

Looking for direction?



THE NAVIGATOR

Volume 5, Issue 2

www.apicsgulf.org

October 2005

October PDM

Leadership: The Key to Operational Excellence

Presented by **Joe Walden, CFPIM**

Rosedale Golf & Country Club in Bradenton

Wednesday, October 12th 6:00 PM

This presentation looks at the differences between leadership and management and why both are important in an organization. It then looks at the attributes of world class leadership and how to develop those traits in yourself and your subordinates. The presentation will use examples from history to emphasize the key points and to show how leadership makes a difference – good and bad examples of leadership in action will assist the attendee in recognizing the key traits in action.

CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 5:30 PM at the Rosedale Golf & Country Club in Bradenton.

Reservations must be made by Monday, October 10th. Cost is \$20 for members and \$25 for non-members. To reserve your spot, contact Tina Jensen at reservations@apicsgulf.org or (941) 746-2101. Cancellations must be received by noon Tuesday, October 11th. Please note that no shows must be billed.

Directions to Rosedale Golf & Country Club can be found on Page 8.

About the Presenter: Joe Walden is the Director of the Supply Chain Research Institute. He has over twenty-seven years of supply chain and leadership experience as a practitioner, consultant, and educator. In addition to designing the multi-million square foot distribution center to support Operation Iraqi Freedom, he has served as the Director of the United States Army's Supply Chain Process Improvement Program, which was recognized for Reinvention in Government. He has served as a Chief Logistics Officer for a \$600 million operation and a Director of Logistics. His last assignment was as the Director of the Army's School for Command Preparation at Fort Leavenworth, Kansas. Since his retirement from the Army in 2004, he has served as the Director of the Supply Chain Leadership Institute in Kansas City, MO.

His civilian education includes a Bachelor of Science in Rural Sociology from North Carolina State University, an MBA with a concentration in Logistics Management and an MS in Systems Management from Florida Institute of Technology, and a Masters in Operational Planning from the US Army Command and General Staff College. He is a Certified Fellow in Production and Inventory Management.

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Joe was selected one of the "Top 20 Logistics Executives in America for 2002-2003" and the Supply and Demand Chain Executive magazine's 2004 Supply Chain Practitioner of the Year.

He is the author of two books; ***The Forklifts Have Nothing To Do! – Lessons in Supply Chain Leadership*** and ***Velocity Management in Logistics and Distribution – Lessons from the Military to Secure the Speed of Business***. Joe has given seminars and presentations on logistics and leadership around the world.

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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 26th. Please address all correspondence to:

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Voice: (941) 742-2784
Fax: (941) 742-3386
virginia.behr@tropicana.com

Officer's Corner

Katrien Dolk-Etz, CPIM
president@apicsgulf.org

We have a lot of activities happening this month so I hope you're staying tuned to our newsletter and website calendar of events. However, just in case you haven't, let me get you up to speed:

We have two classes starting up – the Fundamentals of Inventory Control and the Basics of Supply Chain Management. These won't be offered for at least another year, so if you're interested now's the time to make the commitment to the classes and your career. See page 4 and visit our website for more details.

Our Professional Development Meeting will feature Joe Waldon, CFPIM. He is an excellent speaker and has an incredible list of accomplishments. I'm very excited that we were able to snatch him up for an evening and I'm certain you won't leave disappointed.

Conference is mid-month and we typically have a lot of members from the Gulf chapter in attendance – this is the first year you'll get a "I belong to a Platinum Chapter" ribbon to hang on your badge, so don't forget to pick one up. Don't forget that next year Conference will be held in Orlando and now's the perfect time to budget that in for 2006.

SAMA, the Sarasota Manatee Manufacturers Association, is holding their October dinner meeting on the 19th with ERP as their presenter's topic. Last year we had a great joint meeting with SAMA, and this too promises to be a good evening for networking and to hear about a topic that is near and dear to many of us. Although not an official joint meeting, we encourage you to attend. See page 4 for more information and visit SAMA's website www.sama-fl.com.

And of course it's not too early to start looking ahead to our November PDM scheduled for the 9th. Rhonda Lummus, PhD, CFPIM, CIRM, will be visiting us from Iowa State University to talk about "Managing the Supply Chains of the Future." Rhonda spent 15 years in the trenches before pursuing her PhD and going into academia, so I'm sure she'll have a very interesting perspective to share with us.

All of these events and more can be found on our website which is updated as we nail down new events. Visit www.apicsgulf.org and click on "Calendar" on the left menu. Events are listed on the appropriate dates with links that will take you to the details for that particular item. Tina Jensen, CPIM, our VP of Programs is hard at work lining up speakers for 2006 in addition to a plant tour, so if you're trying to plan ahead, visit our website often to get the most up-to-date information.

I hope to see you at Rosedale on the 12th!

BECOMING A CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP) CANDIDATE.

The CSCP program is for professionals who are interested in increasing their knowledge and expertise in the field of supply chain management. This new program is for individuals who have relevant work experience and would like to advance their careers in this growing field and gain a broader understanding of all of the areas that make up the supply chain.

To be eligible to sit for the CSCP exam, a candidate must meet **one** of the following criteria:

- Bachelor's degree or equivalent, plus two years of related business experience
- CPIM, CFPIIM, CIRM, or C.P.M. designation, plus two years of related business experience
- five years of related business experience.

CSCP LEARNING SYSTEM

The CSCP Learning System is a comprehensive training tool that helps students prepare for the CSCP examination. The easy-to-use system contains learning and reference tools needed to study for the CSCP examination. The CSCP Learning System was developed to reflect the four domains of the CSCP body of knowledge, which are:

- Supply Chain Management Fundamentals
- Building Competitive Operations Planning and Logistics
- Managing Customer and Supplier Relationships
- Using Information Technology to Enable Supply Chain Management

The CSCP Learning System will consist of four modules focusing on each of these domains.

APICS CSCP SUBJECT MATTER EXPERTS

The CSCP Learning System was developed under the guidance of recognized experts in the field of supply chain management. These subject matter experts bring their expertise as high-level management executives to validate the CSCP Learning System, leveraging the complex challenges of today's supply chain.

WELCOME NEW MEMBER

William Ragsdale
Bealls Department Stores

Calendar of Events

October PDM

Date Wednesday, October 12, 2005
Topic LEADERSHIP, THE KEY TO OPERATIONAL EXCELLENCE.
Speaker: JOE WALDEN, CFPIM
Place Rosedale Country Club
Time 5:30pm Registration
Cost \$20 members, \$25 non-members
Contact TINA JENSEN AT RESERVATIONS@APICSGULF.ORG
OR (941) 746-2101

APICS INTERNATIONAL CONFERENCE AND EXPOSITION

Date October 16-18, 2005
Place Kansas City, MO
Cost \$999 for members
Contact APICS Customer Service
1-800-444-APICS (2742) or
Monday-Friday, 8:30 AM - 6:30 PM ET

November PDM

Date Wednesday, November 9, 2005
Topic SUPPLY CHAINS OF THE FUTURE
Speaker: RHONDA LUMMUS
Place Rosedale Country Club
Time 5:30pm Registration
Cost \$20 members, \$25 non-members
Contact TINA JENSEN AT RESERVATIONS@APICSGULF.ORG
OR (941) 746-2101

FUNDAMENTALS OF INVENTORY CONTROL

Course Dates: Saturdays, 8am-12noon
Oct. 8, 22, Nov. 5, 12, Dec. 3, 2005.
Instructor: Jerry Kilty, CPIFM, CIRM
Cost: \$525 for the course and workbook
Location: PGT Industries in Nokomis, FL.
Register: Contact Jerry Kilty at (727) 725-7674 or
send email to education@apicsgulf.org.

BASICS OF SUPPLY CHAIN MANAGEMENT

Course Dates: Thursdays, 4pm-8pm. Oct. 13, 20, Nov. 3, 10, 17, Dec. 1, 2005.
Instructor: Jerry Kilty, CPIFM, CIRM
Cost: \$525 for the course and workbook
Location: PGT Industries in Nokomis, FL.
Register: Contact Jerry Kilty at (727) 725-7674 or
send email to education@apicsgulf.org.

SAMA DINNER MEETING

Featuring Ted Schmidt of Empact Management Corporation
Date: Wednesday, October 19, 2005
Time: 6:00:00 PM
Rosedale Country Club

Members and Invited Guests

6:00 pm Registration and General Membership
7:00 pm Dinner and Presentation
\$25.00 per person payable at the door, cash or check

Reservations required no later than Monday 10/17/2005,
phone 941 376 4272 or email pstraw@sama-fl.com

APPLYING ENTERPRISE RESOURCE MANAGEMENT ACROSS THE BUSINESS SPECTRUM

Ted Schmidt has advanced degrees in Organizational Studies and Organizational Development & Leadership. His clients include leading business organizations in manufacturing, retail and the communication industry.

A business systems consultant with 20 years experience in implementing marketing, manufacturing and billing systems, Ted works with companies to consolidate Enterprise Resource Planning (ERP) with business process.

It isn't rocket science, it is all about proper evaluation, planning, communication and implementation.

Enterprise Resource Planning can have a positive impact on the bottom line of any business operation. Don't miss this opportunity to be with one of field's leaders .

chain from suppliers to customers. In addition, the module covers types of manufacturing systems, forecasting, master planning, material requirements planning, capacity management, production activity control, purchasing, inventory management, distribution, quality management and Just-in-Time manufacturing.

This module also covers basic concepts in managing the complete flow of materials that represents a supply chain from suppliers to customers. The Basics module introduces supply chain concepts and emphasizes basic terminology, but it also covers relationships among activities in the supply chain. Knowledge of the material in the module is assumed as a prerequisite for the other CPIM modules, which cover similar topics but in much greater depth.

Course Dates: Thursdays, 4pm-8pm. Oct. 13, 20, Nov. 3, 10, 17, Dec. 1, 2005.

Instructor: Jerry Kilty, CPIFM, CIRM

Cost: \$525 for the course and workbook (members and non-members)

Location: PGT Industries in Nokomis, FL. Conveniently located off I-75.

Register: Contact Jerry Kilty at (727) 725-7674 or send email to education@apicsgulf.org. Call NOW to reserve your spot!

Fundamentals of Inventory Control

This course introduces the essential vocabulary and skills in identifying and applying basic principles in inventory management. Basic methods of planning and controlling inventory in manufacturing, institutional, distribution and retail environments are covered. The questions of what to stock are addressed through an examination of the current and evolving technologies of inventory management.

Course Dates: Saturdays, 8am-12noon
Oct. 8, 22, Nov. 5, 12, 19, Dec. 3, 2005.

Instructor: Jerry Kilty, CPIFM, CIRM

Cost: \$525 for the course and workbook (members and non-members)

Location: PGT Industries in Nokomis, FL. Conveniently located off I-75.

Register: Contact Jerry Kilty at (727) 725-7674 or send email to education@apicsgulf.org. Call NOW to reserve your spot!

CPIM Review Course

BASICS OF SUPPLY CHAIN MANAGEMENT

An introduction for production and inventory management personnel and CPIM candidates, this module provides basic definitions and concepts for planning and controlling the flow of materials into, through, and out of an organization. It explains fundamental relationships among the activities that occur in the supply chain from

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 (\$110.00 Plus Chapter Dues)

Society Dues* \$110.00 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 \$145.00

* 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.)

- | | |
|--|---|
| <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.)

- 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.

CAREER OPPORTUNITIES

Job Openings – Materials Manager

Company Confidential, Orlando

Resumes should be forwarded to Art Grindlinger, President of FPT, F-o-r-t-u-n-e Personnel Consultants of Sarasota, Inc., at art@fpcsarasota.com.

Position Summary

Due to growth, an Orlando based division of a major US manufacturer is seeking a Materials Manager to help develop the Materials organization and update Materials systems. Responsibilities will include Master Scheduling, Buyer-Planners, Production Scheduling, Receiving, and Inventory Control.

Education and Experience

Candidates must have a Bachelor's Degree, prior experience in a similar position, background in Fabrication and Assembly, strong experience with ERP/MRP, and knowledge of Lean manufacturing. APICS certification or equivalent is required.

Job Openings – Purchasing Specialist

Parker Hydraulics, Sarasota

Parker Hydraulics has an opening for a Purchasing Specialist. Applicants should email their resume to kpleva@parker.com.

Position

Obtains the best quality, service, and value for products and services through effective bidding, negotiation, and supplier management. Identifies manufacturing needs, identifies and selects suppliers, negotiates contracts, and arranges delivery. Purchases critical, complex and/or high dollar parts, equipment, services, and materials.

Summary

Essential Functions

1. Identifies and recommends suppliers by investigating potential suppliers, researching parts, equipment, machinery, services, and materials availability.
2. Conducts supplier site visits and evaluates them as to production capability, performance, delivery, and other key business criteria.
3. Evaluates proposals from potential suppliers.
4. Negotiates final terms and conditions of purchase, awards and administers the procurement contract to conclusion.
5. Monitors and evaluates supplier performance.
6. Negotiates and settles damage claims, rejections, losses, return of materials, over-shipments, cancellations and engineering changes with suppliers.
7. Monitors and evaluates supplier's ability to meet all company and government or commercial procurement requirements and ensure that the pertinent technical and quality issues receive adequate attention in order to assure compliance.
8. Prepares complex reports and analyses by collecting, analyzing, and summarizing information and trends.

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

EATON AEROSPACE

JOYCE SPENCER (941) 751-7157

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

HONEYWELL

MELISSA LITTLE (941) 360-6100

PGT INDUSTRIES

GENE SOLTIS (941) 486-0100

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](mailto:Lee.Stephens@apics.org), 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 Behr, CPIM
Tropicana Products, Inc.
1001 13th Avenue East
Bradenton, FL 34208

Looking for direction?

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APICS
Florida Gulf Coast

Volume 5, Issue 2 **www.apicsgulf.org** **October 2005**

October PDM

Leadership: The Key to Operational Excellence

LOCATION: Rosedale Golf & Country Club
 Bradenton, FL
SPEAKER: Joe Walden, CFPIM
COST: \$20 members / \$25 non-members

DATE: October 12, 2005
TIME: 5:30pm Registration
 6:00pm Dinner
 6:45pm Announcements
 7:00pm Presentation

Directions to the October PDM:

From Bradenton:

Take 301 South. Turn left onto SR-70. Continue on SR-70 past I-75. Turn left onto 87th Street East (Rosedale development's entrance - Note traffic light at the entrance to Rosedale.) Follow the signs to the CC clubhouse.

From Naples:

Take I-75 north to Exit 217A (old 41A) SR-70. Turn right onto SR-70. Turn left onto 87th Street East (Rosedale development's entrance - Note traffic light at the entrance to Rosedale.) Follow the signs to the CC clubhouse.