

## **BD Ophthalmic Systems Plant Tour**

*Thursday, November 15*

BD Ophthalmic Systems (BDOS) provides products, services, and educational programs to ophthalmic professionals and their patients to provide *better vision for all people*. BDOS products are designed for Cataract, Refractive, Vitreoretinal, Oculoplastic Surgery and Glaucoma Treatment. BDOS has an extensive portfolio of products that includes knives, blades, cannulas, cystotomes, custom kits, accessories and drapes.

BD Ophthalmic Systems in Sarasota was formerly Visitec, a private company formed in 1979. In December 1997 BD acquired Visitec. Currently BD Ophthalmic Systems is a part of BD Medical/Surgical. The 40,000 sq. ft. plant makes approximately 300 different catalog items, which are Class I and II single use ophthalmic cannula, kits, and drapes. Both Gamma and EtO sterilization are contracted. There are some 510(k)s for these devices. There has been a constant organizational transition since 1997 to adopt BD systems and practices.



The management team is:

OPERATIONS MANAGER  
Jamie Weger

QUALITY MANAGER  
Jim Staffiera

HR MANAGER  
Tonya Fletcher  
(HR Rep.)

PLANT CONTROLLER  
Phil Shumaker

MANUFACTURING MANAGER  
Mike Valenti

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**Pizza Dinner** starts at 6pm, to be followed by a presentation about BDOS and a tour. Cost is \$10 for members and \$15 for non-members.

**Reservations** must be made by Tuesday, November 13 before 12 noon. To reserve your spot, contact Dan Johnson at [djohnson@taylormarine.com](mailto:djohnson@taylormarine.com) or (941) 782-3306, or visit [www.apicsgulf.org](http://www.apicsgulf.org). Cancellations must be received by 12 noon on Wednesday, November 14. Please note that no shows will be billed.

**Directions** to BDOS can be found on [Page 8](#).

## Contacts

PRESIDENT: Brad Voss, CPIM, Jonah  
[bvoss@pgtindustries.com](mailto:bvoss@pgtindustries.com)

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[tina\\_jensen@bausch.com](mailto:tina_jensen@bausch.com)

VP ADMIN & FINANCE: Georgia Guercio, CPIM  
[gguerciofl@aol.com](mailto:gguerciofl@aol.com)

VP EDUCATION: Jim Brooksher, CPIM  
[jim.brooksher@tropicana.com](mailto:jim.brooksher@tropicana.com)

VP MARKETING & PUBLICITY: Katrien Dolk-Etz  
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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 December issue of THE NAVIGATOR is due by Wednesday, November 28. 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](mailto:kdolk-etz@pgtindustries.com)

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## President's Corner

*Planning, Organization & Discipline*

**Brad Voss, CPIM, Jonah**  
PGT Industries



After the tragedy of September 11, 2001 how many times have you heard someone professing that same old tune "I've been telling you for years..." or "the signs were there but we didn't pay attention to them"? Now with all the security concerns there is a watershed of activity in the area of planning and preparedness and some would still say "too little, too late". How many times have you been in the position where you know that if you had prepared yourself or planned a little more then the results would have been much better? With the economy starting to weaken and inventories growing I wonder how many companies are now wishing that they had prepared themselves for what is certain to be a long economic recovery.

When it's necessary for a business to survive, it's hard work to run lean if you don't have people trained in the fundamental skills necessary in materials and resource management. This is where APICS can help you and your business. If you take a look at every new software package and every new three-letter solution for materials and resource management and cut it down to the bone you will find the same common theme. You need to have solid fundamental planning, organization and discipline to run lean. APICS can help you and your company learn the fundamentals necessary to survive and prosper in times of fast growth and in the lean times that happen to all companies. This training provides results and I can speak from experience. We have invested in our people at PGT Industries and we have used APICS as our platform for materials and resource management knowledge. PGT did not start with a bunch of CPIM gunslingers; today we have three home grown CPIM's besides myself and almost everyone in the materials department has passed at least one CPIM certification exam. This has given PGT Industries a huge advantage in managing the up cycles as well as the down cycles. We have managed to grow 100% over the last five years with less inventory today than we had in 1996.

Don't get caught wishing that you had started planning and investing in yourself; check out our web site and sign up for one of our several educational offerings. It will only be "too little, too late" if you don't do something now. You won't be disappointed in the results. \*

Please Join Us in Welcoming

**John Jares**

Tropicana

Our Newest Member of APICS Florida Gulf Coast!

# Workforce Education Partnerships

Fundamentals Classes at MCC in Full-Swing

## Phil Guercio, CPIM, CIRM

Tropicana

Our partnership with MCC is bearing great fruit. The Venice campus is conducting the Fundamentals of Manufacturing Control (6 students) and the Bradenton campus is conducting the Fundamentals of Inventory Control (11 students).

The first meeting of the Industrial Technology Advisory Committee, at MCC, will be held on October 30, 2001. Brad Voss and Phil Guercio are both members of this committee. We are supporting MCC efforts to add the Fundamentals of Materials and Operations Management to the program as degree based courses for the fall of 2002. If this effort is successful MCC will also continue to offer the courses as Open Campus (Non-Degree) courses. Our thanks go out to Dr. Tom Davenport, Jill Leah, and Janet Diserod for their response and leadership as representatives for MCC. \*

## BDOS Plant Tour

Continued from [Page 1](#)

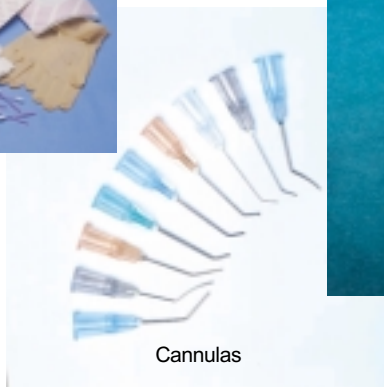
The plant is ISO 9001/EN46001 certified by SGS Yardsley. There are about 100 people employed with some temporary associates employed. The plant works on a modified two shift schedule and is looking to move to a three-shift operation. R&D and design control do take place in Sarasota, and thus their ISO 9001 certification.

BDOS' goals include an aggressive institution of Lean Manufacturing principles, increasing molding capabilities and increasing utilization of automation. Current technologies include injection molding, stainless steel tubing manipulation, cannula assembly, printing, OEM assembly and blister packaging.

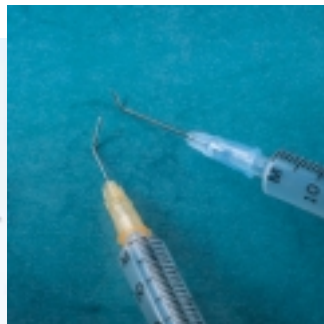
Don't miss this chance to see how BDOS' major products -cannulas, eye shields & eye spears, Lasik instruments, custom kits and drapes - are made! \*



Custom Kits



Cannulas



Lasik Instruments

## CALENDAR OF EVENTS

### MASTER PLANNING OF RESOURCES CPIM REVIEW COURSE

DATE MONDAY, NOV. 5, 23, DEC. 3

PLACE PGT INDUSTRIES, NOKOMIS

TIME 8AM TO 5PM

### NOVEMBER PLANT TOUR

DATE THURSDAY, NOV. 15

PLACE BD OPHTHALMIC SYSTEMS

7575 COMMERCE COURT, SARASOTA

TIME 6:00PM PIZZA DINNER

6:30PM PRESENTATION/TOUR

### DECEMBER -- No MEETING

### DETAILED SCHEDULING AND PLANNING CPIM REVIEW COURSE

DATE TBD, 3 DAYS STARTING IN JAN.

PLACE PGT INDUSTRIES, NOKOMIS

TIME 8AM TO 5PM

More details to follow. [Story Page 4.](#)

### FUNDAMENTALS OF OPERATIONS MANAGEMENT

DATE JAN. 8 - MAR. 19

PLACE MCC, VENICE CAMPUS

### FUNDAMENTALS OF PLANNING

DATE JAN. 10 - MAR. 21

PLACE MCC, BRADENTON CAMPUS

### JANUARY PDM

DATE THURSDAY, JAN. 17

SPEAKER KEITH LAUNCHBURY, CFPIM, CIRM

TOPIC GLOBAL RESOURCE MANAGEMENT

PLACE TBD

### FEBRUARY PDM

DATE THURSDAY, FEB. 21

SPEAKER CLAIRE BLOOM, CIRM

TOPIC THE SEVEN SECRETS OF SUCCESS

PLACE TBD

### SEMINAR

DATE FRIDAY, FEB. 22

SPEAKER CLAIRE BLOOM, CIRM AND KEITH LAUNCHBURY, CFPIM, CIRM

TOPIC MANUFACTURING SIMULATION GAME

PLACE TBD

TIME ALL DAY

More details to follow.

## Education Update

*CPIM Review Courses are Here!*

### **Jim Brooksher, CPIM**

Tropicana

The Florida Gulf Coast Chapter is very pleased to offer a complete cycle of the newly updated CPIM curriculum. We have contracted with Quality Management Solutions (QMS) to deliver all five CPIM review courses over the next year. We will be offering Master Planning of Resources which will be taught on November 5<sup>th</sup>, 26<sup>th</sup> and December 3<sup>rd</sup>. This class will be delivered at PGT Industries in Nokomis. We want to thank PGT for providing us with a convenient, comfortable facility to deliver this educational offering.

Each class will be delivered in a series of three day, eight hour sessions. The classes are meant to supplement independent study and focus the student on the principal concepts that will be addressed with the CPIM exams. The purpose of the concentrated educational approach is to facilitate the student's opportunity to take the applicable CPIM exam soon after the course is completed. Additionally, by offering the entire suite of CPIM review courses, we hope to enable prospective students to become CPIM certified within one year. If you are interested in pursuing your CPIM certification through the Florida Gulf Coast Chapter of APICS, please contact Jerry Kilty at QMS (727) 725-7674 or [gmskilty@ij.net](mailto:gmskilty@ij.net). \*

## Learn More About QMS

*Provider of CPIM Review Courses*

### **Jerry Kilty, CPIM, CIRM**

Quality Management Solutions, Inc.

Created in 1992, Quality Management Solutions, Inc. (QMS) is an education and consulting firm which focuses on three areas: Education, Education Application and Consulting.

QMS provides APICS body of knowledge on-site education for companies interested in improving their employees level of understanding ranging from the basics to advanced concepts. These courses can be geared to any audience, from top management to the operator, and can be delivered utilizing flexible scheduling. APICS courses taught are the Fundamentals of Materials and Operations Management series as well as CPIM and CIRM Certification Review Classes. Custom tailored classes can also be provided on-site, covering subjects such as Strategic Planning, Lean Manufacturing/Just-in-Time, Total Quality Management, Supply Chain Management, Strategic Alignment of Resources, Inventory Management and many others.

Education Application serves to apply the knowledge once taught. The normal process is to utilize a process improvement approach whereby QMS provides the directional leadership, working with the company's key employees, in implementing the knowledge gained from the education classes towards measurable results.

Consulting contracts typically range from strategic direction to business initiatives implementation support in areas such as Supply Chain Management, Lean Manufacturing/Just-In-Time, Six Sigma/Total Quality Management and Inventory Management. \*



### **Seize the moment: Is your APICS membership about to expire?**

You've enjoyed the valuable professional and personal benefits that accompany APICS membership.

APICS has helped you advance your career with

- leading-edge educational products
- workshops
- award-winning industry leading magazine, *APICS—The Performance Advantage*.

We want to continue to bring you the information and opportunities needed to compete with the most

elite group of resource management professionals in the world—APICS members.

Call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851, Monday–Friday, 8:30 a.m.–6:30 p.m. EDT to renew your membership today.

Don't cut your lifeline to expertise and professional networking with industry professionals—renew your APICS membership.

APICS society dues + chapter dues = your success!

**APICS**

APICS. Lifelong Learning for Lifetime Success™

Priority Code: ID21B

# 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.

## 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 \$

## 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

**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.

## What do Nike, Isuzu and Walt Disney have in Common?

They use the APICS Career Center. APICS provides the only online career center dedicated to job seekers and employers in the manufacturing and services industries. Nike, Isuzu and Walt Disney represent a few of the many Fortune 500 organizations using APICS' Career Center to fill positions in supply chain management; ERP; materials management; logistics; planning and scheduling; and manufacturing, production and operations.

The Career Center is a comprehensive resource for industry professionals to search for jobs online. Job seekers can conduct enhanced searches to view job postings according to location, salary level and area of expertise. The Search Jobs feature is designed to assist the serious job seeker as well as professionals who simply want to stay abreast of new opportunities in the resource management industry. All candidates may search jobs, but only APICS members receive the added benefits of posting resumes and receiving email alerts when new positions are listed.

"I recently accepted the Vice President of Manufacturing Operations position at Lab-Line Industries posted in the Career Center last month. I was not aware of the position until I received your posting. I was not planning to change jobs when I received the posting because I was satisfied with my consulting position. Two days after receiving your posting, I was laid off. Needless to say, your lead was very timely and beneficial. Please keep sending the postings because they help me keep up with employment trends within our job market, and you never know how timely another posting will be. Keep up the good work!" --  
*Dave Aston, Chicago, Illinois*

In addition to other unique benefits, APICS members have immediate and unlimited access to the hundreds of job announcements posted in the Career Center by leaders in the manufacturing and service industries. Only members can search active job postings and post resumes to the job bank. The Career Center also provides resume tips, interviewing advice and links to other online resources.

APICS members who were recently downsized may also qualify for the Benefits Extension for Unemployed Members Program. This benefit provides unemployed members a six-month extension of membership without cost. Members who meet the criteria for the Benefits Extension for Unemployed Members Program must apply for this extension through their local chapters. For more information, please contact a local chapter representative or APICS Customer Service at (800) 444-APICS (2742).

For more information about the APICS Career Center, visit [www.apics.org](http://www.apics.org). \*

## Company Coordinators

### ASO CORPORATION

David Yepes (941) 379-0300

### BDOS

Nancy Bognar (941) 351-9883

### 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

## BD Ophthalmic Systems Plant Tour

DATE: Thursday, November 18, 2001  
LOCATION: 7575 Commerce Ct., Sarasota  
COST: \$10 members / \$15 non-members

TIME: 6:00pm Pizza Dinner  
6:30pm Presentation & Tour  
RESERVATIONS: Dan Johnson (941) 782-3306 or  
[djohnson@taylormarine.com](mailto:djohnson@taylormarine.com)

### Directions to the Meeting:

#### From North:

Take I-75 South to Exit 40, University Parkway. Turn Right off of exit ramp, headed West. Stay on University, then turn Right (North) onto U.S. 301. At the next traffic light, Tallevast Road, turn Left (West). Pass one light. Turn Right (North) onto Commerce Court (first right turn past light). BD is the second building on the Right.

#### From South:

Take I-75 North to Exit 40, University Parkway. Turn Left off of exit ramp, headed West. Stay on University, then turn Right (North) onto U.S. 301. At the next traffic light, Tallevast Road, turn Left (West). Pass one light. Turn Right (North) onto Commerce Court (first right turn past light). BD is the second building on the Right.

