

Eaton Aerospace

October 17 Plant Tour

Eaton Aerospace's 125,000 square foot plant in Sarasota become operational in 1978 and today this vertically integrated facility has 330 talented associates employed in the design, development and manufacture of Power and Load Management Systems, Sub-Systems and Components.

The Sarasota facility serves diverse and challenging markets. Through the consolidation of resources and expertise, Eaton Aerospace has become recognized as a center of excellence in performance rated products designed for use in extreme environments with stringent operating characteristics. Product designs incorporate the following core technologies:

- Proven switching mechanisms
- Power and logic switching
- ARC science expertise
- Environmental and high-voltage



Eaton Aerospace, Sarasota, FL

Products manufactured in the Sarasota location use a variety of materials, platings, finishings and assembly techniques using in-house resources. Products are focused on meeting the unique high performance needs of the Military and Commercial Aerospace as well as the Off-Highway Heavy Equipment markets.

INSIDE THIS ISSUE

- 2 Contacts
- 2 President's Corner
- 3 Programs Update
- 3 Calendar of Events
- 4 Job Opening
- 5/6 Membership Application
- 7 Member Spotlight
- 7 Company Coordinators
- 8 Directions to PDM

Registration starts at 5:30pm at Eaton Aerospace in Sarasota. Dinner will be at 6:00pm, and the Plant Tour will begin at 6:30pm. Fill out a survey at the end of the tour 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, October 15 before 12 noon. Cost is \$10 for members, students and non-members. To reserve your spot, contact Dan Johnson at reservations@apicsgulf.org or (941) 751-6131 x231. Cancellations must be received by 12 noon on Wednesday, October 16. Please note that no shows will be billed.

Directions to Eaton Aerospace can be found on Page 8.

Contacts

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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 November issue of THE NAVIGATOR is due by Wednesday, October 30. Please address all correspondence to:

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President's Corner

Got Certification? Don't Lose It!

Tina Jensen, CPIM
PGT Industries

In August 1997, the APICS Board of Directors approved the decision to implement a Certification Maintenance program for CPIM and CFPIM certifications that became effective on January 1st, 1998. This program was established to enable individuals with certification to demonstrate currency in their field and to encourage commitment to lifelong learning through professional development activities. Every five years following initial certification, participants are required to maintain their certification status through a points system of 75 points for CPIM or 100 points for CFPIM.

If you were certified before 1998, you must earn your points by the end of the same month your certification was earned in 2003. For example, if you received your certification on June 15th, 1994, you must submit your Professional Development Journal and your Certification Maintenance Application to APICS Society by June 30th, 2003. If you fail to earn the required points or miss the submission deadline, your certification will be suspended as of July 1st, 2003. To reinstate your certification, you will be required to earn the required points plus an additional 15 points each year for every year that your certification maintenance lapses. If your certification lapses for five years past your suspension date, you must pass all of the required certification exams again.

You can earn your required points through involvement in the following four categories:

Continuing Education

You earn one point per instructional hour for attending any educational program or course that directly relates to resource management. This includes attendance at our chapter's monthly Professional Development Meetings, our CPIM certification review courses and our Fundamentals courses. This is a great way to stay current in the resource management profession, expand your knowledge base, and learn about best practices at other companies.

Presentations, Publications, and Educational Development

You can earn two points per instructional hour for conducting courses, instructional meetings, seminars, workshops, and presentations directly related to resource management. This is your opportunity to share your knowledge with others. Our chapter is always looking for instructors to teach our CPIM certification review courses and Fundamentals courses. If you are interested in teaching please contact Jim Brooksher, our VP of Education or me.

You can also earn two points for every article, directly related to resource management, published in a book, booklet, magazine, or newsletter. Katrien Dolk-Etz, our VP of Marketing and Publicity, would be happy to review any articles you would like to submit for publication in our chapter's monthly newsletter. We are always

Continued on Page 3

Programs Report

Learn From Others

Dan Johnson
Ameritex Technologies

Greetings! We held our first Professional Development Meeting of the 2002-2003 year at Rosedale Country Club on Thursday, September 19. Our invited speaker was Dr. Steven Melnyk, CPIM from Michigan State University. His presentation on managing and understanding metrics was well received and the information was pertinent to everyone's secular position. All in attendance had a good time, a good meal, and a great education. If you weren't there, you really missed out.

Now, on to our next event!

Question: Who can learn from what others are doing?

Answer: Everyone! We will be taking a plant tour at Eaton on Thursday, October 17. Plant tours are fantastic for opening an exchange of ideas and observing others' successes. Everyone should encourage as many people as possible to attend. You never know - you may see something they are doing that will make a positive change in the way your company conducts business. You would be a hero! But you won't know if you're not there. Mark it on your calendars and don't forget to register. Send email to reservations@apicsgulf.org.

Until next month! ✱

**Download
Dr. Melnyk's
Presentation
www.apicsgulf.org**

Website Calendar

Have You Seen The Latest Changes?

Katrien Dolk-Etz, CPIM
PGT Industries

We've been working slowly but surely to add more information in a timely fashion to our website - have you seen the changes?

In last month's Navigator and again in this month's, you've read about improving partnerships with other local professional organizations. We recognize that your free time is limited, and going to multiple dinner meetings each month just isn't feasible for most people. Our website now has a Calendar section which shows our chapter events, but also those of Institute for Supply Management (formerly NAPM), Ft. Myers affiliate, and the American Society for Quality (ASQ), Manasota section.

Visit the Calendar, and if you see something you'd like more information on, simply click on the text and the details will appear. We hope this will help you make a more informed decision on which events to participate in on a monthly basis.

If you have any comments or suggestions about our website, please send email to webmaster@apicsgulf.org.

Visit us today! www.apicsgulf.org ✱

CALENDAR OF EVENTS

FUNDAMENTALS OF MANUFACTURING CONTROL
DATE *CHANGED* WILL START IN JAN '03
PLACE MCC, PGT INDUSTRIES, NOKOMIS
TIME 4PM TO 7PM
COST \$295
CONTACT JILL LEAH, (941) 408-1413

FUNDAMENTALS OF INVENTORY CONTROL
DATE OCT. 10 - DEC. 19
PLACE MCC, BRADENTON CAMPUS
TIME 6PM TO 9PM
COST \$295
CONTACT JILL LEAH, (941) 408-1413

MASTER PLANNING OF RESOURCES CPIM REVIEW
COURSE
DATE OCT. 7, 14 & 21
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8AM TO 5PM
COST \$495 INCLUDING PARTICIPANT GUIDE
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674

OCTOBER PDM

DATE THURSDAY, OCTOBER 17
TOPIC PLANT TOUR
PLACE EATON CORPORATION, SARASOTA
TIME 5:30PM
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

NOVEMBER PDM / JOINT WITH ISM FT. MYERS

DATE THURSDAY, NOVEMBER 14
TOPIC TBD
SPEAKER TBD
PLACE BOBCAT TRAIL, NORTH PORT
TIME 5:30PM REGISTRATION
COST \$15 MEMBERS / \$25 NON-MEMBERS
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL 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
COST \$15 MEMBERS / \$25 NON-MEMBERS
CONTACT DAN JOHNSON, (941) 751-6131 x231
OR EMAIL RESERVATIONS@APICSGULF.ORG

Job Opportunities

Material Planner

Breed Technologies in Lakeland has an opening for a Material Planner. The individual must be very familiar with Production control functions and Pull systems in a manufacturing environment. Must be well organized, highly motivated and work well in a team environment.

Visit www.apicsgulf.org for a more detailed description of duties and responsibilities. For consideration, please forward your resume to Milo Ringe at ringem@breedtech.com.

Planner

Eaton Aerospace is looking for an experienced Planner to work in its manufacturing facility in Sarasota. The Planner will be responsible for planning, directing, and coordinating inventory control activities in support of the production and shipping plans. Dynamics of this position require an individual who can make a positive impact on customer On Time Delivery by influencing change without direct authority over other areas.

For consideration, send your resume to Jaunty Rutter at JauntyRutter@eaton.com, or fax to (941) 751-7122.

Production Planner

Create and manage program schedules in ERP system. Ensure material availability to support production schedules. Manage material receipts so that kits are released on-time and inventory turns are high for programs. Manage material costs of programs. Monitor work in progress for production output. Make shipments that meet customer and company requirements. Coordinate with other departments to resolve issues in support of customer needs. This position is located in Tampa, close to I-75.

For consideration contact Cindy Hicks of Hicks & Associates at (941) 379-9279 or send email to cindyjhicks@yahoo.com.

President's Corner

Continued from Page 2

looking for ways to increase our value to our members through our communications and we welcome your contributions.

Service to the Resource Management Professional

You can earn a varying amount of points for serving as an officer or member of a governing board or committee at the chapter, region, or society levels. Here is your chance to make a difference in our chapter by volunteering to help run the organization. Your participation not only benefits our members, but can also be a beneficial experience for you. Serving on our board is a great way to learn how to run a business and develop business contacts outside your company. Please contact any board member if you are interested in helping us.

Professional Membership

You earn six points per year for renewing your membership with APICS. You can also earn one point per year for membership in another resource management-related national or international organization like ISM. Our chapter is forming educational partnerships with other professional organizations like ISM, SAMA, and ASQ this year. We have already planned joint Professional Development Meetings and courses with these organizations in order to expand our members' exposure to professions related to the resource management field. If you need information about your membership renewal, please contact Gene Soltis, VP of Membership.

You have lots of opportunities to earn your required points by participating in our chapter. Visit our chapter's website and read our newsletters for information on our meetings and course offerings. If you make a commitment to be active in our chapter, maintaining your certification will be no problem! *

October Webinar

Register for "The Pull System Mystery Explained: Drum Buffer and Rope with a Computer" Webinar on October 16, 2002, at 2:00 p.m. Explore the underlying basis for "pulling" product through a factory. Examine why pull systems should be the heart of a synchronized factory instead of merely scheduling or shop floor control tools. Discover how pull systems enable your organization to reduce manufacturing cycle times, decrease inventory levels, and meet customer lead-time commitments. Visit apics.webex.com to register and for complete details.

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

Laura Woodson, Eaton Aerospace

Gene Soltis, CPIM
PGT Industries

I want to introduce a new Company Coordinator for our chapter. Her name is Laura Woodson and she works for Eaton in Sarasota. It is kind of appropriate timing as our plant tour this month will be at Eaton. Laura is a Customer Service Representative at Eaton. Eaton, as I am sure you well know, is a very large and influential aerospace component manufacturer and contractor. In Sarasota they make power load management units for the aerospace and construction industries. They manufacture switches and relays. There are 550 employees in the Sarasota plant which is a large presence in our area. Eaton is of course a multi billion-dollar Corporation.

Laura moved to Florida in 1987. She is originally from Michigan and graduated from Michigan State University. She is married and has three children. Laura has decided to take up motorcycling to join her husband in the pleasure of riding. She became involved with APICS in 1989 to broaden her experience in the manufacturing process. She has two modules to go to complete her CPIM.

It is significant to note that large Corporations such as Eaton and Tropicana/Quaker realize and emphasize the importance of APICS education for their workforce. The Board of Directors of the Florida Gulf Coast Chapter of APICS would like to thank both Laura Woodson for volunteering to be a Company Coordinator and Eaton for maintaining a corporate membership.

I look forward to seeing all of you at the Eaton plant tour. ✨

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

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
 4023 Landor Court
 Venice, FL 34293



Looking for direction?

APICS
Florida Gulf Coast

THE NAVIGATOR

Volume 2, Issue 2 www.apicsgulf.org October 2002

Eaton Aerospace Plant Tour

<p>LOCATION: Eaton Aerospace 2250 Whitfield Ave, Sarasota</p> <p>COST: \$10 members / \$10 non-members</p>	<p>DATE: October 17, 2002</p> <p>TIME: 5:30pm Registration 6:00pm Dinner 6:30pm Plant Tour</p>
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Directions to the Meeting:

From Bradenton:

Take 301 Southeast. Turn right onto Whitfield Avenue. Eaton Aerospace will be on your left - the entrance is just past Eaton's sign.

From Naples:

Take I-75 North to Exit 213 University Parkway. Turn left onto University Parkway. Just after the railroad tracks, turn right onto US-301. Turn left onto Whitfield Avenue. Eaton Aerospace will be on your left - the entrance is just past Eaton's sign.

