

Interactive Requirements Planning

April 18 Professional Development Meeting

Guest Speaker: John Grindley, Pall Corporation

John Grindley will present information on how the company Intranet has been developed to track inventory, on-time delivery performance, scrap and finally, how to plan and run the shop by integrating MRP with the company Intranet. You'll see detailed screen examples which show drill-down functionality and color coding to easily show actions which need to be taken.

Looking for a way to share information within your company between functional areas, your vendors or your customers? One example John will show is how Interactive Requirements Planning allows Customer Service to view a specific sales order and status of the manufacturing work order or purchase order which is in process to meet the demand. Customized screens also show reports which help the Planners improve on-time delivery.

John Grindley has worked in Materials Management for 20 years in four different industries encompassing three different manufacturing processes - discrete, repetitive and process. These industries range from plastics, fiberoptics, high tech, and finally filtration. John has held positions in material planning, inventory planning, capacity planning, master scheduling, and for the last 13 years as a Materials Manager.

John is currently a Business Unit Manager in charge of a group which generates \$26 million in annual sales. He has been a project leader in 5 different successful MRP implementations, using DATA 3, Quantel, MADIC and MAPCIS software. These project implementations took from 6 months to one year.

Snowbirds Going North & PDM Going South!

This month's meeting will be held in Punta Gorda, so members from Ft. Myers who don't normally make the drive, this meeting is for you!

We'd love to see a great turn-out from the "southern" half of the chapter's membership, and we have a great topic -- see how Pall Corporation is using the Intranet to do their requirements planning.

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Registration starts at 5:30pm at the Harborside Holiday Inn in Punta Gorda. Dinner will be served at 6:30pm, and the presentation will start at 7:30pm.

Reservations must be made by Tuesday, April 16 before 12 noon. Cost is \$15 for members and \$25 for non-members. To reserve your spot, contact Dan Johnson at djohnson@ameritex-tech.com or (941) 751-6131 x231, or visit www.apicsgulf.org. Cancellations must be received by 12 noon on Wednesday, April 17. Please note that no shows will be billed.

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

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

All material submitted for the May issue of THE NAVIGATOR is due by Wednesday, April 24. Advertising space is available with discounts for multiple issues and members. Please address all correspondence to:

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President's Corner

Improve Your Bottom Line

Brad Voss, CPIM, Jonah
PGT Industries



WANTED: ALL COMPANIES that want to make more profit, achieve higher customer service with less inventory investment using less effort and manpower.

Sounds pretty attractive to me, how about you? If your company is not achieving its strategic goals for profit, customer service and inventory investment, APICS can help you and it won't cost an arm and a leg. The Florida Gulf Coast Chapter has tremendous resources to help your company become more competitive yet we have difficulty in filling our seats for classes. It truly baffles me to no end. A couple of years ago my worry with the chapter was that we would over-promise what we could actually provide. I can tell you that we now have just the opposite problem: we have experienced, proven instructors that get results and we don't have enough students to keep our instructors busy. The cost of the classes are \$295 for 33 hours of instruction on the Fundamentals of Material and Operations Management, and \$495 for 24 hours of a CPIM Review Course. Where else can you get relevant and focused help for your company at such minimal cost? Where else can you get training on managing the highest line item on your operating statement -- material cost? Why wouldn't you want your resource management employees to know more about how to do their jobs more effectively when every dollar they save goes directly to the bottom line?

I have said it in this column before and I'll say it again, the company I work for has improved our bottom line by millions of dollars because we chose to focus on where the rubber hits the road, resource management. This focus was driven by our belief that our company will improve if our employees' knowledge improves about resource management. We have been utilizing APICS training for the last 5 years and we still have employees enrolled in classes. The result has been more than doubling our inventory turns to over 24 per year, world class customer service and we do it with less effort per sales dollar. My staff has stayed the same size for three years with an increase in sales of 50%. APICS worked for us and it can work for you. If you want more information on the educational offerings or how you can maximize the benefit of your APICS membership call me or any of the board members listed in this issue of The Navigator and we will be happy to assist you. *

Elections

Return Your Ballots!

Thank you to those of you who have already returned your election ballot!

To those members who are still perusing the list of candidates, remember that the deadline is Saturday, April 23. Some ballots have been returned with the proper member number and signature but no actual votes were cast. Remember that even though each position has only one name on the ballot, you still need to signify acceptance for each candidate by placing the appropriate mark next to the name or writing in another candidate's name. *



Chapter Website

Do You Have Your Chapter Bookmarked?

When was the last time you visited us on the web? Our chapter has a great website that's loaded with information!

Educational offerings, testing information, the calendar of events, job opportunities and so much more! As we learn of job openings we immediately post them to the website - some openings never make it into the newsletter. If you want to know what's open locally, visit often!

www.apicsgulf.org

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CALENDAR OF EVENTS

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 JOHN GRINDLEY
TOPIC INTERACTIVE REQUIREMENTS PLANNING
PLACE HARBORSIDE HOLIDAY INN, PUNTA GORDA
CONTACT DAN JOHNSON, (941) 751-6131 x231

MAY PDM

DATE THURSDAY, MAY 16
SPEAKER DAVE VOLLRATH
TOPIC TBD
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON
CONTACT DAN JOHNSON, (941) 751-6131 x231

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) 751-6131 x231

FUNDAMENTALS OF PLANNING

DATE JUL. 9 - SEPT. 17
PLACE MCC, VENICE CAMPUS
TIME 6PM TO 9PM
CONTACT JILL LEAH, (941) 408-1413

FUNDAMENTALS OF OPERATIONS MANAGEMENT

DATE JUL. 11 - SEPT. 19
PLACE MCC, BRADENTON CAMPUS
TIME 6PM TO 9PM
CONTACT JILL LEAH, (941) 408-1413

BASICS OF SUPPLY CHAIN MANAGEMENT CPIM

REVIEW COURSE

DATE AUG. 5, 12 & 19
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8AM TO 5PM
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

Job Opportunity

PURCHASING/ MATERIALS MANAGER

RESPONSIBILITIES

General responsibility for all purchasing of material, equipment, supplies for the organization, including major contracts and capital equipment. Determine proper sources of supply for most economical purchases. Arrange for and give full weight to competitive quotations, dependability and resourcefulness of supplier in meeting company requirements and place orders to best advantage. Responsible for prices, deliveries and maintenance of all necessary records of purchases, prices and deliveries. Locate new source of supply, keep abreast of changing trends such as price or availability of materials and recommend necessary action to assure a continued flow of materials to meet production and sales requirements. Recommend policies and procedures for purchasing functions. Monitor inventory obsolescence, levels and value.

QUALIFICATIONS

Previous experience with organizing and executing periodic physical inventories. Monitor and evaluate inventory levels using a perpetual inventory system. Experience with development of a material control plan and procedures to implement inventory reduction. Knowledge and experience with MAPICS and MRO systems. Salary range: \$30,000 - \$50,000.

For consideration please send your resume to Bonnie McCoy at bmccoy@taylormarine.com.



Looking to Enhance Your Career in Materials and Operations Management?

Register now for APICS Fundamentals of Materials and Operations Management courses and you can count on gaining practical, essential skills to help you be more effective and productive in your job.

These classroom-based, instructor-led courses will give you the basics of inventory control, planning, manufacturing control, and operations management. You will gain solid entry-level knowledge to help you be more effective and to help you build a career in materials management that will take you into a promising future.

Fundamentals is presented in a four-module format designed to teach you the basic concepts, techniques, and terminology of the materials and operations management field.

You will learn

- Inventory Control - essential vocabulary, identification and application of the basic principles of inventory management, and planning and inventory control methodologies in a variety of environments.
- Planning - strategic-to-tactical planning principles, problem-solving skills, building effective planning teams, forecasting and scheduling.
- Manufacturing Control - priority and capacity management through MRP, capacity management, requirements planning, execution of production plans and scheduling, and order control.
- Operations Management - design and operation of systems to produce goods and services, intracompany working relationships, facilities planning, cost analysis, and operations resource management.

Enroll in Fundamentals today and embrace your professional career!

To register contact Jill Leah at MCC, (941) 408-1413, or for more information contact any of our Board Members listed on Page 2. *

Plan Your Vacation with Alamo

As an APICS member, you'll get unlimited mileage and up to 15% off already low retail rates year round whether traveling on business or leisure. Plus Alamo waives the fee for additional drivers. For reservations, contact Alamo at (800) 354-2322 or visit www.alamo.com. Be sure to request Rate Code BY and Assoc. ID/Promo Code 93539 at time of reservation. For a special Members-Only coupon, call APICS Customer Service (800) 444-2742 and request item #82014.

Special Member Offer

Alamo Rent a Car Presents Great American Ratessm

APICS members can rent a compact car for \$20 per day; a midsize car for \$30 per day; or an SUV, premium car, or minivan for \$40 per day. You will receive unlimited mileage nationwide at more than 600 airport and neighborhood locations. Be sure to provide Rate Code US and Association I.D. number 93539 when you call to take advantage of this offer. *

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

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.)

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

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

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

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

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

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

Joe Denison, Fox Electronics

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 Joe Denison of Fox Electronics in Fort Myers. He is a life-long resident of Florida except for the time he served our country in the Navy. He picked up valuable skills in advanced electronics while in the service, which he carried over to a career in the electronics field. Fox Electronics is a manufacturer of crystal oscillators and hybrid timing receivers for the consumer electronics industry. Fox Electronics employs approximately 90 people and has sales of about \$30 million.

Joe and Fox Electronics became involved in APICS to expand their knowledge and stay abreast of the latest advances in technology and software. This will help them to provide a better product for their customers. It started a few years ago when they were expanding off a homegrown ERP system and wanted to expand into a formal MRP system. The ongoing knowledge they gain through APICS sources will continue to make Fox Electronics a competitive force in their field.

Joe is the Manufacturing Manager at Fox. He has taken a Manufacturing and Capacity Requirements review course but has not taken any of the exams at this time. He is single and enjoys gardening.

In this day and age we all have to stay up on the latest technology and expand the 'beautiful mind' we all carry with us each day. APICS is the Educational Society for Resource Management and is a great means to achieve this goal. The Board of Directors of the Florida Gulf Coast chapter would like to thank Joe for his valuable help as a Company Coordinator. We would also like to thank Fox Electronics for recognizing the importance of having a Corporate APICS membership. *

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 Diserod (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



Volume 1, Issue 8

April 2002

Interactive Requirements Planning

SPEAKER: John Grindley

LOCATION: Harborside Holiday Inn, Punta Gorda

COST: \$15 members / \$25 non-members

DATE: Thursday, April 18, 2001

TIME: 5:30pm Registration

6:30pm Dinner

7:30pm Presentation

Refer to Page 1 for further details.

Directions to the Meeting:

From I-75:

Take Exit 29 and turn left (west) onto Highway 17. Turn right at the 3rd light onto 41 North. Immediately proceed to the Left Turn Only lane. The Holiday Inn is on the left just before the bridge.

From 41, Driving South:

Take the 1st left coming off the bridge. Turn left at the stop sign, go around the Publix shopping center to your right. Turn left at stop sign (41N). The Holiday Inn is on the left just before the northbound bridge.