

September PDM

Should We Use Lean Manufacturing or ERP or Both? Here is the Answer...!

Presented by John Boyer, CFPIM, PE

Rosedale Golf & Country Club in Bradenton on September 15th.

The September PDM is **"THE place to be"**. Co-sponsored by APICS Florida Gulf Coast, Sarasota Manatee Area Manufacturer's Association (SAMA), The Institute for Supply Management (ISM), The Society for Manufacturing Engineering (SME), The Sarasota County Specialty Manufacturing Cluster (SMC), and The Suncoast Workforce Board (SWB). This PDM is definitely for top management and industry professionals -- **BUT**, there is only room for about 125 serious attendees. So make your reservations early.

CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 5:30pm at the Rosedale Golf & Country Club in Bradenton. Dinner will be served at 6:30pm, with the presentations starting at approximately 7:00 pm.

Reservations must be made by Monday, September 13 before 12 noon. Cost is \$20 for members, non-members and students. However, if you send in your registrations with groups of 3 or more people, the cost is just \$15 per person. To reserve your spot, contact Jeff Cordes at reservations@apicsgulf.org or (941) 486-0100. Cancellations must be received by 12 noon on Tuesday, September 14th. Please note that no shows must be billed.

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

About the Topic: Are you sorting out the roles of Lean Manufacturing and ERP in your company? You are not alone.....many are. Most of the debate centers on which strategy will provide the fastest and most profitable results. But there is an answer, and more importantly a strategy for coexistence and synergy! This presentation, based on actual applications in many companies, helps solve this dilemma by properly positioning each approach correctly in terms of "planning" activities vs "execution" activities. Attendees will learn how to make these strategies work together in creating a high performance business.

About the Presenter: John is president of J. E. Boyer Company, Inc, a management education and consulting company. Mr. Boyer has worked with companies from all types of industries implementing Lean Manufacturing, ERP, MRP II, JIT production, and TQM to achieve "Class A" and world class performance.



John has specialized expertise in sales, production, inventory planning, repair, remanufacturing environments, and the selection and implementation of fully integrated and functionally complete business systems for manufacturing planning and control.

Mr. Boyer has 18 years consulting experience with commercial and defense clients nationally and internationally. Seven years as Associate Professor of Manufacturing Engineering Technology at Weber State University, and nine years experience in various materials, engineering, and top management positions with Rockwell International, Emerson Electric Company, and Hughes Aircraft.

John received an MBA from Utah State University and a Bachelor of Science in Industrial Engineering from Lehigh University.

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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 October issue of THE NAVIGATOR is due by Wednesday, September 22. Please address all correspondence to:

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Officer's Corner

Katrien Dolk-Etz, CPIM
President

Welcome to a New Year

We have some great programs lined up in addition to the initial Fundamentals and CPIM Review classes, so check our Events Calendar, here and online, and mark your calendars now so that you don't miss out.

Now let's talk education. Fifty percent of our current members are already CPIM certified - are you one of them? How are you doing on your certification maintenance? Be sure to read the article on Page 3 for important information. If you need help accumulating points, take one of our classes - you'll earn one maintenance point for each hour of instruction.

Do you know others at work who could benefit from the APICS body of knowledge? Would it make your job easier if everyone were speaking the same language and had an appreciation of the key principles of resource management? Tell them about our classes! Or tell us and we'll be happy to contact them directly.

Most importantly, if **you** haven't made the time to learn more from APICS, what will it take for you to invest in yourself and your future? The APICS salary surveys show that those who have earned CPIM earn higher salaries. And it's portable - you take that certification with you wherever your career takes you. Make yourself stand out in a crowd of resumes by showing that you've been serious enough about your profession to learn from APICS.

Class offerings include the Fundamentals, a series of four classes, and the CPIM Review courses, a series of five classes. The Fundamentals classes are an excellent way to learn the key principles, and assume no prior knowledge in the topics covered. The CPIM Review courses, on the other hand, are strict review courses focused on exam preparation, and assume that the student already has a good working knowledge of the exam topics. If you would like to discuss the classes and determine which is best for your needs, please feel free to contact Paul O'Brien, CPIM, or me.

I hope to see you at our September PDM!

CERTIFICATION MAINTENANCE AMNESTY PERIOD

Amnesty Period: Because of the apparent confusion surrounding the first two years of maintenance application deadlines and APICS' desire to avoid suspending the credentials of individuals who may have misinterpreted the deadline information, an amnesty period for individuals due to apply in 2003 and 2004 has been established.

The amnesty period is in effect through December 31, 2004, and offers 2003 and 2004 candidates an additional opportunity to apply for maintenance without having to earn the additional professional development points or to face suspension.

Candidates originally due in 2003 and 2004 may submit their applications, professional development journals, and processing fees to APICS before December 31, 2004, to maintain their certified status. Candidates can apply with the original 75 CPIM or 100 CFPIM professional development points through December. As of January 1, 2005, maintenance candidates originally due to apply in 2003 or 2004 will be required to accumulate the additional 15 CPIM and 20 CFPIM points to reinstate certification status. Applying late will not alter an individual's original maintenance cycle. For example, if a candidate originally due to apply for maintenance in July 2003 applies in November 2004, his or her certification status will be maintained and the next certification cycle will still end in July 2008, five years after the original due date, rather than in November 2009. Deadlines for applications in 2005 and beyond will not be extended. The five-year cycle for candidates originally certified in 1999 and beyond is much more understandable and was advertised in the registration bulletins for all CPIM candidates. APICS believes that there should not be any confusion on the part of these individuals and extensions and amnesty periods will not be necessary.

Suspensions: When an individual's certification is suspended, he or she may not use the CPIM or CFPIM designation and will not be credited with such in any APICS publication or employment inquiry. APICS will retain every candidate's original certification information and will not revoke the credentials through the suspension process. Suspension means that an individual's certification status has lapsed, and the individual is not currently considered CPIM or CFPIM. APICS will mail a letter notifying each individual of his or her suspended status.

Reinstating Certification: An individual may reinstate his or her certification status by either:

- ➔ Acquiring an additional 15 CPIM points or 20 CFPIM points per year, over the core 75 or 100 points, for each year that lapses past his or her certification maintenance deadline OR
- ➔ Completing the full CPIM examination process or the full CFPIM process, which includes passing all required CPIM exams and submitting a CFPIM application.

If you have questions about the Certification Maintenance Program, the amnesty period, or the suspension process, please contact APICS Customer Support at (800) 444-APICS.

Calendar of Events

September PDM (joint Mftg/Supply Chain Summit)

Date Wednesday, September 15
Topic Should We Use Lean Manufacturing or ERP or Both? Here is the Answer...!
Speaker: John Boyer, CFPIM, PE
Place Rosedale Golf & Country Club, Bradenton
Time 5:30pm Registration
Cost \$20 for members / non-members
\$15 for company groups of 3 or more.
Contact Jim Bedell, (941) 724-1968
or eMail Reservations@apicsgulf.org

2004 APICS INTERNATIONAL CONFERENCE & EXPO

Date October 10 -October 13
Place San Diego, California
Before September 10th
Cost \$1,099 members / \$1,199 non-members
After September 10th
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

October PDM - Sun Hydraulics Plant Tour

Date TBD
Topic Experience industrial automation/lean manufacturing, JIT, MRP at its best!
Speaker: Plant tour
Place Sun Hydraulics, Sarasota
Time TBD
Contact Jim Bedell, (941) 724-1968

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, CPIM, CIRM (727)725-7674 or
email cpim@apicsgulf.org
no later than Monday, Sept 20th

FUNDAMENTALS OF PLANNING APICS FUNDAMENTALS COURSE

Date: October 19, 26, Nov 2, 9, 16, & Nov 30
Place: PGT Industries, Nokomis
Time: 8:00 AM - 12:00 noon
Cost: \$525
Contact for registration and questions:
Jerry Kilty, CPIM, CIRM (727)725-7674 or
email cpim@apicsgulf.org
no later than Thursday, Oct 14th



International Conference and Exposition

October 10 - October 13

San Diego Convention Center, San Diego, California

The APICS conference is barely a month away. Register on or before September 10th and save \$150.00 in registration fees. The four-day international conference combines high-quality education with unmatched peer-to-peer networking and a showcase of leading suppliers. We encourage our membership to take advantage of the learning and networking opportunities afforded by the conference. We hope to see you there!

Plant Tours

Plant tours have quickly become one of the most valuable components of the attendee experience. Tour registrations are taken on a first-come first-served basis. The following plant tours are available:

- Dimension One Spas. (electronic kanban, continuous improvement efforts including six sigma).
- DJ Orthopedics, LLC. (global orthopedic sports medicine company with a state-of-the-art research facility)
- Unisys Supply Chain Operations - Rancho Bernardo. (highly configured, custom servers worldwide)
- Elgar Electronics Corporation (semiconductors, telecommunications, measurements and control.)
- Teamwork Athletic Apparel (industry leader in style, service, and delivery)
- National Steel and Shipbuilding (NASSCO is the largest new construction shipyard on the West Coast).

Register today to guarantee availability.

General Session Speakers

Dan Thurmon, President, Motivation Workshop, Inc.

Ian Percy, Author, The 7 Secrets to a Life of Meaning

B. Joseph Pine II, Author, Mass Customization: The new Frontier in Business Competition

Featured Speakers

Joel Childs, Vice President of Marketing, FedEx Custom Critical.

Major General Harold Mashburn, Jr., Commanding General, Marine Corps Logistics

Charles E. "Gus" Whalen Jr., CEO Warren Featherbone Company

Junki Yoshida, CEO, The Yoshida Group.

Focus Zones

Presentations that focus on real-life applications and provide how-to skills for improving performance. Focus Zones (topic areas) will include:

- Emerging trends
- Enterprise quality management
- Lean strategies
- Project management small business issues
- Supply chain management essentials
- Tools for supply chain management]
- Personal and professional development.

NEW Certification Testing and Overview Session Opportunity.

Certification testing and overview sessions will be offered at the 2004 APICS International Conference and Exposition. Preregister by September 3 to guarantee a space.

Volunteer Leadership Workshop: Provides training for current and potential chapter officers. Provides membership, marketing, communications, technology, and chapter administration tips.

Instructor Development Workshop: An opportunity to share strategies, tips, and techniques to strengthen instructional skills. A forum to gain insight into APICS' newest courses.

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.)

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

Job Opportunities

from APICS National Website

Job Title: Production Scheduler

Industry: Engineering

Contact Info:

Kanthal Palm Coast

Palm Coast, FL

JOB CODE: 9001

Visit our chapter website for other openings

www.apicsgulf.org

Director, Supply Chain

APA Search, Inc.

Gloria Donnell gdonnell@apasearch.com

Location: Lakeland

Type: Full Time - Experienced

Company Summary: Annual sales volume of \$100 million. Company does not manufacture any of its products, however, their purchasing power and operating efficiency provides the basis for significant competitive strength. The vast majority of their sales are to the automotive aftermarket, with several million dollars worth of sales going to the industrial supply channel.

Reports to the VP-Operations. Directs and coordinates all replenishment activities to ensure fill rate and inventory turn targets are met. Develops policies and procedures to continually improve processes and reduce resource requirements. Responsible for forecasting, lead times, vendor and customer freight, supplier fill rates, customer fill rates, inventory control to include stock management, obsolescence, shrinkage, planning and safety.

Qualifications: A minimum of 10 years of supply chain management experience including operations, inventory control and replenishment planning. Experience working in a high SKU, multi-facility environment. Strong work ethic. Strong financial and analytical skills. CPIM certified preferred.

APICS Webinars

Quality Education at Your Fingertips....

Because your time and resources are limited, staying abreast of manufacturing best practices can be challenging. Where can you go for specialized, convenient, and cost-effective education? Discover the benefits of online education with APICS Webinars.

Benefit from specialized, convenient and cost-effective education. Visit the Education section of www.apics.org for a list of upcoming APICS Webinars, registration information, or to view an archived event.

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

VIRGINIA E. BEHR (941) 742-2784

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 E. Behr
Tropicana Products, Inc.
1001 13th Avenue East



Looking for direction?

APICS
Florida Gulf Coast

THE NAVIGATOR

Volume 4, Issue 1 **www.apicsgulf.org** **September 2004**

Should We Use Lean Manufacturing or ERP or Both? Here is the Answer...!

LOCATION: Rosedale Golf & Country Club, Bradenton
SPEAKER: John Boyer, CFPIM, PE
COST: \$20 members / non-members / students
 \$15 each for groups of three or more

DATE: September 15, 2004
TIME: 5:30pm Registration
 6:10pm Announcements
 6:30pm Dinner
 7:00pm Presentation
 8:00pm Final Comments

Directions to the September PDM:

From Bradenton:

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