

Looking for direction?



THE NAVIGATOR

Volume 6, Issue 1

www.apicsgulf.org

September 2006

September PDM

Leadership Vs. Management

Presented by Sibyl Melin, CPIM, CIRM, CSCP

Rosedale Golf & Country Club in Bradenton

Wednesday, September 13th - 6:00 PM

Think of all the terms we use to describe people in the organization hierarchy: shift leader, team leader, organizer, supervisor, department manager, VP, President, CEO, owner. Do all of these positions require the same skill sets? Some are front line positions in the trenches, others are field generals who are far behind the action, and a few are strategists who map out plans from a secure off-site command center. Sometimes the environment calls for a leader, while at other times we need a manager. Attendees will learn:

- The definition and traditional roles of a Leader
- The definition and traditional roles of a Manager
- How these roles have changed to become integrated
- Motivational techniques
- How to create the ideal "Leader/Manager".
- The definition and traditional roles of a Manager

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, September 11 before 12 noon. Cost is \$20/Members, \$25/Non-members, \$10/Students. Reservation deadline is noon on Monday, September 11th at reservations@apicsgulf.org or call [Tina Jensen at \(941\)746-2101](tel:9417462101). Cancellations must be received by 12 noon on Tuesday, September 12. Please note that no shows will be billed.

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

About the Presenter: Sibyl Melin, CPIM, CIRM, CSCP is president and founder of Sundial Consulting Group, Carlsbad, California.

With more than 25 years of experience in operations management, her background and multiple industry experiences provide an excellent foundation. This consultant, educator, and speaker wins high praise from her corporate clients and students. Known for her passionate expressions for maintaining manufacturing excellence in North America, Sibyl brings facts, common sense, and humor to her audiences.

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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 Friday, September 22nd. Please address all correspondence to:

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Officer's Corner

By Jim Bedell, CPIM

Never Graduate!

Welcome to a new APICS "academic" year. That calendar alignment certainly is appropriate for those of us who see APICS as the premier continuing education forum related to our careers in materials and operations management. A few years ago when I was finishing my term as president of the Florida West Coast Chapter (FLWC; Tampa/Pinellas area), I distributed to that BOD T-shirts that said "The Truly Educated Never Graduate."

As the incoming president of the Florida Gulf Coast Chapter, I am fortunate to have a very dedicated group of fellow officers who also believe that our mission is to make sure that you, our membership, are presented with stimulating educational meetings, seminars, plant tours, and formal education classes. In short, we don't want you to graduate. Instead, we want you to have the opportunities to grow and thrive in your careers as APICS itself adjusts to changing demands.

Much work has already been done, especially by Tina Jensen, supported by others, in organizing a great year of educational programs. By sharing resources with the FLWC chapter, we will be having International-Conference-level expert speakers. Often they will be speaking at FLWC one evening and at GULF another evening – usually on different topics. Some will be presenting all-day seminars at FLWC and/or at GULF. By publicizing all the events at both chapters, our goal is to make sure that you have choices to attend a range of topics each month – within a reasonably short drive. This is a great way to leverage your membership dollars.

Success as an APICS Chapter means more than just having monthly meetings. Indeed, each year as a chapter we must submit to APICS Regional reviewers a formal, documented report of what the chapter has done during the year. The process is known as C-BAR, Chapter Benchmarking and Reporting. Last week, Katrien Dolk-Etz announced that our GULF Chapter once again earned recognition at the "Platinum" level for sustained, multi-year performance at or near the top of the scale on which chapters are measured. Over the past two years Katrien has done an incredible job as chapter president, webmaster, newsletter editor, and other roles – including new mom. She is a hard act to follow! Thanks also to Paul O'Brien and Lee Stephens, who after years of dedicated service have left the BOD.

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Officer's Corner continued..

At our organizational meeting in early August, it was very evident that your new BOD is brimming with talent and enthusiasm. Cinda Whaley is focused on our membership administration, retention and growth. Irene Carey is taking on the time-consuming and often thankless job of editing the newsletter and doing other marketing tasks. Dr. Wende Huehn-Brown joins us as VP of Education, having previously taught the APICS and similar courses in the mid-west. Virginia Behr continues her very capable and thorough job of managing our finances, audits, and general administration. Tina Jensen, as described earlier, is organizing Programs, supported ably by Frank Crehore as Director of Programs. Pat Gray has stepped forward and been appointed by the BOD as Executive VP, bringing her past experience in chapter management from several chapters in NY and NJ. Katrien Dolk-Etz fills the Immediate Past President role keeping me in shape, and also is still working as our webmaster.

We all want to hear from you what you think about the Chapter and how it can serve your needs and those of your colleagues.

Sibyl Melin, CPIM, CIRM, CSCP contnued....

As an APICS instructor with over 10 years in front of students, her decades of operations, materials, cost accounting, and warehouse expertise means she has honed her presentations to match her audiences-whatever their part of the organization. As a corporate executive, Sibyl encountered many of the problems still facing organizations today and provides a wealth of lessons learned to her consulting clients and students. As a consultant and educator, she constatly searches for solutions to these challenges.

Opportunities to Earn Points through APICS Programs

[APICS Membership](#) (6 points per year)

[APICS CSCP Learning System](#) (30 points for earning a certificate of completion)

[APICS Conference & Exposition](#) (24 points for full conference registration and attendance)

[APICS Educational Offerings](#) (1 point per instructional hour)

[APICS CPIM and CIRM Exams](#) (10 points earned for each exam passed)

[APICS CSCP Exam](#) (20 points earned for passing the exam)

Calendar of Events

September PDM

Date Wednesday, September 13, 2006
Topic LEADERSHIP VS. MANAGEMENT
Speaker Sibyl Melin, CPM, CIRM, CSCP
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

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

APICS INTERNATIONAL CONFERENCE AND EXPOSTION

Date October 29-October 31
Place Orlando County Convention Center
Orlando, FL

Execution and Control of Operations

Course Dates: Thursdays, Starting Oct.12

Time: 4PM to 8 PM

Instructor: Jerry Kilty, CPIFM, CIRM

Cost: \$525 for the 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.

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.

Here are the important dates for you to keep in mind as you do your conference planning. Be sure to get your registration in early so that you can save your company some money.

Member pricing:

	Early (until 7/14)	Regular (until 9/15)	Late (after 9/15)
Individual Member	\$899	\$1,149	\$1,299
Team Member (4+)	\$849	\$1,099	\$1,249
Student Member	\$99	\$99	\$99

Non-Member pricing (includes 1 year APICS membership):

	Early (until 7/15)	Regular (until 9/30)	Late (after 9/30)
Individual Non-Member	\$1,199	\$1,399	\$1,499
Team Non-Member (4+)	\$1,149	\$1,349	\$1,449
Student Non-Member	\$150	\$150	\$150
2-Day Registration (Sun/Mon)	\$1,049	\$1,049 (until 9/15)	Not available

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

Nancy Veillion	Hi-Stat Sarasota Division
Diana Tortolan	Hi-Stat Sarasota Division
Rich Svetik	Hi-Stat Sarasota Division
John Elliott	Hi-Stat Sarasota Division
Ivonne Ortiz	
Jack Rea	Boar's Head Provision
Jeff Szymanski	Boar's Head Provision

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.



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 1 **www.apicsgulf.org** **September 2006**

**September PDM
Leadership Vs. Management**

LOCATION:	Rosedale Golf & Country Club Bradenton, FL	DATE:	September 13, 2006
SPEAKER:	Sibyl Melin, CPM, CIRM, CSCP	TIME:	5:30pm Registration 6:00pm Dinner
COST:	\$20 members / \$25 non-members		7:00pm Presentation

Directions to the September 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.