

10 Stupid Things Companies Do to Mess Up Their Inventory

March 21 Professional Development Meeting

Guest Speaker: Fred Tolbert, CPIM

Dr. Laura has made a fortune from her radio talk show by telling people how stupid they are. Veteran listeners can usually predict Dr. Laura's responses to the new day's batch of personal dilemmas, because the problems all have a few common themes.

Likewise, inventory problems all have a few common themes. In this month's Professional Development Meeting topic, "Ten Stupid Things Companies Do to Mess Up Their Inventory," Fred Tolbert will discuss ten problem areas that cause companies to mess up their inventory. There are few, if any, new inventory problems, just different ways of getting into them. Also, there are few new solutions to age-old inventory problems that companies encounter. Technology advances have given us fancier systems, but the recommended, proven cures to everyday inventory problems haven't changed much in years.

If you think that your company is guilty of one or more of the **Ten Stupid Things Companies Do to Mess Up Their Inventory**, don't miss this month's PDM. Now, go take on the day!

Fred Tolbert, CPIM, has over 22 years experience in software sales, consulting and industry positions. He is a Principal of Southeast Demand Solutions, LLC, the Southeastern reseller of the Demand Solutions suite of a sales forecasting and demand planning software.

Fred's business experience includes systems consulting experience as a Principal with The North Highland Company, an Atlanta-based management consulting firm. His industry experience includes serving as Director of Operations with Sun Data, an Atlanta-based distributor, and Systems Development Manager and Inventory Planning Manager positions with Contel Corporation. He began his business career with Andersen Consulting.

Fred has BBA and MBA degrees from the University of Georgia. He is active in APICS and CLM. He served two terms as President of the Atlanta APICS Chapter.

INSIDE THIS ISSUE

- 2 Contacts
- 2 President's Corner
- 3 Chapter Elections
- 3 Calendar of Events
- 4 APICS Dictionary Online
- 5/6 Membership Application
- 7 Volunteer Spotlight
- 7 Company Coordinators
- 8 Directions to PDM

Registration starts at 5:30pm at the Rosedale Golf and Country Club in Bradenton. Dinner will be served at 6:30pm, and the presentation will start at 7:30pm.

Reservations must be made by Tuesday, March 19 before 12 noon. Cost is \$15 for members and \$25 for non-members. To reserve your spot, contact Dan Johnson at djohnson@taylormarine.com or (941) 782-3306, or visit www.apicsgulf.org. Cancellations must be received by 12 noon on Wednesday, March 20. Please note that no shows will be billed.

Directions to the Rosedale Golf & Country Club 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 April issue of THE NAVIGATOR is due by Wednesday, March 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

The Navigator, Copyright 2002

President's Corner

Reality Check

Brad Voss, CPIM, Jonah
PGT Industries



OK Sarasota, so you were not ready for a workshop sponsored by the APICS chapter. Unfortunately the workshop had to be cancelled due to lack of interest. We worked the phones hard and I tried my best to twist some arms of contacts that I have in the local manufacturing arena. As it turned out, Claire Bloom, CIRM, the presenter at our Top Management Night, gave an excellent presentation on "Leadership Skills for the 21st Century." Claire did a wonderful job on the topic and I would like to see her come back to our area to present again - maybe at that time we can generate more interest.

I believe that future workshop topics will be generic but solid self-development topics that have wide appeal to not only manufacturing resource managers but also to the service world that is so large in our area. A one day seminar about the Manufacturing Simulation Game sounded pretty appealing to me; my paradigm however is manufacturing and it is where I have lived the last 20 some years of my life. Our chapter must face the reality of our local customer base: we are not a manufacturing hot bed and if we don't start changing our customer base to include the service industry and small manufacturers we will fall short of the full potential of this professional society. Resource management covers a lot of ground, yet because we are APICS, we first think of manufacturing companies as our customer base. We need to change our thought process and start providing programs that can help the service sector of Sarasota.

Another reality is understanding all of the other things we all would rather be doing instead of coming to an APICS meeting. Our meetings this year have probably been the most well-organized and documented, and the meetings have been stacked with well-prepared speakers who make their living helping businesses run better. Our attendance has remained fairly steady with an average of 25 people, which is almost 25% of the chapter's membership. Not bad attendance by most standards, yet I walk away disappointed because I know we are not reaching everyone that can benefit from the program. One of our chapter's initiatives in the next year will be to try to partner with SAMA and ISM (formally NAPM) to combine our efforts so we can all benefit from some really great programs. More on this later.

And now with a tear in my eye (not really) I realize that elections are coming and I will no longer be your President after June. If you are at all interested in working with some great professionals in the field of resource management this is the place to be. We are accepting nominations for any position on the Board of Directors and self-nomination works as well. Call any of the members of the board listed on this page and express your interest in getting more involved. Professional development comes with continuous learning and APICS provides the means for learning leadership skills, presentation skills and other personal development skills necessary to advance in today's job market. Call me if you want more information on how involvement in APICS can help your career. ✱

Chapter Elections

Ballots Going in the Mail Soon

Phil Guercio, CPIM, CIRM

Tropicana

Election Time is Here!

Please check your mail box for the APICS Florida Gulf Coast election package. It will be mailed to members the week of March 25, 2002. In it you will find a candidate list, candidate biographies, and a pre-stamped and pre-addressed envelope in which to return your ballot. The process is easy and convenient and is your opportunity to show your support for the Board of Directors. If you feel there is a more qualified candidate than any listed, you may write in a candidate. Any candidates must be an active APICS member and a member of the Florida Gulf Coast Chapter.

If you are interested in being an elected board member please contact Phil Guercio at 941-742-2770 by March 14, 2002. *

Earn College Credit

Get Credit for Passing CPIM & CIRM Exams

Pass an APICS certification exam and receive college credit! The American Council on Education now recommends college credit for CPIM and CIRM examinations passed.

Take advantage of this opportunity to obtain the highly sought after CPIM and CIRM designations and simultaneously gain college credit. Use credit recommendations to:

- Waive a required or prerequisite undergraduate or graduate college course
- Qualify for job advancement
- Increase salary level
- Meet educational requirements for professional licensure or certification
- Qualify for veterans' or insurance benefits
- Obtain entry into new areas of employment

Find out how you can earn college credit to advance your career and find listings of participating colleges and universities by visiting www.apics.org/Certification/college.asp or call APICS Customer Service and request Stock #83004 and Stock #09025.

Don't forget, students and members receive significant discounts on APICS educational resources. *

CALENDAR OF EVENTS

MARCH PDM

DATE THURSDAY, MAR. 21
SPEAKER FRED TOLBERT, CPIM
TOPIC 10 STUPID THINGS COMPANIES DO TO MESS UP THEIR INVENTORY
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON
TIME 5:30PM REGISTRATION, 6:30PM DINNER
CONTACT DAN JOHNSON, (941) 782-3306

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 TOM DAVENPORT
TOPIC TBD
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON
CONTACT DAN JOHNSON, (941) 782-3306

MAY PDM

DATE THURSDAY, MAY 16
SPEAKER DAVE VOLLRATH
TOPIC TBD
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON
CONTACT DAN JOHNSON, (941) 782-3306

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

JUNE PDM

DATE THURSDAY, JUNE 20
TOPIC NEW BOD INTRODUCTION
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON
CONTACT DAN JOHNSON, (941) 782-3306

Increase Your Net Worth!

You Can Do It, If You Have the Right Tools

Face it. The current economic climate, recent events, the recession, and the tech collapse have all created mass confusion and eroded investor confidence in the financial arena. Making money in the market has never been more difficult and confusing. Is now the time to buy? Should I just wait it out? How can I keep my net worth growing? Investors Business Daily can help you answer those questions, whether you're a novice or experienced investor.

APICS and this premiere investor publication wants to offer you a FREE two-week subscription, plus unlimited use of IBD Power Tools on investors.com. After the trial period, there is no further obligation from you.

This offer expires soon! Sign up today by going to IBD's Web Site at www.ibdpromo.com/apics to receive this FREE, no obligation special offer!

APICS Dictionary Online

Searchable, Too!

APICS is pleased to announce the arrival of the Online APICS Dictionary-10th edition. The APICS Dictionary is the best compendium of resource management terms available.

The Dictionary can be found in the APICS Members Only section (members.apics.org/MembersOnly/Login.asp) under the **Publications** tab. This is the 1st online searchable version of the dictionary. Members will be able to search the 3,000+ terms by:

Term
Keyword
Letter
Type of Change*

*Type of Change refers to terms that were added to the 10th edition, or were changed from previous editions.

Members who wish to receive a free hard copy of the Dictionary will still be able to do so by a request through customer support. Non-members may purchase the hard copy version (stock# 01102) of the dictionary through the APICS online bookstore or by calling APICS Customer Support at (800) 444-2742. *

Do You Qualify for Six Free Months of Membership?



If the turbulent economy has caused you to become unemployed, you can obtain a complimentary six-month extension of your membership while you search for a new job.

Continue your membership by taking advantage of this special offer enabling you to network with resource management professionals to help land your next job. There are a variety of ways to network within the APICS community including

- participating in electronic discussion lists
- attending educational events at discounted rates
- local-level professional development meetings and career placement services
- volunteering for leadership roles in your local chapter.

Remember, the APICS Career Center is a great resource, www.apics.org, and only members can post their résumés and receive job alerts!

Call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8551 and request stock #01080 to extend your membership free for six months.

Priority Code: IDFB1B

APICS.
www.apics.org

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. 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
- b. Service
- c. Consulting
- d. Academic
- e. Government

b. Industry Type of Your Division (Check all that apply.)

- a. Automotive
- b. Aviation/Aerospace
- c. Communications
- d. Defense
- e. Distribution
- f. Education
- g. Electrical
- h. Electronics
- i. Health Care/ Med. Devices
- j. Food/Beverages
- k. Furniture
- l. Glass
- m. Graphic Arts
- n. Mining
- o. Transportation
- p. Retail
- q. Maintenance/Repair/ & Operations
- r. Metal Fabrication
- s. Pharm/Chemicals
- t. Plastics/Rubber
- u. Textile/Apparel
- v. Lumber/Paper
- x. Software/Hardware
- y. Utilities
- 1. Biotechnology
- 2. Machinery
- z. Other _____

c. Industry Classification of Your Division (Check all that apply.)

- a. Job Shop
- b. Process
- c. Remanufacturing
- d. Assembly
- e. Repetitive
- f. Discrete
- g. Nonmanufacturing

d. Key Area of Responsibility (Check all that apply.)

- a. Distribution
- b. Inventory Control
- c. Operations
- d. Materials Mgmt.
- e. Engineering
- f. Sales/Marketing
- g. Finance/Accounting
- h. Professional Services
- i. Shipping/Receiving
- j. Production Control
- k. Purchasing
- z. Other _____
- l. Quality/Service
- m. Human Resources
- n. Mgmt. Info. Systems
- o. Research & Development
- p. Training/Education
- q. Supply Chain
- r. Self-Employed
- s. Planning/Scheduling
- t. Forecasting
- u. Logistics

e. Your role in Product Acquisition(Check all that apply.)

- a. Recommend
- b. Specify
- c. Authorize
- d. Buy
- e. None

f. Your Job Title/Function (Check one.)

- a. Senior Management (CEO/VP/General Mgr./Plant Mgr.)
- b. Departmental/Division 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
- b. 100-249
- c. 250-499
- d. 500-999
- e. 1,000+

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
- b. Publicity
- c. Programs
- d. Membership
- e. Employment
- f. Seminars
- g. Treasurer
- h. Secretary
- i. Newsletter

i. 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, 8:30 a.m. - 6:30 p.m. EST Monday through Friday.

Volunteer Spotlight

Elias "Lee" T. Kirche, Florida Gulf Coast University

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 profile 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 Lee Kirche of Florida Gulf Coast University. FGCU is a new university in the Ft. Myers area started in the mid 1990's. FGCU now has about 3,000 to 4,000 full- and part-time students with about 1,500 to 2,000 in the College of Business. Lee is a university instructor who teaches Operations Management and Quantitative Methods in the College of Business. Next year FGCU will be offering a course in Supply Chain Management as an elective and hopes to develop that curriculum. I am sure a few of you have been involved in upstart growing companies in your careers, imagine being involved in a university-level education system.

Lee is originally from Brazil and obtained his Bachelor's degree there. He moved to the United States about 18 years ago and received his Master's from Pace University in New York. His background is in construction and as a general contractor. Before moving to Florida, he spent some time in Texas where he became involved with the Houston chapter of APICS. He volunteered with them and learned a lot about the advantages of APICS as an educational and resource society. He has completed his course work for a PhD from the University of Houston and is currently working on his dissertation.

Lee feels that what APICS has to offer is of major benefit to today's college students. He is already involved in planning a student chapter for FGCU and getting the University to extend college credit to students who pursue CPIM or CIRM certifications. Brad Voss, CPIM, our chapter President and Phil Guercio, CPIM, CIRM, our Vice President of Workforce Education Partnerships, have been very involved in working on a mutually beneficial relationship with FGCU. It's exciting for the Florida Gulf Coast chapter to be in the development stages of a long-term program. Even the similarity of our names elicits a synergy that is bound to be successful.

The Board of Directors would like to thank Lee for his involvement with APICS and Florida Gulf Coast Chapter. We would also like to thank Florida Gulf Coast University for being actively involved in developing our future talent in the materials, inventory and supply chain management fields. ✨

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 7 **March 2002**

10 Stupid Things Companies Do to Mess Up Their Inventory

SPEAKER:	Fred Tolbert, CPIM	DATE:	Thursday, March 21, 2001
LOCATION:	Rosedale Golf & Country Club, Bradenton	TIME:	5:30pm Registration 6:30pm Dinner 7:30pm Presentation
COST:	\$15 members / \$25 non-members		

Refer to Page 1 for further details.

Directions to the Meeting:

From Bradenton:

Take 301 Southeast. Turn left onto SR-70. Continue on SR-70 past I-75. Turn left onto 87th Street East (Rosedale development's entrance). Follow the signs for the country club.

From Naples:

Take I-75 North to Exit 41A SR-70. Turn right onto SR-70. Turn left onto 87th Street East (Rosedale development's entrance). Follow the signs to the country club.