

October PDM



Sun Hydraulics Plant Tour (buildings and operations)

Thursday, October 21st - 6:00 PM

Sun Hydraulics manufacturing facility presents an absolutely astounding real life implementation of all the best concepts from Lean Manufacturing, JIT, MRP, robotics and CNC industrial automation. They are entirely a make-to-order environment with a very minimum backlog of orders. Raw materials are delivered daily with no more than 48 hours on hand at a time.

CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 5:30 pm at Sun Hydraulics. 6:00pm overview and tour. 7:15pm pizza and networking.

Reservations must be made by Tuesday, October 19th. Cost is \$10 for members, non-members and students. To reserve your spot, contact Jeff Cordes at reservations@apicsgulf.org or (941) 486-0100 x2912. Cancellations must be received by Wednesday, October 20th. Please note that no shows must be billed.

Directions to Sun Hydraulics can be found on Page 8.

About Sun Hydraulics: Sun Hydraulics is a leading designer and manufacturer of high-performance screw-in hydraulic cartridge valves and manifolds. Headquartered in Sarasota, Florida, Sun has facilities in the United States, England, Germany, and Korea, as well as a joint venture company in China.

In business since 1970 and a public company since 1997 (NASDAQ: SNHY), Sun sells its products globally, primarily through independent distributors, to diverse markets of mobile and industrial equipment and machinery manufacturers.

INSIDE THIS ISSUE

- 2** Contacts
- 2** Officer's Corner
- 3** APICS Membership Grows
- 3** Calendar of Events
- 3** Win a Free Cruise!
- 4** Choose the Path to Professional Success
- 5/6** Membership Application
- 7** Job Opportunities
- 7** Company Coordinators
- 8** Directions to PDM

Manufacturing: Sun Hydraulics is a process intensive manufacturing company that extensively employs computer numerically controlled (CNC) machinery and robotics. Automation is utilized throughout manufacturing areas to ensure consistent product replication and to promote manufacturing efficiencies and workplace safety. Where commercial machinery is not available for specific manufacturing or assembly operations, Sun Hydraulics often designs and builds its own machinery to perform these tasks. The Company has the ability to manufacture all components of its products with the exception of raw materials, springs and seals.

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 20. Please address all correspondence to:

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Voice: (941) 742-2784
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virginia.behr@tropicana.com

Officer's Corner

Jim Bedell, CPIM
VP Marketing & Publicity

Recently, I have had the opportunity to represent the Chapter on the Sarasota County Committee for Economic Development's Specialty Manufacturing Cluster – a group chartered to revitalize, publicize, advocate, and otherwise strengthen the manufacturing sector in our Gulf Coast area. As one result of this involvement, our September Professional Development Meeting (PDM) evolved into a joint meeting of seven professional, educational, and governmental organizations – the purpose of which was for all of us to learn about each group and its products and mission.

With over 100 attendees and an excellent range of speakers, plus ample opportunities for networking, the evening was a rousing success. There are now many, many more manufacturing-related people in our area who know about APICS and our mission and educational programs. There are many APICS members who learned about the others.

Membership in almost all professional societies has declined dramatically. Manufacturing companies are shifting production overseas, down-sizing, and consolidating management and some support functions in our geographic area. It feels like a business earthquake – and to top it off, hurricanes have destroyed or severely damaged many manufacturers in our area.

As I helped setup the joint meeting, I kept hearing Ben Franklin addressing an incredibly disparate and desperate group signing the Declaration of Independence, when he said ***"We must all hang together, or, most assuredly, we shall all hang separately."*** As APICS members, we must promote our Body of Knowledge into companies well beyond our current membership. We must utilize what other local groups have to offer us -- SAMA's advocacy of tax and other economic reform and legislation, for example; or the CED SMC's development of a "manufacturing capabilities index" for our area, which can help us choose local suppliers or sell to local customers not only our products, but also our excess capacities.

We are embarking on a critical year for the survival of our APICS chapter and our manufacturing community. How well we "hang together" within APICS and, especially, with the other manufacturing- and inventory-focused societies may well determine the quality of our individual and company futures.

We will try innovative techniques and activities to reach beyond our traditional market. We will invite non-members into our Production and Inventory Management community.

Think about what you might do to help; then tell us by contacting any board member.

APICS Membership Grows

Congratulations to our members who have recently been awarded the CPIM designation by APICS. Great job!!!

Also, Florida Gulf Coast is proud to welcome new members to the local chapter. We look forward to meeting and working with all of you!



Win a Free Cruise!

Katrien Dolk-Etz, CPIM

Many of you have already attended our annual June sunset cruise on Sarasota Bay and had a great time. For those of you who haven't made it to this event, it's a fun, relaxing evening out - with no speaker, so you can bring your significant other without them getting bored. This year we're going to make it even easier for you to attend - here's all you have to do!

We'll be paying attention to participation in chapter activities for the chapter year, and then your Board of Directors will be voting on who has earned the Member of the Year and Company of the Year awards. The Member of the Year will win a voucher for our June cruise, and vouchers will be sent out to Company of the Year recipients. Company Coordinators - this is your chance to help your company shine, and win yourself one of those vouchers too!!

Don't want to leave your chances up to a Board of Directors vote? All you have to do is attend all of our Professional Development Meetings between November and May. You'll learn a thing or two, network with other area professionals, all while enjoying a good dinner. Then we'll give you a voucher to join our June cruise!

Let's fill up that boat!

Calendar of Events

October PDM - Sun Hydraulics Plant Tour

Date Thursday, October 21, 2004
Topic Experience industrial automation/lean manufacturing, JIT, MRP at its best!
Place Sun Hydraulics, Sarasota
Time 5:30pm Registration
Cost \$10
Contact Jeff Cordes, (941) 486-0100 x 2912
or eMail Reservations@apicsgulf.org

2004 APICS INTERNATIONAL CONFERENCE & EXPO

Date October 10 -October 13
Place San Diego, California
Cost \$1,249 members / \$1,349 non-members
Contact APICS Customer Support
at (800) 444-APICS (2742)
www.apics.org/Conf&Expo/registration/step1.asp

BASICS OF SUPPLY CHAIN MANAGEMENT APICS CERTIFICATION REVIEW COURSE

Date: October 18, 25 and Nov 1.
Place: PGT Industries, Nokomis
Time: 8:00 AM - 5:00 PM
Cost: \$525
Contact for registration and questions:
Jerry Kilty, CFPIIM, CIRM (727)725-7674 or
email cpim@apicsgulf.org
no later than Thursday, Oct 14th

FUNDAMENTALS OF PLANNING APICS FUNDAMENTALS COURSE

Date: October 19, 26, Nov 2, 9, 30, & Dec 7
Place: PGT Industries, Nokomis
Time: 8:00 AM - 12:00 noon
Cost: \$525
Contact for registration and questions:
Jerry Kilty, CFPIIM, CIRM (727)725-7674 or
email cpim@apicsgulf.org
no later than Thursday, Oct 14th

November PDM - A changing workforce.

Date Thursday, November 18, 2004
Topic The Changing Nature of The Workforce:
Today's Generations at Work.
Speaker: Jay Jamrog, Director of HR Institute
Place Rosedale Country Club
Time 5:30pm Registration
Cost \$15 members, \$25 non-members
Contact Jeff Cordes, (941) 486-0100 x 2912
or eMail Reservations@apicsgulf.org

A Message from



Bookstore:

After an extensive review and analysis of the APICS bookstore operations, APICS has concluded that it will discontinue offering general business book titles. APICS will continue to sell its courseware and certification materials, including primary and secondary references. Due to the competitive nature of today's book-selling marketplace, the sale of general business books is no longer profitable for APICS and will be phased out. APICS will focus its resources in areas that will better serve its members and customers.

The APICS bookstore began an inventory liquidation clearance to the public on September 1, so stock up on manufacturing industry classics, best-sellers, and new releases before inventory runs out. Place your order today, while the most popular books are still available.*

To order, visit the APICS bookstore at: www.apics.org/bookstore/clearance/ or call APICS customer support at (800) 444-APICS (2742) or (703) 354-8851 and reference campaign code SAVE\$\$.

*Courseware and certification materials are not included in this sale. All sales are final. Because APICS is liquidating this inventory, returns, refunds, or exchanges will not be accepted on clearance items.

LOCAL CAREER OPPORTUNITIES,

as of Sept. 27th

Eaton Corporation in Sarasota has numerous job openings, including:

General Manager of the Division
Materials Planning Manager
Master Scheduler
Planner
Senior Buyer
Product Development Buyer
Senior Mechanical Engineer
Electronics Engineer
Product Support Engineer
Designer (Engineering)
Quality Engineering Technician
Divisional Human Resource Manager

To see current list, details, and/or apply:
www.eatonjobs.com

Other employers in the area with Career Listings include:

www.asocorp.com
www.pgtindustries.com
www.meti.com

Also, sponsored by the Sarasota Chamber of Commerce, EDC, and Suncoast Workforce Board

www.jobfocus.com

CHOOSE THE PATH >>>
TO PROFESSIONAL >>> **SUCCESS**



APICS members achieve professional success through a wealth of career-enhancing member benefits. **Connect with the APICS community to gain**

- access to a full list of professional terms and definitions from the *APICS Dictionary* located in the Members-Only Web site at www.members.apics.org
- exclusive use of the Publications Database, an online source of leading articles and industry success stories
- networking through 10 electronic discussion lists to exchange challenges and solutions with thousands of other professionals daily
- savings averaging 20% on APICS Bookstore purchases
- complete access to the APICS Career Center—the premier online resource management placement site.

Visit www.apics.org for additional information, or contact APICS Customer Support at (800) 444-APICS (2742) or (703) 354-8851. **Connect with the APICS community today to ensure your professional career path leads to success!**

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

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 USE ONLY
(DO NOT WRITE IN THIS SPACE)

BATCH #

CHECK AMOUNT \$

CHECK #

DUES AMOUNT \$

APICS. Making Business Run Better

APICS - The Educational Society for Resource Management is a not-for-profit international educational organization respected throughout the world for its education and professional certification programs. With nearly 70,000 individual and corporate members in 20,000 companies worldwide, APICS is dedicated to using education to improve the business bottom line.

APICS is recognized globally as

- the source of knowledge and expertise for manufacturing and service industries across the entire supply chain - in such areas as materials management, information services, purchasing and quality.
- the leading provider of high-quality, cutting-edge educational programs that advance organizational success in a changing, competitive marketplace.
- a successful developer of two internationally recognized certification programs, Certified in Production and Inventory Management (CPIM) and Certified in Integrated Resource management (CIRM)
- a distribution center for hundreds of business management publications and educational materials.
- a source of solutions, support, and networking through local chapters, workshops, symposia, and the annual APICS International Conference and Exposition

Please provide the following demographic information by checking all of the square(s) applicable for each category.

4. Member Profile

a. Business Environment (Check one.)

- a. Manufacturing d. Academic
- b. Service e. Government
- c. Consulting

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

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

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

- a. Job Shop e. Repetitive
- b. Process f. Discrete
- c. Remanufacturing g. Nonmanufacturing
- d. Assembly

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

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

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

- a. Recommend d. Buy
- b. Specify e. None
- c. Authorize

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

- a. Senior Management (CEO/VP/General Mgr./Plant Mgr.)
- b. Department/Divisional 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

j. 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, 8:30am - 6:30pm EST Monday through Friday.

Job Opportunities

To apply, visit the APICS National Website, Career Center



Consultant PeopleSoft Inc.

Salary: Open

Location: Nationwide, Nationwide

Type: Full Time - Experienced

Senior Supply Chain Consultant:

PeopleSoft Consulting is currently seeking experienced and energetic professionals to join their rapidly growing team. This is a great opportunity to learn and develop advanced level consulting skills. The primary responsibilities of the position are to provide technical and functional consulting services in an engagement setting to our customers on moderately complex engagements. The Senior Consultant plans, researches, and analyzes the business requirements of the client; makes reasoned decisions after assessing the circumstances, and then provides recommendations along with the risks and issues involved with each alternative to the client. In addition, the Consultant provides documentation and reports on the use of new or enhanced PeopleSoft techniques, methods, processes, and practices, as well as providing status reports to the Consulting Manager of all work, projects, problems areas, and customer satisfaction.

The ideal candidate will possess at least 5 years of demonstrated software implementation experience. In addition at least 3 years of technical and functional PeopleSoft Enterprise implementation expertise. Or deep supply chain management experience.

Travel is an essential part of this job - up to 100%

Additional Requirements:

Analytical and problem solving skills · Articulate oral and written communication skills · Ability to handle customers effectively · Skill in thoroughly carrying out, reviewing, and reporting on all aspects of the work · Ability to be flexible and adapt to change.

Requirements:

Please see above 100% travel is required within USA as well as Canada.

Required Education: 4 Year Degree

NOTES: *Telecommuting is allowed*

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

EATON AEROSPACE

MARCUS TAYLOR (941) 751-7113

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

FOX ELECTRONICS

JOE DENISON (941) 693-0099

HONEYWELL

MELISSA LITTLE (941) 360-6100

PGT INDUSTRIES

PAM CARR, CPIM (941) 486-0100

TELEFLEX ELECTRONIC SYSTEMS

CAROL MOSLEY (941) 907-1000

TROPICANA

SCOTT CHANCE (941) 749-3925

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 [Lee Stephens](#), 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.

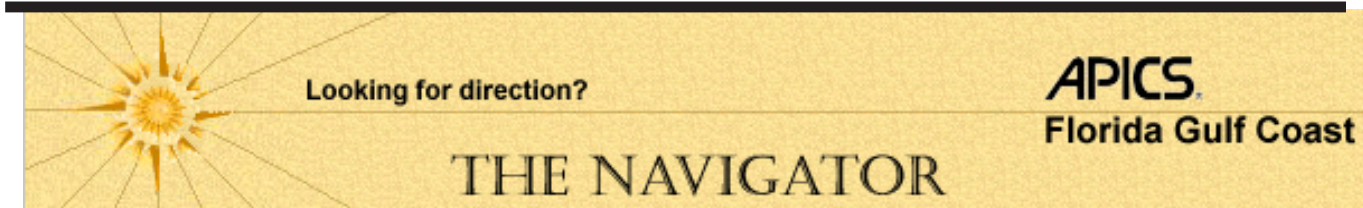
Benefits of being a Company Coordinator:

- 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

c/o Virginia E. Behr
Tropicana Products, Inc.
1001 13th Avenue East
Bradenton, FL 34208



Volume 4, Issue 2

www.apicsgulf.org

October 2004

 **hydraulics** CORPORATION *Plant Tour (buildings and operations)*

LOCATION: Sun Hydraulics Plant
1500 West University Parkway, Sarasota, FL
SPEAKER: Small groups tour guides
COST: \$10 members / non-members / students

DATE: October 21, 2004
TIME: 5:30pm Registration
6:00pm Overview
6:15pm Plant Tour
7:15pm Pizza @ cafeteria

Directions to the October PDM:

From Bradenton:

Take US-301 South. Turn RIGHT onto University Parkway. Turn RIGHT onto West University Parkway. Proceed to 1500 West University Parkway.

From Naples:

Take I-75 north to Exit 213 University Parkway, Sarasota. Turn LEFT onto University Parkway. Turn RIGHT onto West University Parkway. Proceed to 1500 West University Parkway.