

Looking for direction?



THE NAVIGATOR

Volume 6, Issue 2

www.apicsgulf.org

October 2006

October PDM

BASICS OF METRICS DEVELOPMENT

PRESENTED BY MARIANNE TULLY, CPIM

ROSEDALE GOLF & COUNTRY CLUB IN BRADENTON
WEDNESDAY, OCTOBER 11TH - 6:00 PM

Is what you are measuring driving the right behaviors? So often there are conflicting measures within the same organization. In this session we will discuss the aspects of developing appropriate measures for the behavior you want to drive. We will look at the difference between quality and process indicators as well as "measurable" vs. "reportable" metrics. We will also identify how we can communicate, integrate and cascade metrics throughout an organization so that we are all working to the overall good of the company.

CPIM designees will earn 1 point towards certification maintenance.

Registration begins at 5:30pm at the Rosedale Golf & Country Club in Bradenton.

Reservations must be made by Monday, October 9th before 12 noon. Cost is \$20/Members, \$25/Non-members, \$10/Students. Make your reservation by noon on Monday, October 9th at reservations@apicsgulf.org. Cancellations must be received by 12 noon on Tuesday, October 10th. Please note that no shows will be billed.

Directions to Rosedale Golf & Country Club can be found on Page 8 (last page) of this newsletter.

About the Presenter: Marianne Tully, CPIM, is currently a Sr. Project Engineer with Northrop Grumman Newport News. Presently she is the project lead for an cross-division team identifying and reducing excess material. Her background spans a diverse spectrum of products and environments. She's been in both public & private sectors and her experience includes high volume automotive to low volume DOD contracting. She also has international experience implementing planning and inventory management tools and processes. She enjoys challenging processes and has been known to ask WHY, often! She has seen her share of effective environments and has contributed to cost saving initiatives. Her diverse experience has enabled her to share some best practices and steps for developing an effective leadership style.

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Marianne has been a member of APICS since 1987, and has been an avid volunteer for the organization for 15 years rotating through various chapter and international board of director positions. Currently she is serving on the 2006 APICS Conference and Exposition committee.

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THE NAVIGATOR is published monthly by the Florida Gulf Coast Chapter of APICS -- The Association for Operations 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 Friday, October 27th. Please address all correspondence to:

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Officer's Corner

By Irene Carey

The Gulf Coast chapter of APICS advertises for volunteers at every Professional Development Meeting. At one such meeting, I found myself volunteering to do the newsletter. This was a two-fold decision. Not only would I be entering into a new venture, but I would be learning a new skill. I had never worked with any kind of desktop publishing before and thought what a wonderful opportunity it would be.

What does it take to be a volunteer in an organization? It takes dedication and commitment. It is a part time job with no pay. The Board of Directors in place this year for our local chapter are diverse individuals each volunteering their time to make our chapter exciting and educational.

I encourage you to think about volunteering for something within our organization. It may be as small as registering the members for the PDM to helping set-up the equipment our guest speaker may need. Perhaps you would like to market our chapter to a local business or work on a special project, ie. Seminar. Please do not hesitate to come forward and volunteer. There is always room for more dynamic individuals to make our chapter successful.

Just a gentle reminder...Rosedale requests

"No jeans or men's shirts without collars please."

Dinner Entree for October's PDM

Rosedale Meatloaf-1/2 veal 1/2 ground beef with country style (mushrooms & onions) beef gravy

*Vegetarian meal is available upon request
when making reservation.*

Conference Update

As you know, this year the APICS International Conference and Expo will be held in Orlando. Conference doesn't get any closer than this, so this is a great opportunity to attend without having to pay for airfare. Early bird registration has started, with significant savings for signing up early. Jerry Kilty, CFPIM, CIRM, working with the Mid-Florida Chapter, has done a great job lining up the tours. Tours normally fill up rapidly, so here are the details:

- CHEP (www.chep.com) 2 Tours on 10/31, morning and afternoon. CHEP is the global leader in pallet and container pooling services, serving customers in a wide range of industrial and retail supply chains. For 6 years, the CHEP innovation Center served as the company's R&D site for RFID testing. Today, the center is used to conduct ongoing pilots with customers who want to understand RFID in their supply chain and with technology solution providers to showcase information sharing in the supply chain.
- Kennedy Space Center (www.kennedyspacecenter.com) 2 full day tours, 10/31 and 11/1. Experience your own space adventure by exploring Kennedy Space Center. Participants will tour the four-story LC-9 Observation Gantry to view the rocket launch. The second stop is the Apollo/Saturn V Center, where hands-on displays provide visitors an exhilarating look into America's quest for the moon. At the International Space Station Center, visitors learn how nations representing every continent are joining together to create the station that will weigh almost one million pounds and cover nearly a football field when completed.
- Disney Innovation in Action Behind-the-Scenes Tour 4 half-day tours, 10/28, 10/31 and 11/1. From the first "talking" cartoon in 1928 to his bold vision of Walt Disney World Resort, Walt Disney always pushed the limits of creativity and technology. His innovative ideas inspired the creation of the Walt Disney World Resort. This tour is an unforgettable journey where participants see, firsthand, how the "magic" is created.
- Universal Orlando (www.universalorlando.com) 1 half-day tour 10/31. Participants will tour Universal Orlando's operational facilities including a review of general hiring, staffing, and training practices; a behind-the-scenes look at ride operations; general safety protocols and practices; general maintenance of both rides and area development; service delivery policies and practices; and a future design/development overview.

The Disney and Universal tours both have restrictions and guidelines, please visit the APICS website for more information. www.apics.org/education/conference/events.asp. Tours are in addition to Conference registration fees, and range from \$69 to \$99 per person.

Calendar of Events

October PDM

Date Wednesday, October 11, 2006
Topic BASICS OF METRICS DEVELOPMENT

Speaker Marianne Tully, CPIM

Place Rosedale Golf & Country Club

Time 5:30 pm Registration

Cost \$20 members/\$25 non-members

Contact Tina Jensen (941) 746-2101 OR
RESERVATIONS@APICSGULF.ORG

November PDM

Date Wednesday, November 15, 2006

Topic USING SIX SIGMA TO IMPROVE INVENTORY ACCURACY

Speaker Debra Hansford, CPM, CIRM, CSCP

Place Holiday Inn at Lakewood Ranch

Time 5:30 pm Registration

Cost \$25 members/\$30 non-members

Contact Tina Jensen (941) 746-2101 OR
RESERVATIONS@APICSGULF.ORG

APICS INTERNATIONAL CONFERENCE AND EXPOSITION

Date October 29-October 31

Place Orlando County Convention Center
Orlando, FL

Execution and Control of Operations CPIM Review Class

Dates: Thursdays, Starting Oct.12

Time: 4PM to 8 PM

Instructor: Jerry Kilty, CFPIM, CIRM, CSCP

Cost: \$525 (course and workbook)

Location: Tropicana in Bradenton, FL

Register: Contact Jerry Kilty at (727) 725-7674 or send email to education@apicsgulf.org.

ECO focuses on the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results, and providing feedback on performance. The course explains techniques for scheduling and controlling production processes, the execution of quality initiatives and continuous improvement plans, and the control and handling of inventories.

Use Your Resume To Help Negotiate a Higher Salary

Most job seekers believe that salary negotiation starts once they have an offer in hand, but nothing could be farther from the truth. In fact, your resume can make the difference between negotiating at the top end of the salary range—or the bottom end—in your next job offer. If that sounds strange to you, consider the following points:

- A prospective employer's first impression of you is created entirely by your resume.
- The employer's first impression of you will assign a value and build a level of urgency for the employer to contact you—before someone else does.
- First impressions are nearly impossible to change. If your resume sells your skills short, then you can't expect to receive offers at the upper end of your salary scale. Your current resume could be losing you thousands of dollars in income power. By making a few key changes in your resume now, you can position yourself for higher salaries in the future.

There are three resume strategies for promoting high salary negotiation success:

1 Show that you are a high return on investment with quantifiable results.

Many job seekers throw around the phrase “results oriented”, but they fail to back it up with concrete evidence—leaving the reader to conclude otherwise. You may feel that you have no quantifiable evidence of your value in previous jobs, but every job has quantifiable results that can better reflect your worth on your resume. Revenue, sales dollars and material costs are not the only results that use numbers.

Consider using the number of man-hours saved in process improvements, the percentage of repeat customers, or the number of peers helped by a particular efficiency to help reflect your abilities. Every employee is hired to solve problems, and most problems have some quantifiable element at their core.

2 Illustrate the breadth of your experience.

Notice the use of the word “breadth” rather than “length” of experience. Just because a candidate has been doing a job for a long time does not necessarily mean he is worth more. Breadth of experience focuses on quality, not quantity.

There are two key ways to express breadth of experience:

- Industry knowledge. Since industry expertise is usually in high demand, you can show your value through insider understanding of industry issues.
- Transferable skills. If your career spans many industries within the same occupation, highlight the transferable skills that have enabled you to bridge the gaps from industry to industry.

3 Entice the reader to want to know more about you.

Job seekers often make the mistake of assuming that the job of their resume is to inform the reader. Not so! The ONLY job of your resume is to entice the reader to want to know more about you.

What that translates to is an understanding of what to include and what to leave off your resume. Too much detail can distract the reader and lose his interest, but not enough information, and the reader will wonder what you have been doing with your life. A proper balance between detail and result will win the reader's interest and leave them saying, “I've got to call this guy for an interview today!”

A professional resume writer can create a resume that sells you as a high return on investment. By portraying you as someone with great breadth of experience and a wide range of critical skills, potential employers will see you immediately as someone of high value, building their vision—and your self-confidence—of you in the upper end of the salary scale.

Deborah Walker, CCMC

Career Coach ~ Resume Writer

Find more job-search tips and resume samples at:

www.AlphaAdvantage.com

Email: Deb@AlphaAdvantage.com

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

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

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.

Free APICS Webinars On-Demand

APICS offers its members free access to a selection of recorded APICS Webinars. These sessions enable you to connect with industry experts for specialized topic-focused education. Each 60-minute event features an educational discussion, case studies, and a Q&A session. Participate in an APICS Webinar On-Demand from your home or office—all you need is an Internet connection and computer speakers.

There are more than 50 APICS Webinars On-Demand covering operations management subjects such as Accounting, e-Business, Forecasting, Inventory, Lean, Management, Six Sigma, Supply Chain, Theory of Constraints (TOC), and others available to APICS members free of charge. Begin exploring one of your APICS member benefits today!

For more information, visit www.apics.org/Education/Webinars/Free/default.htm



Welcome New Members

Tara Berky - Honeywell International

Carol Johnson - Honeywell International

Gus Christea - Honeywell International

Company Coordinators

ASO CORPORATION

LEE STEPHENS (941) 379-0300

BOAR'S HEAD

CINDA WHALEY (941) 955-0994

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

HONEYWELL

IRENE CAREY (941) 360-6141

PGT INDUSTRIES

GENE SOLTIS, CPIM (941) 486-0100

SUN HYDRAULICS

WENDE HUEHN-BROWN, CPIM
(941) 362-1304

TROPICANA

SCOTT CHANCE, CPIM (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 Cinda Whaley, 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 Irene Carey
Honeywell International
8323 Lindbergh Court
Sarasota, FL 34243

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APICS
Florida Gulf Coast

Volume 6, Issue 2 **www.apicsgulf.org** **October2006**

**October PDM
Basics of Metrics Development**

LOCATION:	Rosedale Golf & Country Club Bradenton, FL	DATE:	October 11, 2006
SPEAKER;:	Marianne Tully, CPIM	TIME:	5:30pm Registration 6:00pm Dinner
COST:	\$20 members / \$25 non-members		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 (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.