

APICS International Conference

Brad Voss, CPIM, Jonah
PGT Industries

It is truly unfortunate that many members of APICS don't get the opportunity to take advantage of one of the best educational values the organization has to offer. This year the APICS International Conference was held at San Antonio, Texas on October 28 – 31. I never could understand why a function that is designed to attract Resource Management types is scheduled at a time when many year end and quarter end physical inventories are taking place. This conference was my third one in as many years and once again I was not disappointed. I will admit that there is never an experience like the first conference attended, everything is new and there is so much to see and do. This conference was also a good experience and it lived up to my simple expectations of validation, education, and fun.

One of the first things that I try to do is validate that the course I have chosen for my department is on the right track or that we are using best practices to manage the inventory assets of PGT Industries. The conference is the best place to go to see and hear about the latest in new technologies. A large portion of the conference set up is the vendor exhibition hall where you can see demos of the latest software offerings. Although I am not usually in the market to purchase a new ERP package, it is nice to see what new technology is being sold. There are also many other material logistics type systems and hardware. Point-of-use cabinets were introduced a couple of years ago and they are now more than a curiosity with new vendors entering the market each year.

Since we are The Education Society for Resource Management what would a conference be without lots

of learning opportunities? Each day is packed with three time slots with ten possible education sessions in each time slot. The sessions are rarely repeated and the selection of topics ranges from the very basic concepts of inventory control to emerging trends in the profession. There is definitely something for everyone whether they are in manufacturing, service or non-profit associations. Included in every conference is a track of sessions that are designed for self-development. When you consider the number of hours that you can sit and learn from industry leaders and professionals, this is without a doubt the least cost education experience available.

Meeting new people and networking is always great fun. When you are with a couple thousand other people that all have the same professional interest as you it gives you the opportunity to share ideas and get charged up. Since this was my third conference I am now meeting up with old friends from all over the United States to share a dinner and some good conversation. New ideas are spawned and another year of charging full speed ahead is always the final result. The conference committee does a pretty good job at keeping the after hour events fun. This year the closing party included the band Los Lobos who had the famed tune "La Bamba" and there was a Halloween pumpkin-carving party. A great time was enjoyed by all who chose to take advantage of the meet-and-greet opportunities.

Our chapter was well represented with 16 members in attendance. The following people were known to have been there: **ASO Corp.'s** Randy DeHetre, Wes Kolod and Lee Stephens; **PGT Industries'** Jeff Cordes CPIM, Phil Safka CPIM, Gene Soltis CPIM and Brad Voss CPIM, Jonah; **Tropicana's** Catherine Cannon CPIM, Larry DeMaria CPIM, Jim Eicken, Glenn Grabau CPIM, Tony James CPIM, Bob Klang, Steve LaVarta CPIM, Tom Reimer and Cindy Rooks.

Next year the conference will be in Nashville, TN. To budget for costs I always figure \$2000 per person which covers the registration fee, hotel, meals and air transportation. You can probably do it for less but this seems to work well for me. I hope you can join me next year for some more validation, education and fun. *

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All material submitted for the January issue of THE NAVIGATOR is due by Thursday, December 20. Advertising space is available with discounts for multiple issues and members. Please address all correspondence to:

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CPIM Review Courses

Schedule Set for Next 3 Modules

Working towards your CPIM Certification? In the Navigator's November issue you read about the work our VP of Education, Jim Brooksher, CPIM, has been doing with Jerry Kilty of Quality Management Solutions to offer all of the CPIM Certification Review Courses for our chapter. Dates have now been set for the next 3 modules, so mark your calendars!

Detailed Scheduling and Planning

Mondays, January 28, Feb. 4 & 11

Location: PGT Industries, Nokomis (I-75 Exit 35A)

Execution & Control of Operations

Mondays, April 1, 8 & 15

Location: PGT Industries, Nokomis (I-75 Exit 35A)

Strategic Management of Resources

Mondays, June 3, 10 & 17

Location: PGT Industries, Nokomis (I-75 Exit 35A)

Current plans are to offer the Basics of Supply Chain Management Review Course in September.

Review Course costs are \$495 and are an excellent way to finish preparing for the exams. We currently have seven students taking the Master Planning of Resources class with Jerry and the feedback from the students has been very positive.

For more information on these classes visit our website www.apicsgulf.org and visit the CPIM Courses section, or contact Jerry Kilty, CPIM, CIRM at (727) 725-7674 to register.*

Please Join Us in Welcoming

Kathleen Gathers

The Hospice of the Florida Suncoast

Lindy Kirkpatrick

Experio Solutions

Mark Wolfram

Technology Performance Group

*Our Newest Members of
APICS Florida Gulf Coast!*

Fundamentals Courses

Time to Register for January Offerings

Manatee Community College is offering two more modules of the APICS Fundamentals of Materials and Operations Management Series starting in January. These classes are designed for people working in the field of materials and operations management or people working in positions that interact with this field who need to learn the basic concepts, techniques and terminology. APICS now also recommends that students take the Fundamentals classes before pursuing CPIM and CIRM certification.

Fundamentals of Operations Management

Tuesdays, January 8 - March 19 at Venice

This course is concerned with the design of systems to produce goods and services and the operation of those systems. It discusses relationships within the company environment, particularly with marketing and product design. Topics covered include facilities planning, total quality management (TQM), cost analysis, project planning and operations resource management.

Topics: Operations Management Overview
Transforming Customer Needs
Design & Selection Processes
Facility Selection and Layout
Ordering Systems
Distribution Systems
Process Improvement and Optimization
TQM and the Supply Chain
Organizational Improvement & Performance Measures

Fundamentals of Planning

Thursdays, January 10 - March 21 at Bradenton

This course introduces participants to the principles of effective planning. The course presents the concepts of planning at each level, from strategic to tactical. Participants work together to solve problems, develop plans, build teams and present solutions.

Topics: Planning Foundations
Long-Range Planning
Forecasting
Sales and Operations Planning
Controlling the S&OP
Making Effective Presentations
Master Scheduling
Future Planning Topics

Tuition for each class is \$295. For more information on these offerings please contact MCC's Jill Leah at (941) 408-1413 or leahj@mcc.cc.fl.us. *

CALENDAR OF EVENTS

DECEMBER -- No MEETING

FUNDAMENTALS OF OPERATIONS MANAGEMENT

DATE JAN. 8 - MAR. 19
PLACE MCC, VENICE CAMPUS
CONTACT JILL LEAH, (941) 408-1413

FUNDAMENTALS OF PLANNING

DATE JAN. 10 - MAR. 21
PLACE MCC, BRADENTON CAMPUS
CONTACT JILL LEAH, (941) 408-1413

JANUARY PDM

DATE THURSDAY, JAN. 17
SPEAKER KEITH LAUNCHBURY, CFPIM, CIRM
TOPIC GLOBAL RESOURCE MANAGEMENT
PLACE ROSEDALE COUNTRY CLUB, BRADENTON

DETAILED SCHEDULING AND PLANNING CPIM REVIEW COURSE

DATE JAN. 28, FEB. 4 & 11
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8AM TO 5PM
CONTACT JERRY KILTY, CPIM, CIRM (727)725-7674

FEBRUARY PDM - TOP MANAGEMENT NIGHT

DATE THURSDAY, FEB. 21
SPEAKER CLAIRE BLOOM, CIRM
TOPIC THE SEVEN SECRETS OF SUCCESS
PLACE SARASOTA HOLIDAY INN OFF I75/UNIVERSITY

MANUFACTURING SIMULATION GAME WORKSHOP

DATE FRIDAY, FEB. 22
SPEAKER CLAIRE BLOOM, CIRM AND KEITH LAUNCHBURY, CFPIM, CIRM
PLACE TBD
TIME ALL DAY

See Page 8 for more information.

MARCH PDM

DATE THURSDAY, MAR. 21
SPEAKER TOM DAVENPORT & FRED TOLBERT

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

Suncoast Workforce 2020

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

Attend any one of 10 Suncoast Workforce 2020 Academies of Learning and discover how to become an employer of choice. Your investment of \$30 and a few short hours of your time will yield a career-full of information and tools you can use to get -- and keep the best personnel in today's changing job market.

Join facilitator Donna M. Long of Kissimmee-based DML Training & Consulting for a rock 'n' roll music-based session full of learning like those she has shared with clients such as Southwest Airlines, McDonalds and Caterpillar. Meet your Suncoast Workforce 2020 specialists, who have the inside scoop on Sarasota and Manatee County resources. Brainstorm with your peers in small groups. And have fun learning.

Breakfast and lunch are included. Just bring yourself. Wear comfy clothes. And know that you'll attend a seminar worth much more than the \$30 fee. Each Academy runs from 8:30am to 4:30pm and includes breakfast, lunch, workbook and a take-back-to-the-office resource guide.

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

Here's the Academies of Learning Schedule:

Mon., Dec. 3	Bent Tree Country Club, Sarasota
Tues., Jan. 8	The Colony Beach & Tennis Resort, Longboat Key
Tues., Jan. 22	Holiday Inn Venice
Tues., Feb. 12	Holiday Inn Riverfront, Bradenton
Tues., Feb. 26	Lakewood Ranch Golf & Country Club, Bradenton
Wed., Mar. 6	Lakewood Ranch Golf & Country Club, Bradenton
Wed., Mar. 20	Holiday Inn Longboat Key
Tues., Apr. 2	Lakewood Ranch Golf & Country Club, Bradenton
Tues., Apr. 23	Stoneybrook Golf & Country Club, Sarasota

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



Any Job is Easier When You Have the Right Tools

New to materials and operations management?

APICS' instructor-led Fundamentals of Materials and Operations Management courses will give you the tools to do the job!

Fundamentals—teaching you the concepts, techniques, and terminology.

Want to improve your performance?

Contact Jill Leah at (941) 408-1413 for more information.

APICS

Priority Code: 037110

Job Opportunity

Pulsafeeder, Inc., a leader in the design and manufacture of pumps, electronic controllers and water treatment systems, has an immediate opening for a

Senior Production Planner

This position will support the manufacturing facility located in Punta Gorda. Requirements include experience in forecasting, inventory control, material planning and production planning. APICS certification a plus.

Competitive pay and benefits. Please send resume and salary history to:

Alison Stelmok, HR Administrator
Pulsafeeder, Inc.
27101 Airport Rd
Punta Gorda, FL 33982-2430

astelmok@pulsa.com
Fax: (941) 575-3811



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 \$

APICS

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. 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.)

- | | |
|---|--|
| <input type="checkbox"/> a. Manufacturing | <input type="checkbox"/> d. Academic |
| <input type="checkbox"/> b. Service | <input type="checkbox"/> e. Government |
| <input type="checkbox"/> c. Consulting | |

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

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

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

- | | |
|---|--|
| <input type="checkbox"/> a. Job Shop | <input type="checkbox"/> e. Repetitive |
| <input type="checkbox"/> b. Process | <input type="checkbox"/> f. Discrete |
| <input type="checkbox"/> c. Remanufacturing | <input type="checkbox"/> g. Nonmanufacturing |
| <input type="checkbox"/> d. Assembly | |

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

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

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

- | | |
|---------------------------------------|----------------------------------|
| <input type="checkbox"/> a. Recommend | <input type="checkbox"/> d. Buy |
| <input type="checkbox"/> b. Specify | <input type="checkbox"/> e. None |
| <input type="checkbox"/> c. Authorize | |

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

- | |
|---|
| <input type="checkbox"/> a. Senior Management
(CEO/VP/General Mgr./Plant Mgr.) |
| <input type="checkbox"/> b. Departmental/Division Management
(Materials Mgr./Operations Mgr./Director) |
| <input type="checkbox"/> c. Functional Management
(Systems Analyst/Scheduler/Planner) |
| <input type="checkbox"/> d. Other Resource Management Professional |

g. Number of Employees at Location (Check one.)

- | | |
|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> a. Under 100 | <input type="checkbox"/> d. 500-999 |
| <input type="checkbox"/> b. 100-249 | <input type="checkbox"/> e. 1,000+ |
| <input type="checkbox"/> c. 250-499 | |

h. Why Are You Joining APICS? (Check all that apply.)

- | |
|---|
| <input type="checkbox"/> a. Networking |
| <input type="checkbox"/> b. Career enhancement/professional development |
| <input type="checkbox"/> c. Certification |
| <input type="checkbox"/> d. Recommended by _____ |
| <input type="checkbox"/> e. Discounts on educational offerings |
| <input type="checkbox"/> f. Keeping up with industry developments |
| <input type="checkbox"/> g. APICS publications/magazines |
| <input type="checkbox"/> h. Chapter activities |
| <input type="checkbox"/> i. Recommended by employer |
| <input type="checkbox"/> j. All of the above |
| <input type="checkbox"/> z. Other _____ |

i. Membership Involvement (Check all that apply.)

Please indicate the chapter activity in which you would like to participate.

- | | |
|--|--|
| <input type="checkbox"/> a. Education | <input type="checkbox"/> f. Seminars |
| <input type="checkbox"/> b. Publicity | <input type="checkbox"/> g. Treasurer |
| <input type="checkbox"/> c. Programs | <input type="checkbox"/> h. Secretary |
| <input type="checkbox"/> d. Membership | <input type="checkbox"/> i. Newsletter |
| <input type="checkbox"/> e. Employment | |

i. How many years have you been in the resource management field?

- | | | | |
|---|-----------------------------------|------------------------------------|-----------------------------------|
| <input type="checkbox"/> 4 yrs. or less | <input type="checkbox"/> 5-8 yrs. | <input type="checkbox"/> 9-14 yrs. | <input type="checkbox"/> 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

Lee Stephens, ASO Corporation

Gene Soltis, CPIM
PGT Industries

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

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

This month's Company Coordinator is Lee Stephens from ASO Corporation. Lee moved around a bit in his younger years because his father was in the Air Force. He resettled in Florida in 1992, and he is currently the Inventory Control Procurement Manager at ASO. He handles inventory control, planning, scheduling, procurement and purchasing for ASO's Sarasota location. ASO is based in Japan and has manufacturing facilities in El Paso, the Philippines and the Netherlands. ASO Corporation employs about 200 people locally and manufactures private label bandages. He is a single father of two children. With his work and family responsibilities it is difficult to find free time, but he is trying to play some golf.

Lee attended the national conference in San Antonio and I know he came back with a lot of things that he can apply to his job at ASO.

Many thanks from the Board of Directors for the help Lee is giving us as a Company Coordinator at ASO Corporation. Also thanks to ASO for having the foresight to obtain a corporate membership and encouraging their employees to advance their education.

Please let me know if you are interested in becoming a Company Coordinator. Even if you are the only APICS member at your company, you can still provide valuable information to your co-workers on programs we have that would benefit their careers and the company for which you work. *

And Speaking of Volunteers...

Warm Welcome to
Ray DeLance

APICS Region 4 Vice President

Ray recently transferred to our chapter from the East Coast of Florida. Welcome to the Gulf Coast!

Company Coordinators

ASO CORPORATION
Lee Stephens (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

THE MANUFACTURING SIMULATION GAME

One-Day Workshop

Friday, February 22, 2002

The Manufacturing Simulation Game is a powerful instructional tool for teaching the fundamentals of manufacturing planning and control and the principles of Just-In-Time operations. Participants are led through three weeks in the life of the Lightning Bolt Company as it evolves from a make-to-stock environment, driven by schedules, to a make-to-order operation, driven by Kanban.

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

The Manufacturing Simulation Game enables participants to discover practical ways to:

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

Space is limited to 28 seats, so register now! Cost is \$195 and includes lunch. Location will be announced as soon as it is finalized. To register contact Dan Johnson at djohnson@taylormarine.com or (941) 782-3306.