently joined the local chapter of APICS. Unfortunately I was not able to attend the last meeting, so I thought I would write a short article to introduce myself to the members of local chapter.

I'm originally from Russia and for the past 10 years I have been traveling around the United States and then the world on behalf of Feld Entertainment Inc, producer of Ringling Bros. and Barnum & Bailey Circus and Holiday on Ice, coordinating all the logistics concerning more than 400 performers from more than 20 different countries. And though I claimed to be a resident of Manatee County for the past 5 years I knew Sarasota better than my own neighborhood. As I was charged with more logistical responsibilities at Feld Entertainment, including operations, transportation, warehousing, import/export, purchasing, inventory control and compliance, I was increasingly fascinated with such concepts as Just-in-Time, Supply Chain and Logistics Management, Scheduling and Planning.

Now that the time has come for me to settle down and transition from one industry to another, I would love to further my education and conceptualize what I have been doing for years. I'm fluent in four languages, hold a Masters Degree and I am a member of the American Society of Transportation and Logistics (ASTL). I'm currently working on my CPIM certification, planning to take my first test in March and be certified by the end of the year.

So far I have resisted the temptation to relocate and am trying to put my roots down in this area where my wife Janis teaches dance at Flex Dance Studios in both Sarasota and Bradenton. In my free time I love to play sports with my two little boys and hope when they go to school I will get to coach their hockey and soccer teams.

I look forward to meeting the members of the local chapter during the February meeting. See you there. ✨

Suncoast Workforce 2020

Learn How to Recruit, Reward, Train and Retain the Best Employees

Attend any one of the remaining 7 Suncoast Workforce 2020 Academies of Learning and discover how to become an employer of choice. Your investment of \$30 and a few short hours of your time will yield a career-full of information and tools you can use to get -- and keep -- the best personnel today's changing job market.

Perfect for human resources personnel, managers, supervisors, small business owners, and anyone else who needs to find, hire, train and retain the best employees.

For more information or to get registration information, contact Laura Nagypal at (941) 748-4842 x134 or email LauraN@ManateeEDC.com. ✨



Save Tomorrow's Challenges Today

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.

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

NAME AS IT APPEARS ON CARD SIGNATURE

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 \$

APICS

Job Opportunities



Master Scheduler

As ASO Corporation's Master Scheduler, you will be responsible for establishing, reviewing and maintaining the master production schedule to ensure that inventory levels and customer service goals are upheld and proper capacity and material planning occurs. You will act as liaison between production, engineering, purchasing and sales, issuing daily build schedules to production and producing periodic reports concerning weekly and monthly production rates. Chosen candidate will be responsible for the direction of employees engaged in production planning and scheduling, Reviews and revises production plans and schedules, as required by design changes, manufacturing problems or priority consideration.

Your 5-7 years progressive experience in a production planning / master scheduling role (preferably for a manufacturer of consumer products) using MRP II and other related purchasing systems, databases and spreadsheets, as well as holding a bachelors degree BA/BS in business is a must for this position. APICS certification preferred. Must be a self-starter, possess excellent organization and communication skills, have the aptitude to analyze production reports and plant capacity data in order to calculate production requirements and maintain ideal inventory levels. Bilingual English / Spanish a plus.

Forecast Analyst

As ASO Corporation's Forecast Analyst, you will be accountable for the creation and maintenance of in-store product forecasts through the manipulation of statistical models and other factors such as: historical sales, seasonal profiles and trending, promotions, new item introductions, and item changes. Using past product demand history you will formulate simulation models or mathematical forecast demands to improve accuracy by way of DRP computer methods. Reporting to the Director of Logistics and Information Technology, this position is highly visible, interfacing with all levels of management and departments. This position directly effects the planning, execution and optimization of logistics support activities for the company.

Your 3-5 years experience with statistical forecasting systems, production planning systems, databases, spreadsheets, as well as holding a bachelors degree BA/BS in business with an emphasis in statistics, or other related field is a must for this position. Must be a self-starter, possess excellent organization and communication skills, have the aptitude to analyze POS data, production reports and plant capacity data in order to calculate demand requirement planning to maintain ideal in-store inventory levels. APICS certification CPIM preferred.

We offer an exciting work environment, competitive salaries, and a generous benefits package. If you meet the above requirements and are ready to join a company that is experiencing phenomenal growth, we encourage you to send in you resume along with your salary requirements today. Resumes without salary requirements will not be considered for this position.

Send resume to Human Resources, Aso Corporation, 300 Sarasota Ctr. Blvd., Sarasota, FL 34240, Fax (941) 378-2387, or email: careers@asocorp.com.

Visit us on the web at www.asocorp.com.

President's Corner

Continued from Page 2

offering a one day seminar titled "The Manufacturing Simulation Game" on February 22, see Page 3 for more details. The education program is outstanding and it provides results. The only issue seems to be the lack of students, especially for CPIM review classes.

The once a month dinner program or Professional Development Meetings (PDM) have been well attended and the speakers have been from well outside our general area. The price was also lowered to attract more members. The quality of the program and dinner should be attracting more attendance than what we currently have been getting. Again we need to do better in getting the word out that the chapter is alive and doing great.

Like I said, looking in from the outside the chapter is doing well. My view from the inside is that it should be doing much better. The programs are outstanding yet the support comes mostly from three companies. If any of the three companies choose not to support the chapter as they have to this point we could be in trouble. If you look at the Board of Directors and where they work you will find that two companies are strongly represented, Tropicana and PGT. Our intent and preference is to have a BOD made up from many different companies but when the participation is not there we have to recruit from our own organizations. The yearly elections are approaching in another couple of months and it is time for new blood to run the organization.

Overall the chapter is in great shape. We are strong financially and in education. We have a great network of contacts for job placement and professional advice on how to improve your company's performance. The chapter can provide leadership opportunities that will lead to professional and personal growth. Why would someone in resource management not want to take advantage of joining and being active in APICS? *

Volunteer Spotlight

Jeff Cordes, CPIM, PGT Industries

Gene Soltis, CPIM
PGT Industries

The Company Coordinator Program is important to our Florida Gulf Coast chapter because the Company Coordinators tell their colleagues about upcoming professional development meetings and other activities that the chapter develops.

Each month I will be profiling one of our chapter's Company Coordinators. It always helps us all to get to know each other better.

This month's Company Coordinator is Jeff Cordes, CPIM of PGT Industries in Nokomis. Jeff is originally from Michigan and moved to Bradenton in September of 1998. Jeff previously worked 21 years for General Motors, most recently in Lansing, Michigan. He held various positions in material planning, production scheduling and was a materials handling supervisor. He graduated from Ferris State College.

Jeff is a Material Planner for PGT Industries, which manufactures windows, doors and room enclosures. PGT employs approximately 1,110 people and had sales of about \$120 million in 2001. Jeff plans the material needs for several major product lines at PGT and coordinates activities for the materials planners group. He joined APICS for personal growth and self-development. Jeff completed his CPIM last fall after several years of hard work. He is married and has a teen-aged daughter and son. He likes to read and snow ski, but finds that difficult here in Florida.

The Board of Directors would like to thank Jeff for the help he is giving us as a Company Coordinator. We would also like to thank PGT Industries for their support of continuing education for their employees and maintaining a corporate membership in the Florida Gulf Coast Chapter. *



Company Coordinators

- ASO CORPORATION
Lee Stephens (941) 379-0300
- BDOS
Nancy Bognar (941) 351-9883
- FLORIDA GULF COAST UNIVERSITY
ELIAS KIRCHE (941) 590-7325
- FOX ELECTRONICS
Joe Denison (941) 693-0099
- MANATEE COMMUNITY COLLEGE
Janet Diseroad (941) 752-5206
- PGT INDUSTRIES
Jeff Cordes, CPIM
(941) 486-0100
- TROPICANA
Phil Guercio, CPIM, CIRM
(941) 742-2770

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, 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

1209 24th Ave. West
Palmetto, FL 34221



ADDRESS CORRECTION REQUESTED

Looking for direction?

APICS
Florida Gulf Coast

THE NAVIGATOR

Volume 1, Issue 6 **February 2002**

Leadership Skills for the 21st Century

SPEAKER:	Claire Bloom, CIRM	DATE:	Thursday, February 21, 2001
LOCATION:	Lakewood Ranch Holiday Inn, Bradenton	TIME:	5:30pm Registration
COST:	\$35 members / \$35 non-members		6:30pm Dinner
			7:30pm Presentation

Refer to Page 1 for further details.

Directions to the Meeting:

From North & South:

Take I-75 to Exit 40, University Parkway. Head East, then turn right onto Lake Osprey Drive.

From Sarasota/Bradenton Airport:

Turn East onto University Parkway. Drive approximately 7 miles, turning right onto Lake Osprey Drive (just east of I-75).