

Looking for direction?



THE NAVIGATOR

Volume 7, Issue 2

www.apicsgulf.org

October 2007



September PDM

“THE BEER GAME”

PRESENTED BY: J. L. KILTY (JERRY), CPFIM, CIRM, CSCP

This stimulating session will involve attendees in a demand simulation in which they determine the outcome. This activity is design to:

- o Introduce the principle that structure produces behavior
- o Have the participants experience the pressure of playing a role in a complex system and understand the impact of collective decisions on system performance
- o Show the impact and importance of information flow in the supply chain

Each attendee will play an important role within a supply chain where product moves, information flows and collaborative decisions are made to manage inventory. The simulation will help to identify demand behavior

The sessions learning objectives are:

- o How to minimize supply chain costs
- o How to achieve high order fill rates
- o Understand the impact and effect backorders have on the supply chain
- o Understand the “Forrester Effect” on demand

CPIM designees will earn 1 point towards certification maintenance.

Registration begins at Rosedale Golf & Country Club in Bradenton. Directions can be found on Page 8 (last page) of this newsletter.

Reservations must be made by Monday, October 8th before 12 noon. Cost is \$25/Members or \$30/Non-members. Make your reservation by sending email to reservations@apicsgulf.org or contact Kevin Hauge at (727)776-3950 . Cancellations must be received by 12 noon on Tuesday, October 9th. Please note that no shows will be billed.

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About the Presenter: Gerald L. Kilty, CFPIM, CIRM, CSCP is President and founder (1992) of Quality Management Solutions, Inc. (QMS), a consulting and education firm located in Clearwater, Florida. QMS concentrates on providing companies Operations Management education and specializes in providing practical applications of that education within companies through process improvement. Jerry has the unique qualification of having been responsible for both the financial and physical elements of inventory.

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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 October issue of THE NAVIGATOR is due by September 21st. Please address all correspondence to:

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Officer's Corner

Irene Carey
VP Marketing & Publicity

Summer is over. The first PDM of the current APICS year was successful with our own VP of Education, Wende Heuhn-Brown, Ph.D, CPIM speaking on the subject of Continuous Improvement. The topic was timely as we all can take a look at our businesses and find ways to work smarter and compete in the ever-changing market place. The program was one of the many programs you will have the opportunity to attend throughout our program year. As a chapter we should all be looking at ways to tackle the many issues facing us in the daily operations of our businesses.

We would like to market our chapter to the general business community and invite those outside the manufacturing community to experience the benefits of being an APICS member. For example, APICS has partnered with America's Second Harvest in a combination membership drive and donations to America's Second Harvest-The Nations Food Bank Network. Members received literature in the mail and were asked to participate and to encourage participation by their co-workers, friends and families. The last day to participate in this drive is October 8, 2007. For more information, please access the APICS website www.apics.org/supplychain. This is an opportunity not only to help your fellow Americans, but to also realize the tremendous network available to APICS members.

Membership in our local chapter is a benefit to those members looking for resources to assist them in providing training to their workforce. With this training is the benefit of increased productivity and efficiency. Amongst the available training are seminars, certification programs, attendance at the monthly meetings and Webinars. There is also a free subscription to the monthly APICS magazine which informs you about industry news and research into new business practices, products, and laws.

APICS is not just for the manufacturing industry. Each business operates using a supply chain to support their organization. For example, an article in this month's APICS magazine addresses "one of the most important supply chains in the world's economy has to do with food", an industry not in the manufacturing segment of business. However, just like a manufacturer, the way to monitor the supply chain is to use an excellent inventory management system. As a matter of fact, I believe any business will benefit from controlling their inventory and by using the tools available through membership in APICS, the success of this endeavor will be evident in due time.

I would like to extend a challenge to you to help bring new members into our organization. Approach your colleagues and let them know the experiences APICS has offered you and how, they too, might benefit from joining us at the Gulf Coast Chapter of APICS.

About the Presenter Continued...

He has plenty of practical solutions and loves to teach. Key areas of focus are:

- Supply Chain Management
- Operations Management
- Lean Manufacturing
- Sales and Operations Planning
- Materials Management
- Data Accuracy
- Product Costing

Jerry has over 40 years of experience having worked for Westinghouse Electric Corporation for 25 years, mostly as a Controller, prior to starting QMS.

He currently serves on the APICS Education & Research (E&R) Foundation as Treasurer. He also serves on Region 4's staff and the FLWC chapter's Board as Secretary.

Jerry has presented at many chapter Professional Development sessions, as well as, eight APICS conferences.

He is recognized by APICS as CFPIM, CIRM, CSCP, and has a BS degree in Accounting from Ball State University.

RESOURCES

APICS is the premier source for information for operations management professionals.

In this section, you can gain access to our collection of industry information and tools. Browse by clicking through the various topics or narrow in on the article, subject, or publication that best suits your needs. APICS regularly adds new information, so return often!

New Resources for APICS Members

Production and Inventory Management Journal 2005
The Production and Inventory Management Journal furthers growth and maintenance of knowledge in the operations management field by publishing quality research of direct interest and usefulness to practitioners.

The [Production and Inventory Management Journal, Volume 44, 2005](#).

Enterprise Research Database

Looking for unbiased, comprehensive, usable information on enterprise software?

Try our new, searchable, [Online Enterprise Software Database](#).

Calendar of Events

October PDM

DATE Wednesday, October 10, 2007

TOPIC "The Beer Game"

SPEAKER Jerry Kilty, CFPIM, CIRM, CSCP

PLACE Rosedale Golf & Country Club

TIME 6:00 pm

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

CONTACT Kevin Hauge (941)

OR RESERVATIONS@APICSGULF.ORG

November PDM

DATE Wednesday, November 14, 2007

TOPIC Pierce Manufacturing Plant Tour

SPONSORED BY SAMA

PLACE Pierce Manufacturing

TIME 6:00 pm

COST FREE

CONTACT Kevin Hauge (941)

OR RESERVATIONS@APICSGULF.ORG

APICS INTERNATIONAL CONFERENCE AND EXPOSITION

Still Time to Make Reservations

DATE October 21-October 23

PLACE Denver, Colorado

December PDM

HAPPY HOLIDAYS TO ALL

NO SCHEDULED MEETING

APICS 2007 International Conference & Expo

This year's Conference in Denver, Colorado promises to be one of the best ever, as APICS celebrates its 50th Anniversary. Mark your calendars for October 21-23, and check out the pricing. Significant discounts are available if you register early. Plant tours also tend to sell out quickly, so that's another reason to get your registration sent in before you get away on your summer vacation. Visit www.apics.org for more information.

	Early (until 7/13)	Regular (until 9/14)	Late (after 9/14)
Individual			
Full Conference (Member)	\$949	\$1,149	\$1,299
Full Conference w/Membership	\$1,099	\$1,299	\$1,449
Full Conference (Non-Member)	\$1,050	\$1,250	\$1,400
Two-Day Conference (Member)	\$899	\$899	N/A
Two-Day Conference w/Membership	\$1,049	\$1,049	N/A
Two-Day Conference (Non-Member)	\$999	\$999	N/A
One-Day Conference (Member)	\$699	\$799	\$899
One-Day Conference (Non-Member)	\$799	\$899	\$999
Team (4 or more)			
Full Conference (Member)	\$899	\$1,099	\$1,249
Full Conference w/Membership	\$1,049	\$1,249	\$1,399
Full Conference (Non-Member)	\$1,000	\$1,200	\$1,349



CELEBRATING

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

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

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

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

Take advantage of a great membership benefit

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

Melissa Kunce

Tom Jenkins

Richard Bucchino

Company Coordinators

ASO CORPORATION	
LEE STEPHENS	(941) 379-0300
BOAR'S HEAD PROVISIONS	
CINDA WHALEY	(941) 955-0994
EATON CORPORATION	
INA WALDRON	(941) 751-7118
Hi STAT MANUFACTURING	
JOHN ELLIOT	(941) 355-9761
HONEYWELL	
IRENE CAREY	(941) 360-6141
PGT INDUSTRIES	
FRANK CREHORE, CPIM	(941) 486-0100
SUN HYDRAULICS	
LYN HAYCOCK	(941) 362-1345
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

Looking for direction?

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APICS
Florida Gulf Coast

Volume 7, Issue 2 **www.apicsgulf.org** **October 2007**

**October PDM
“The Beer Game”**

LOCATION:	Rosedale Golf and Country Club Bradenton, FL	DATE:	October 10, 2007
SPEAKER:	G. L. Kilty (Jerry), CFPIM, CIRM, CSCP	TIME:	5:30pm Registration 6:00pm Dinner
COST:	\$25 members / \$30 non-members		

Directions to the 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.