

## Supply Chain Management: What You Need to Know to Make it Work



November 21<sup>st</sup> Professional Development Meeting

Joint Meeting with ISM Ft. Myers Affiliate

Guest Speaker: Wm. Frank Quiett, C.P.M., A.P.P.

Join Us in  
North Port  
just off  
Exit 179

Frank will speak to us on the philosophy and methodology of Supply Chain Management and explain it in real-world terms that have actually been applied successfully at United Space Alliance. Further, Frank will provide us with expanded definitions of our standard terminology that is necessary if we are to successfully understand what Supply Chain Management is, what it can do and how it works.

This is a hands-on presentation, not a consultant's view, so bring those Senior Managers who have been talking about Supply Chain Management and give them a chance to hear from someone who has "been there and done that". Come join us as we move Supply Chain Management from the "buzz-word" level of knowledge to the "application" level of knowledge. You will learn what really makes it work!

**Speaker:** Wm. Frank Quiett, C.P.M., A.P.P. is a Strategic Sourcing and Supply Chain Management Project Lead for United Space Alliance, NASA's prime contractor for the Space Shuttle Manned Flight Program. His responsibilities include Project Lead for the Supply Chain Optimization Project at Kennedy Space Center in addition to developing a strategic sourcing initiative. Frank is also working with the Supply Chain Council, and international not-for-profit group of industry leaders, in the development of adding a Collaboration element to the SCOR model. Frank is the author of "The ABCs of Supply Chain Management" which appeared in the April 2002 issue of Inside Supply Management and "Embracing Supply Chain Management" which appears in the September/October issue of Supply Chain Management Review.

This meeting will provide 1 Certification Maintenance point for CPIM/CFPIM, and 1 CEU hour towards C.P.M./A.P.P. recertification.

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**Registration** starts at 5:30pm at Bobcat Trail in North Port. Dinner will be served at 6:00pm, and the presentation will begin at 6:30pm. Fill out a survey at the end of the presentation to be eligible for a door prize - your choice of an APICS baseball cap or a soft-sided APICS cooler.

**Reservations** must be made by Tuesday, November 19 before 12 noon. Cost is \$20 for members, \$25 for non-members and \$10 for students. To reserve your spot, contact Dan Johnson at [reservations@apicsgulf.org](mailto:reservations@apicsgulf.org) or (941) 751-6131 x231. Cancellations must be received by 12 noon on Wednesday, November 20. Please note that no shows will be billed.

**Directions** to Bobcat Trail 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 January issue of THE NAVIGATOR is due by Wednesday, December 18. Please address all correspondence to:

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## President's Corner

### Conference Highlights

Tina Jensen, CPIM  
PGT Industries

I just returned from the APICS International Conference & Exposition in Nashville, TN and was happy to see many of our chapter members there also. For those of you who were unable to attend, I will give you some highlights of the event.

Katrien Dolk-Etz, our VP of Marketing, and I attended the Volunteer Leadership Workshop on Saturday. This workshop is designed to provide chapter leaders with information, tools, and ideas to better manage their organization. We were given updates from Society, and they announced that they are changing the APICS mission statement and title to focus on Production Control and Inventory Management. We will no longer be known as "The Educational Society For Resource Management", but the new title has not yet been chosen. Our chapter was also recognized for demonstrating exemplary standards in chapter administration and newsletter and website presentation for the 2001-2002 chapter year. We were given the Gold Award for our Passport to Future Improvement Program and the Fit-to-Print Award for our newsletter and website.

The conference was kicked off on Sunday with a fantastic general session speaker, Steven Lundin, Ph.D. the coauthor of FISH! A Remarkable Way to Boost Morale and Improve Results. He had the audience laughing and crying at his very funny and moving experiences in life and at work. Jim McCann, CEO of 1-800-FLOWERS.COM spoke the following day and was just as entertaining. He shared his keys to success in building his single Manhattan floral shop into an international gift-giving business using unique retailing ideas and e-commerce. Glen Barton, CEO of Caterpillar Inc. explained the positive impact Lean Manufacturing and Six Sigma has had on the profits and management of their company. The final speaker, William Taylor, cofounder of Fast Company magazine, gave some great examples of how companies beat out the competition using original ideas that focus on the customer's needs.

The educational sessions covered many subjects but the hot topics seemed to be Lean Manufacturing, Sales and Operations Planning, and Collaborative Supply Chain Planning. There were also many very good sessions for personal and professional development. I did not attend the tours at the Saturn plant or the OshKosh B'Gosh plant but wished I had. These tours booked up very quickly!

We also visited the Exposition, where every kind of software company was represented, and the APICS Resource Center where you could buy books and APICS specialty items and get information about certification. They also held live demonstrations

*Continued on Page 4*

# Programs Report

*Learn From Others*

Dan Johnson  
Ameritex Technologies

Hello everybody! Well, if you were not at our October plant tour at Eaton Aerospace you missed out on a great experience. The beautiful weather permitted us to have our dinner outside on their patio before being led on an extensive tour of their facility. Special thanks to Jaunty Rutter for his help coordinating, Steve Akel and Tommie Anderson for conducting the tour. It was very informative and everyone was really impressed by the operation. They are putting into practice many of the philosophies and procedures we all read about in our *APICS Advantage* magazine. Next time we schedule a plant tour be sure to sign up. You can always learn something by seeing what others are doing. Congratulations to George Pastujov for having his name drawn for the door prize.

Our November PDM promises to be another great PDM. We will be meeting down in North Port at Bobcat Trail. This will be a joint meeting with ISM. We always look forward to gathering with other groups and learn from their perspective of business. Be sure to register early.

Take care and see you next month at Bobcat Trail! \*

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## Electronic Mailing List

*Do We Have Your eMail Address?*

Have you joined our electronic mailing list? Last month APICS ran a last minute membership renewal program to celebrate APICS' 45th anniversary, and members were invited to renew at a savings of \$50 off regular rates. This announcement came out two weeks after the Navigator had been published, but expired on October 31st.

So how do we get the word out to our members?

Two ways: One is by updating the chapter website [www.apicsgulf.org](http://www.apicsgulf.org). Those of you who have the site bookmarked and visit regularly would have seen the news.

The second way is by sending an email to everyone on our electronic mailing list. Unfortunately, APICS does not provide us with email addresses in the membership updates, so we've had to build this list manually.

If you're not currently receiving emails from us and would like to be added, visit our website [www.apicsgulf.org](http://www.apicsgulf.org) to add your name to the list. Or you can send an email to [MailingList@apicsgulf.org](mailto:MailingList@apicsgulf.org) with the word "subscribe" in the subject line. \*

## CALENDAR OF EVENTS

NOVEMBER PDM / JOINT WITH ISM FT. MYERS

DATE THURSDAY, NOVEMBER 21  
TOPIC SUPPLY CHAIN MANAGEMENT: WHAT YOU NEED TO KNOW TO MAKE IT WORK  
SPEAKER W. FRANK QUIETT, C.P.M.  
PLACE BOBCAT TRAIL, NORTH PORT  
TIME 5:30PM REGISTRATION  
COST \$15 MEMBERS / \$25 NON-MEMBERS  
\$10 STUDENTS  
CONTACT DAN JOHNSON, (941) 751-6131 x231  
OR EMAIL [RESERVATIONS@APICSGULF.ORG](mailto:RESERVATIONS@APICSGULF.ORG)

DETAILED SCHEDULING & PLANNING CPIM REVIEW COURSE

DATE DEC. 2, 9 & 16  
PLACE PGT INDUSTRIES, NOKOMIS  
TIME 8AM TO 5PM  
COST \$495 INCLUDING PARTICIPANT GUIDE  
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

JANUARY PDM / JOINT WITH ASQ

DATE THURSDAY, JANUARY 16  
TOPIC PROJECT MANAGEMENT  
SPEAKER HIDAYET L. KUTAT  
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON  
TIME 5:30PM REGISTRATION  
6PM DINNER  
6:30PM PRESENTATION  
COST \$15 MEMBERS / \$25 NON-MEMBERS  
#10 STUDENTS  
CONTACT DAN JOHNSON, (941) 751-6131 x231  
OR EMAIL [RESERVATIONS@APICSGULF.ORG](mailto:RESERVATIONS@APICSGULF.ORG)

FEBRUARY PDM / 4 HOUR - MINI-SEMINAR

DATE THURSDAY, FEBRUARY 20  
TOPIC LEAN MANUFACTURING PRINCIPLES & TECHNIQUES  
SPEAKER JOHN MARTIN, CFPIM  
PLACE PGT INDUSTRIES, NOKOMIS  
TIME TBD  
CONTACT DAN JOHNSON, (941) 751-6131 x231  
OR EMAIL [RESERVATIONS@APICSGULF.ORG](mailto:RESERVATIONS@APICSGULF.ORG)

EXECUTION & CONTROL OF OPERATIONS CPIM REVIEW COURSE

DATE FEB. 24, MAR. 3 & 10  
PLACE PGT INDUSTRIES, NOKOMIS  
TIME 8AM TO 5PM  
COST \$495 INCLUDING PARTICIPANT GUIDE  
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

## Job Opportunities

### Industrial Component Cataloging Specialist

Tropicana, the world's leading juice supplier, is searching for an industrial component (MRO) cataloging specialist for a temporary contract assignment lasting 6 to 12 months. The successful candidate will have 3-5 years in a high volume industrial environment responsible for the development of material item master data for MRO components or the development of descriptive data for cross referencing catalog data for an industrial component distributor. Candidate must be proficient in MS Word, Excel, Internet search and research, and have proven skills in determining material cross references from a variety of sources. CMMS experience would be a plus. SAP MM experience an additional plus.

Position is at the Bradenton, Florida facility.

Please contact Elham Ketchum at Kelly Services 941-756-7656 to provide a resume for consideration.

**Visit [www.apicsgulf.org](http://www.apicsgulf.org)  
For More Job Opportunities**

## President's Corner

*Continued from Page 2*

contrasting a typical mass production process with a lean manufacturing process.

Of course there was time for fun, too! The opening reception was at Jillian's at the Opry Mills Mall where we ate, drank, played games, bowled and danced. We had a great time meeting new people and getting to know others on a more personal basis. The closing reception on Tuesday night included a fantastic concert featuring Felix Cavaliere and The Temptations. Some attended the Grand Ole Opry, but I took the General Jackson paddleboat down the Cumberland River. They served us a scrumptious meal and put on an entertaining stage show with singing and dancing.

I was exhausted by the time I arrived home on Wednesday night but was glad I got the opportunity to experience this international event. I met lots of interesting people, got some new ideas to take back to work and to the chapter, and saw a little bit of Nashville including the beautiful Gaylord Opryland Resort and Convention Center, the largest hotel in the world. It is so big they give you a map to find your way around and I still got lost!

If you didn't get to attend this conference, start planning for the 2003 conference in Las Vegas October 6<sup>th</sup> – 9<sup>th</sup>. I'm sure it will be even bigger and better than this one! ✨

## Sharpen Your Professional Edge



The Certification Maintenance Program was developed for CPIM and CFPIM designees to maintain the currency of your hard-earned credentials. The program encourages you to expand your knowledge of the latest industry practices, learn new technology solutions, and leverage skills to improve your job performance.

Earn points through a variety of professional development activities to sharpen your professional edge, including

- APICS membership\*
- APICS International Conference & Exposition
- APICS seminars and workshops
- APICS educational courses
- CIRM exams.

Start earning points toward Certification Maintenance today! Visit [www.apics.org/certmain.asp](http://www.apics.org/certmain.asp) for a list of eligible professional development activities and to download a *Certification Maintenance Bulletin*.

\*Become an APICS member or renew your membership and earn six points per year toward maintaining your certification. Visit [www.apics.org](http://www.apics.org) to join the APICS community.

**APICS.**

Priority Code: LDF32A

# 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

**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.**

## Member Spotlight

*Carol Mosley, Teleflex Electronic Systems*

Gene Soltis, CPIM  
PGT Industries

I want to introduce a new Company Coordinator for our chapter. Her name is Carol Mosley and she works for Teleflex in Sarasota. Teleflex is a manufacturer of instrumentation for the marine and industrial market. They service such prestigious customers as Searay, John Deere and Caterpillar. The location in Sarasota has sales of about \$35M and employs over 200 people.

Carol is the Inventory Control Coordinator. Along with other responsibilities she has charge of cycle counting and the Kanban program. She started with Teleflex in 1973 in the stockroom and worked her way up. Most recently she was a buyer before going into Inventory Control. She was first involved in APICS in the early 1990's and after an absence has recently rejoined as an individual member. She wants to advance her education in inventory control, warehouse management and repetitive manufacturing. Carol has not taken any APICS courses yet but is interested in pursuing the Fundamentals classes. Eventually she would like to work toward her certification.

Carol is a Florida native from Bradenton. She is married and has a daughter who is 21 and attending Manatee Community College. Carol and her family live on the Little Manatee River and have a pontoon boat. They of course enjoy boating as well as camping.

The longer I am involved with APICS the more I hear the resounding theme, advance my education. I feel it is significant that a lot of people in the Chapter and APICS at large have this desire to advance themselves and learn more and not just rest on their laurels and only do the job they were assigned for the moment. The Board of Directors of the Florida Gulf Coast Chapter of APICS would like to thank Carol for volunteering to help us out as a Company Coordinator. We would also like to thank Teleflex for maintaining a corporate membership and recognizing that an educated workforce is a highly productive workforce. \*

## Company Coordinators

### ASO CORPORATION

Lee Stephens (941) 379-0300

### EATON AEROSPACE

LAURA WOODSON (941) 751-7120

### FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

### FOX ELECTRONICS

Joe Denison (941) 693-0099

### PGT INDUSTRIES

Jeff Cordes, CPIM  
(941) 486-0100

### TELEFLEX ELECTRONIC SYSTEMS

Carol Mosley (941) 907-1000

### TROPICANA

Gene Griffin, CPIM  
(941) 742-3250

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  
 4023 Landor Court  
 Venice, FL 34293

Looking for direction?

**APICS**  
 Florida Gulf Coast

**THE NAVIGATOR**

Volume 2, Issue 3      [www.apicsgulf.org](http://www.apicsgulf.org)      November 2002

**Supply Chain Management: What You Need to Know to Make it Work**

LOCATION:	Bobcat Trail, North Port	DATE:	November 21, 2002
SPEAKER:	Wm. Frank Quiett, C.P.M., A.P.P.	TIME:	5:30pm Registration
COST:	\$20 members / \$25 non-members		6:00pm Dinner
			6:30pm Presentation

**Directions to the Meeting:**

**From Bradenton:**

Take I-75 South to Exit 179 Toledo Blade Blvd. Turn right onto Toledo Blade, and drive approximately 3 miles. Bobcat Trail will be on your left - follow the trail until you get to the Country Club on the left.

**From Naples:**

Take I-75 North to Exit 179 Toledo Blade Blvd. Turn left onto Toledo Blade, and drive approximately 3 miles. Bobcat Trail will be on your left - follow the trail until you get to the Country Club on the left.