

New Board of Directors Introduction

June 20 Professional Development Meeting

Please join us at our annual Board of Directors Introduction meeting. Since this is our last PDM of the chapter year, this will be your last chance to see chapter members until the fall. Our next meeting will be held in September - check your mail in August for the new calendar of events with a whole new slate of great speakers.

Registration starts at 5:30pm at the Rosedale Golf & Country Club. Dinner will be served at 6:30pm.

Reservations must be made by Tuesday, June 18 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, June 19. Please note that no shows will be billed.

Directions to the Rosedale Golf & Country Club can be found on Page 8.



Improving Inventory Performance and Bottom-Line Profits

June 12 Webinar

If you are searching for strategies to identify and reduce excess inventories then take advantage of this convenient learning opportunity. APICS invites you to attend our first Webinar, "Improving Inventory Performance and Bottom-Line Profits," presented by Gary Gossard, PE, president of IQR International, on June 12, 2002 at 2 p.m.

You will discover

- A simple technique for reducing excess inventories
- How to better use the data in any MRP or ERP system
- Tools to identify and prioritize inventory reduction opportunities
- How companies have achieved rapid inventory reduction results and world-class inventory performance
- How to apply the Inventory Quality Ratio to increase turns, cash flow, and company profits.

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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 September issue of THE NAVIGATOR is due by Wednesday, August 21. Advertising space is available with discounts for multiple issues and members. Please address all correspondence to:

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President's Corner

Changing of the Guard

Brad Voss, CPIM, Jonah
PGT Industries



Another year has come to a close for the Florida Gulf Coast Chapter of APICS. The chapter will be going on hiatus until September. The Navigator will stop coming and there will be no monthly meetings during the months of July and August. This is not a full blown hibernation. During the summer there will be plenty of activity by the new board of directors planning the chapter activities for the next operating year that begins in September.

Speaking of the new BOD, you now have a new President, Tina Jensen, CPIM. I now take the position as Past President and my role will be to mentor the BOD and provide continuity from one administration to the next. The other significant change to the BOD is in the VP of Finance and Administration position. For those who don't know, Candy Guercio, CPIM, was semi-retired this year and really didn't need to have APICS participation for certification maintenance or for her resume. Candy was a Godsend. She took our books, which had gotten out of control, and cleaned up what could have become a horrible mess. Look up volunteer in the dictionary and you will probably see her picture next to the definition! Thank you Candy for a great couple of years. The rest of the Board of Directors will remain the same. Everyone on the Board is contributing to making our chapter one of the best in the Region and in all of APICS. Gene Soltis, CPIM remains at VP of Membership, Dan Johnson remains at VP of Programs and Katrien Dolk-Etz remains as VP of Marketing and the editor of the Navigator, finally Jim Brooksher, CPIM, VP of Education. New to the Board will be Lee Stephens who will fill the position of VP of Finance and Administration. We have a vacancy at Executive VP which is a position that will be needed to round out the Board of Directors. If you are interested in becoming more involved in the chapter please contact me or any of the other Board members.

I have been fortunate to be able to surround myself with people who are passionate about APICS and their own self-development. Being the President of Florida Gulf Coast Chapter was a pleasure and I am in debt to those who helped me strengthen the chapter.

Although I am no longer on the Board of Directors you can count on my participation and my passion for APICS. I will continue to serve on the APICS Region 4 staff as Chapter Support for our chapter and Florida West Coast Chapter in Tampa/St. Pete. I will also be available to the chapter any time help or advice is needed. As for my wordy soap box lectures that appear in the Navigator you are going to have to look to the new President for the published words of wisdom.

See y'all in September. *

In-House CPIM Course

Success at Tropicana

Jim Brooksher, CPIM

PGT Industries

Tropicana recently conducted an in-house APICS training session with QMS (Quality Management Solutions). This is the service provider that conducts all APICS CPIM and CIRM educational classes for the Florida Gulf Coast Chapter. The sessions were tailor made to fit the specific requirements of the company. For example, the classes were scheduled during work hours and segmented into 6 four-hour sessions. Additionally, the Florida Gulf Coast Chapter facilitated the opportunity for Tropicana to take a paper-based exam at their facility. This greatly minimized the logistics associated with individuals scheduling computer-based exams and commuting to testing facilities.

The in-house educational services sponsored by the Florida Gulf Coast Chapter and delivered by QMS were considered a big win for Tropicana. The company had 20 employees participate in the course. Many of these employees were new to the APICS Body of Knowledge. However, all came away from the course with a new foundation for building upon this knowledge base. Several became new members of APICS. Additionally, many now feel prepared to tackle the remaining four courses on their way to APICS CPIM certification.

The Florida Gulf Coast Chapter is proud to help facilitate the continuing education of many current and future APICS members. This is just another example of how the local chapter is working to deliver quality educational offerings. Whether through the bi-monthly APICS courses offered to all members, PDM offerings, seminars or in-house company testing, the Florida Gulf Coast Chapter is committed to furthering opportunities for all members. If you have specific questions about having in-house testing offered at your company, please contact the Florida Gulf Coast Chapter or QMS. *

Webinar

Continued from Page 1

The Webinar lasts 60 minutes and features educational discussions, case studies, and a Q&A session. Participate in the Webinar through an Internet and toll-free telephone connection which can accommodate as many listeners as you can fit in your office or conference room. Plus, you receive a CD-ROM of the presentation after the event.

Space is limited so register today! The cost for each Webinar is only \$75. Contact APICS Customer Support at (800) 444-APICS (2742) and reference priority code ZJB62A when registering. *

CALENDAR OF EVENTS

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

Please Join Us in Welcoming

Carline Ash

Eaton Aerospace LLC

Dorothy Blevins

Fisher Scientific

Laura Layman

Eaton Aerospace LLC

Daniel Mayhew

Luis Rivera

Wellcraft Marine

Marcie Suarez

Eaton Aerospace LLC

John Trimbach

Eaton Aerospace LLC

Janet Wickman

Eaton Aerospace LLC

*Our Newest Members of
APICS Florida Gulf Coast!*

Job Opportunity

Supply Chain Analyst



Supports Buyers and Material Planners in the implementation of best practices in supply chain management. Interacts with Buyers, Material Planners and outside vendors to help facilitate and implement changes to our supply chain methods. Implements, follows up and debugs new procedures and inventory control methods until operational for daily use. Implements measurements that will be used to gauge progress towards meeting the goals of the Materials Management department. Participates in cross functional meetings with Manufacturing to help facilitate change in the flow of raw materials from the receiving dock directly to manufacturing lines. Decreases our dependency on the stockroom and warehouse storage areas by implementing new inventory control methods to reduce raw material inventories. Documents and maintains department procedures.

College degree or CPIM Certification required. Relevant experience over five years required. Previous experience in planning or buying raw materials in a progressive manufacturing environment that is currently using best practices to manage the supply chain. Must have demonstrated success in managing inventories, JIT programs, replenishment, etc. Demonstration of skills in supply chain management required. Must be proficient in the use of MS Word, MS Excel, and general computer functions. Must have solid communication skills for interacting with all levels of employees from production workers to executives.

Although PGT works three manufacturing shifts and has more than a thousand employees, we pride ourselves on fostering a family-like environment with a focus on team-work. Our employees enjoy competitive compensation and a benefit package we believe is unmatched in this area. In addition, we have a strong focus on employee communication through our monthly all-employee meetings, company Intranet and events such as our annual company picnic.

For immediate considerations please forward your resume to Brad Voss, CPIM via email at bvoss@pgtindustries.com or via fax (941) 484-7502.

For more information about PGT Industries, visit us at www.pgtindustries.com. *

Job Opportunity

Purchasing Agent



Aso Corporation, a leading manufacturer of wound care products is seeking a Purchasing Agent. This position is responsible for the procurement of goods and services such as raw materials, supplies, and MRO items as needed for the organization.

Chosen candidate will report to the Sr. Director of Materials Management and work with the Master Scheduler reviewing MRP records to procure appropriate materials required; communicate continuously with vendors & suppliers to discuss such items as price/quantity adjustments, nonconforming materials, delivery problems; and will assist with sourcing new materials with new and existing vendors. Position is responsible for order follow up, expedition and maintenance of purchase and ISO records.

Your 5-7 years progressive experience in a purchasing role (preferably as a Sr. Buyer or Purchasing Agent 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 (and/or training; or equivalent combination of education and experience) is a must for this position. Must be a self-starter, possess excellent negotiation / communication skills, and have the aptitude to analyze production reports.

If you meet the above requirements and are ready to join a company that is experiencing phenomenal growth, send in your resume/application along with your salary requirements today! We offer an excellent benefits package and competitive salary.

A relocation package is not available for this position. Resumes without salary requirements will not be considered.

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

For more information about Aso Corporation, visit us at www.asocorp.com. *

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 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.

Membership

Stronger and Healthier

Gene Soltis, CPIM

PGT Industries

Another year draws to an end and the Florida Gulf Coast Chapter of APICS is stronger and healthier. We have grown by 13 members from 101 in May, 2001 to 114 through April, 2002. Our goal had been to increase our membership to 120, but missing the goal is not so bad as a lot of chapters have lost membership.

In light of 9/11 and the recession of 2001, our geographical area was not as affected as other parts of the United States by the downturn in the economy. Still, as they say, if your neighbor gets laid off, it is a recession, but if you get laid off, it is a depression. We have experienced some layoffs in our area and some of our members are looking for a new job.

Our chapter has continued to expand the educational and resource opportunities to our members. Fundamentals classes, CPIM review courses, improved monthly personal development meetings and a truly informational monthly newsletter have enriched the offerings to our membership. When times get tough, the tough get going, is an old saying. In other words, you need to be prepared for the future by educating yourself now so that the changes and progress the future has to offer will not just pass you by. The person nowadays that continues to learn and expand their knowledge is the most valuable in the marketplace.

Please let your colleagues and business friends know about APICS and the wonderful options we can offer them in their career. If you prefer, contact any of the officers (contacts) listed on page two of the newsletter and we will be happy to talk to them. Also let us know if there is a business that you are familiar with that could benefit from what APICS can offer.

I hope to see you at the June 20 meeting. It will be more of a social and networking event to introduce the new officers and Board of Directors for 2002-2003. We take the summer off from monthly meetings, but promise to have a bang up program for September. I look forward to seeing you soon. ✱

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



Looking for direction?

APICS
Florida Gulf Coast

THE NAVIGATOR

Volume 1, Issue 10 **June 2002**

New Board of Directors Introduction

LOCATION: Rosedale Golf & Country Club
COST: \$15 members / \$25 non-members

DATE: June 20, 2001
TIME: 5:30pm Registration
6:30pm Dinner
7:30pm Presentation

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 to 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.