



FLORIDA WEST COAST CHAPTER

WEST COAST CONNECTION

APICS® THE EDUCATIONAL SOCIETY
FOR RESOURCE MANAGEMENT

JUNE, 2004

WWW.APICS-FLWC.ORG

JUNE PROFESSIONAL DEVELOPMENT PROGRAM

TUESDAY, JUNE 8TH

AT

**TUCSON'S RESTAURANT
OFF ULMERTON ROAD**

AGENDA:

5:30 - 6:30 P.M. Social Hour
6:30 - 7:30 P.M. Dinner
7:30 - 8:30 P.M. Speaker

COST:

\$25.00 Reserved Members
\$30.00 Non - Members
\$30.00 Guest
\$15.00 Students

For Reservations, Contact

Tom Kilty

Phone: (727) 725-7674

Fax: (727) 791-9786

Email: QMSKilty@ij.net

NO-SHOWS WILL BE INVOICED

In order to help us to provide the best service possible at each Professional Development Meeting, we would request that you please make every effort to make your reservations by the Friday preceding the meeting.

Visit us online at www.apics-flwc.org

Chapter Report & Annual Awards Banquet

by Gary Clauer, C.P.M., CPIM

The year's final program features a report on the status of the Chapter and the annual awards presentations for "Member of the Year" and "Company of the Year". Join us for the festivities and hear from your Chapter President, Gary Clauer, C.P.M., CPIM. The evening events also include induction of new Chapter officers for the upcoming year.

Chapter Summary

This year was another mixed year for the Florida West Coast chapter. The practice initiated last year of separating the strategic plan into "core" offerings and chapter "initiatives" continues to be an effective means of developing the chapter's strategic plan.

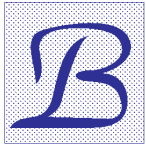
The education had a second year of very weak turnout, with CPIM attendees only averaging 6 per course. There were no courses for Fundamentals planned due inadequate demand by the community. An effort was made to break the Fundamentals curriculum into half day and one day workshops as an alternative to formally offering the complete course. However, the first workshop had very poor turnout causing the board to decide to suspend further work shops.

Professional Development Programs continue to be strong and continue to be operated at a loss. With the loss of education revenue and the reduced membership that has historically been available to subsidize the additional expense, the board reluctantly voted to increase the price of the programs by five dollars. The programs are expected to continue to run at a loss but revenue from the membership dues is expected to be adequate to support the programs.

The chapter newsletter "The West Coast Connection" began being published exclusively via email, providing a substantial savings to the chapter in printing costs. The web site, launched three years ago, continues to be a source to direct new prospects to for information. The host was changed, providing the chapter with the opportunity for future enhancements, such as chapter email accounts and on line registration all for a lower cost. The company coordinator program was fairly active and met on several occasions.

The chapter's financial position deteriorated for the second year. This is attributed to continued low attendance in the education classes. As well as having to absorb Society price increases and Region cost cuts. The chapter's bank was changed, eliminating a \$150 annual service fee. The Florida West Coast chapter continues to be financially strong.

(Continued on Page 2)



FLORIDA WEST COAST CHAPTER

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Bausch & Lomb, Inc. (813) 866-2468
E-mail: carol_moore@bausch.com

Director of Technology Keith Chaisson
Material Systems Engineering (813) 878-2250
E-mail: kchaisso@tampabay.rr.com

Chapter Summary (Continued)

ACT 2000 Contact Management software was purchased three years ago with to goal of providing the members of the board of directors with a common set of data for members and prospective members. The implementation of ACT 2000 has proven to be a useful tool to manage members and prospective members however the desired goal continues to be just out of reach due to technical issues with ACT 2000.

The position of Director of Career Services that was appointed last year has been very successful. A considerable number of folks registered, several individuals were able to find employment, and an alliance with BAMA was initiated.

Overall, the Florida West Coast Chapter is financially healthy, continues to have strong education offering; excellent development programs and continues to be an innovative chapter.

Respectfully submitted,

Gary T. Clauer, CPIM, C.P.M.
President, APICS-Florida West Coast Chapter

FLORIDA WEST COAST CHAPTER

Vision:

The vision of the Florida West Coast Chapter of APICS is to be recognized by the community as the premier provider of education and professional development in the area of Resource Management.

Mission:

We are the Florida West Coast Chapter of APICS, the Educational Society for Resource Management. Our mission is to be the premier provider of resource management education and professional development, resulting in a competitive advantage for our membership and the community. We will conduct review courses, seminars and classes, intended to teach the APICS Body of Knowledge, while creating a network for individual growth. We will align ourselves with sister societies and the monies raised by our programs will be channeled back through the chapter to promote future growth.

Chapter Web Site Address Change

Please note that the Chapter's new web site address is
www.apics-flwc.com.

**13th Annual BAY AREA MANUFACTURER'S
ASSOCIATION Scholarship Golf Tournament**

WESTCHASE GOLF COURSE

Monday June 21st, 2004 - Tampa, FL

These are just some of our fantastic prizes!

Complete set of Golf Clubs with Bag, Two night stay at the Radisson hotel, Autographed Buccaneer Football, Portable Gas Smoker donated by Clearwater Gas Systems, \$100 Gift Certificate to Lowe's donated by Allied Aerofoam Products, Ray Cook Putter, Autographed USF Football, Cigar Humidor, Fit All Golf Cart Topper donated by Tampa G Manufacturing, Autographed Devil Rays Baseball

Scramble Format - You don't have to have a team, we'll pair you up with other players.

11:30 AM - Registration Begins mingle with Buccaneer Cheerleaders

11:45 AM - Buffet Lunch

1:00 PM - SHOT GUN Start

Dinner & Awards Immediately Following Golf Tournament

Hole in one contest for a NEW CAR!

Provided by Walker FORD

Goodie Bags - Attendance Prizes - Closest to the Pin and Longest Drive PRIZES!

RSVP by June 11, 2004 To view Adobe Acrobat Reader File Go to:

<http://www.bama-fl.org/services/2004golf/golf2004.pdf>

Kim Green
Executive Director
BAMA
727-536-5809
14004 Roosevelt Blvd., Suite 601-D
Clearwater, FL 33762
www.bama-fl.org

Company Coordinators 2003 - 2004

Company Name	Contact	Work Phone
Accenture	Judy Stimson, CPIM, CIRM, C.P.M.	727-897-4539
Audio Visual Innovation	Joy Anderson, CPIM	813-884-7168, x2093
Bausch & Lomb, Inc.	Carol Moore, CPIM	813-866-2468
Baxter Healthcare Corp	Jim Bedell, CPIM	727-548-2396
Black & Decker-Tampa	Sandra Bailey	813-671-6481
Cardinal Health	Dianne Kapp	727-803-2702
Coca-Cola, NA	Rick Hollingsworth, CPIM	727-736-7136
Coca-Cola Enterprises	Katie Perkey	813-612-4706
Columbus McKinnon	Richard Colyar	941-755-2621, x12
Cott Beverages USA	Valerie Turner, CPIM	813-313-1847
Eaton	Patti Gander	
Esco Mfg.	George Martin, C.P.M.	813-855-9466, x223
Essilor of America, Inc.	Tom Watt	727-549-4615
Flanders-Precisionaire	Kevin Hauge, CPIM	727-822-4411, x22118
GA Food Service	Paul Bruns, CPIM, CIRM	727-573-2211
General Dynamics - OTS	Robert Sontheimer, CPIM	727-578-8318
Genesis Mfg.	Dave Turtletaub	813-854-1661, x3019
Home Shopping Network	JoAnn Catanzaro, CPIM	727-872-7807
Honeywell Space Sys.	Bob Smith, CPIM	727-539-3761
Honeywell Int'l GNO	JoAnn Ketring, CPIM	727-539-4206
Industries Training	Norbert Hoffmann, CPIM	727-639-6783
Intertape Polymer Group	Gary Clauer, CPIM, C.P.M.	941-739-7542
Jabil Circuit	Jean Krupinski, CPIM	727-803-5446
L-3 Communications	Susan Gingery, CPIM	727-369-4085
Linvatec, Inc.	Joan Fowler, C.P.M.	727-399-5303
Lockheed Martin	Ken Gibbons, CPIM	813-854-7273
Lockheed Martin - Aero	Kelly McDonald, CPIM	727-578-6980
Mastry Engine Center	Craig Williams, CPIM	727-522-9471, x1205
Materials System Eng.	Keith Chaisson	813-878-2250
Molex	Bob Walker, CPIM	727-521-2700, x206
Phasetronics, Inc.	Bill Plouffe	727-573-1900
Progress Energy	Donald Spoor	727-820-5859
QMS	Jerry Kilty, CFPIM, CIRM	727-725-7674
Raytheon Company	Victoria Delesie	727-768-8520
Safeline Metal Detection	Dave Tatman, CPIM	813-889-9500
Smith & Nephew, Inc.	Russ Emanuelson, CPIM	727-392-1261
Smiths Industries	David Barta, CPIM	727-532-1280
Sparton Electronics	Roger Bori, CPIM	352-540-4129
Superior Uniform Group	Joe Kirchner, CPIM	727-397-9611, x214
Sypris Electronics	Pete Adomis	813-976-6048
Trak Microwave	Bob Norman, CPIM	
Transitions Optical	Jim Curry, CPIM	727-545-0400, x2217
Tri-Tronics Company	Charles Carpenter, CPIM	813-886-4000, x 115
Tropical Sportswear Intl	Stephen Phillips	813-249-4900, x1341
TSE Industries, Inc.	Mark Neuman	727-540-1375
VELA Research	Jay Allen	727-507-5358
Verticent, Inc.	Don Collins, CPIM	727-365-7325
VF Imagewear	Kristen Pressley, CPIM	813-969-6433

**Next BAMA Dinner Meeting
Thursday, May 20, 2004**

“Intellectual Property Law”

**Patent, Trademark, Copyright and Trade Secret Laws
Featuring – Herbert W. Larson & Larson, P.A.**

**Location: Radisson Hotel & Conference Center
12600 Roosevelt Blvd., St. Petersburg, FL 33716**

Register online: www.bama-fl.org

June 2004: News from the EDUCATION CORNER!

During the 2003 –2004 fiscal year there have been 18 new CPIM's, one CIRM and one CFPIM, an excellent year for certification.

The details for the next CPIM Review course being offered are:

Course: "Execution and Control Of Operations"

Dates: June 4th, 11th, & 18th.

Time: 8:00 AM to 4:30 PM each day

Location: Holiday Inn Express, Oldsmar, FL

Cost: \$495

Although this course is designed to be a review course for the CPIM exam, the curriculum covers many relevant subjects that would benefit many folks within a company, **especially the Operations Management and Production Control teams**. The course outline is as follows:

- Planning, Execution, and Control Overview
 - Closed Loop System
- Scheduling Production and Process Operations
 - Establishing a Schedule
 - Production Scheduling
- Authorizing, Executing, and Reporting Activities for Push Systems
 - Push Systems Defined
- Authorizing, Executing, and Reporting Activities for Pull Systems
 - Pull Systems Defined
- Communicating Customer-Supplier Information and Controlling Resources
- Quality and Continuous Improvement Initiatives – Basic Concepts
- Quality and Continuous Improvement Initiatives – Making It Happen
- Quality Management Processes
 - Statistical Process Control
 - Monitoring Supplier Performance
- Evaluating Performance of Production Operations
 - Accuracy of Inventory Records
 - Performance Reporting

All managers, buyers, planners, and even the cost accountants will take away very specific understanding of how the scheduling and controlling affects them, as well as, how they impact the scheduling process.

The next course, Strategic Management of Resources (SMR) starting on July 9th, covers corporate strategy, configuring P&IM systems and project management. This is a key course for the management team of a company.

For more information, call Jerry Kilty @ 727 725-7674 or e-mail: qmsjerry@ij.net.

Congratulations!



New CPIM Completions!
Marsha Murphree, CPIM
Lockheed-Martin-Aerospace

FLWC Career Services – NEWS YOU CAN USE – June 2004

People Helping People

The Career Services Program exists to introduce local area companies to the FLWC Members. The Career Services Program:

- Solicits information regarding employment opportunities at local companies
- Informs registered members about employment opportunities
- Promotes the vision and mission of the APICS Florida West Coast Chapter

Member participation benefits:

- A medium for networking
- A forum for outplacement support and knowledge sharing
- A forum for job opportunities

Company participation benefits:

- Access to our professional member network
- Free advertising of open positions in our Newsletter

WIN – MEMBERS

WIN – COMPANIES

WIN – COMMUNITY

MEMBERS: EDUCATED MEMBERS HELP COMPANIES WIN

COMPANIES: SUCCESSFUL COMPANIES HELP THE COMMUNITY WIN

COMMUNITY: AN ECONOMICALLY SOUND COMMUNITY ALLOWS EVERYONE TO WIN

Please email marcia.callahan@verizon.net if you are interested in registering as a member of the FLWC Career Services program, or if your company has an employment opportunity.

Testimonial from a CS Member

I have accepted a position as Manufacturing Planner for a company in Gainesville. I will commute between Safety Harbor and Gainesville, so I will be around, just not as often as before! I am very excited about my new opportunity and want to thank all of the people I had opportunity to work with during my slow, but steady, pursuit of the perfect job! The Career Services Program gave me the opportunity to continually review my preferences for the ideal job. The networking meetings allowed me to obtain advice from peers in the Supply Chain field. Encouragement, leads, tips on interviewing and documentation activities of the job seeker, finding contacts at local companies are just a few of the benefits enjoyed as a member of the CS Team.

This position came about and someone I used to work with thought of me and hand-carried my résumé to the hiring Manager. I didn't realize the value and importance of creating a solid network of contacts during my tenure at this prior job. I am very pleased with the outcome of this particular situation and I can assure you that I will be much more cognizant of the fact that whatever I do today will follow me wherever I go. I have the FLWC to thank for helping me develop my professional image and knowledge foundation. I have all of you, my associates and peers of the Supply Chain Field, to thank for encouragement, support and advice throughout my time in the area! As I said, I'll be around and I look forward to seeing you at future FLWC events and activities!

Patti Gander will assume responsibility for the CS Program, effective immediately. Her email address is: pag813@hotmail.com. Make sure to keep Patti in the loop if you hear of a job, or know someone is looking for a new opportunity. Best wishes to all!

Sincerely, Marcia Callahan

Employment Opportunities

Inventory Position available at ESCO Manufacturing, Inc. Contact George Martin: gmartic@escofi.com for more information.

Gulf Controls is looking for a Production Planner; someone with MRP back ground. Contact Ken Bekham: kbeckham@gulfcontrols.com Between 25K – 40K depends on experience.

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Career Service Program participants have noted hiring activity at the following companies: www.plastipak.com; www.microram.com; www.hrdsxray.com; www.custom-mfg-eng.com; www.sparton.com; www.cokecce.com; www.tsionline.com; www.linvatec.com; www.snwmd.com; www.nielsenmedia.com; www.asocorp.com; www.coxtarget.com; www.pgtindustries.com; www.uniprise.com; www.lockheedmartin.com; www.cardinal.com; www.smithsind-aerospace.com; www.techdata.com; www.hsn.com; www.bicworld.com; www.pepsico.com; www.eckerd.com; www.tse-industries.com; www.bausch.com; www.rayjobs.com

Tips for the Job Seeker: Taking Back Your Career

Dreams Change

Most people spend over 2,000 hours a year working, so doesn't it make sense to enjoy what you're doing? YES!!! However, more than half of Americans hate their job, which translates to 1 out of every 2 workers hating their job. Therefore, when your dreams change and you're ready for a new job, what do you do to get that new position? Do you take the first job that comes your way? Often people take the first offer because they become frustrated with such things as needing money to live, they continue to receive rejection letters or no response at all from employers or become bored because the process often takes too long. In this article and in my new book "Get Your Dream Job In Any Economy" I'm offering a new and empowering approach, where your chances of getting the job you want are increased significantly!

Happy & Unhappy

The first thing you should do in finding your dream job is to decide what position interests you. This may seem like a simple decision, but it deserves serious thought. Finding a position that you will be happy with is very important. You might enjoy your current position, but still feel as if something is missing. Decide what about your current job is making you happy and unhappy. Pinpointing this will give you an idea of what you do and don't want in your next job. Once you've decided on the type of position then you need to find the "perfect" company for you!

Questions

When looking for a company there are questions you should answer. What size company are you looking for? Larger companies may be able to offer more benefits, but there might be more "steps" to go through to get promoted. In a small company you could be promoted rapidly, but receive less perks.

How you earn your salary is important. There are many ways to earn a living. Some people earn a set salary, while others get a salary plus bonuses or commission. Many people work solely off commission. Even though their earnings fluctuate, they like to have more control over the possibility of making more money.

Where do you want to work? Do you want to travel? You should decide if you prefer to work out of an office, out of your home or a little of both. Traveling can positively and dramatically impact your career. If you feel that you'd like to travel with your job, the next step is to decide how much traveling you would want to do. Traveling once a month is very different than traveling a few times a week. It could disrupt your life if you've not given it much thought before accepting the position.

You are the key to finding your dream company. What inspires and motivates you? You need to find a work environment that fits your personality. If you are a people person, then a job where you're expected to sit in a cubicle all day is not the fit for you. If you are unsure about a position, ask! It is okay to ask questions. When on an interview don't be discouraged from asking questions. It is necessary that you receive the information you need to make a sound and correct decision about the job. It wouldn't be fair to you or the company if you take the job if you are apprehensive.

"Insider Information"

Now that you know what type of position you're interested in and the type of company you want, it is time to start researching on prospective employers. Research is an essential part in finding your dream job. Research can be time consuming, but in the long run think about how much time you'll save by not interviewing or working again for the "wrong" companies.

The Web

If you haven't figured it out already, looking online is vastly similar to looking in your local paper's classifieds. While both avenues are incredible resources that should not be overlooked, they should not be the only place you look. If for example you are merely posting your resume and waiting to see what happens, you are doing yourself a huge injustice. Yes, first search the internet to see who is hiring, but your next step should be deciding who you want to

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Tips for the Job Seeker: Taking Back Your Career (continued)

work for. If one of your top choice companies appears to not be hiring you should still contact and pursue them as a potential employer. Obviously a great place to start looking online is at sites like www.Careerbuilder.com, www.Monster.com, www.net-temps.com or other sites that relate to your industry. These types of sites offer a huge advantage over solely looking on one or two company sites. The benefit is that you of course, get an overview of the market where you want to work.

Another advantageous place to look for information is at company financial, annual reports and internal employee brochures. This way you can see that what they communicate both externally and internally match one another. The more you know about a company, the easier it is to see if you and the company fit well together. On www.freeerisa.com you can discover internal business information about public companies at no cost.

Preceptorships

There are many ways you can get to view these documents. One way would be to participate in a preceptorship. A preceptorship is similar to an internship except that you're spending a considerable less amount of time on the job site, such as half a day or 1–2 days at the maximum. This allows you to get a better snap–shot of what your future job or company will really look like verses mainly doing research through reading and conversing with people within the industry.

The Media

News releases can enhance your overall picture of the company as well. You will encounter new products being released or changes that may affect the company in one–way or another. You might find out information about the company's customers and what they are doing with their business. New releases often give information about a company's financial situation such as if they are planning lay offs. This information can save you much stress in the not so distance future.

Dialogue

Another great way to receive “insider information” is through chat rooms and bulletin boards. There are many websites dedicated to helping people find information on companies. In many cases you can type in questions and receive answers in a short amount of time. It is amazing how much information you can gain access to just by conducting different and unique investigations.

Here are a few website search engines, www.valut.com, www.rileyguide.com and www.wetfeet.com that will provide vast information for free and when you want more details there is a small fee involved.

Magic

As you can see there are numerous ways to gather information on a company. Researching a company before you go for an interview not only prepares you, but it also leaves a positive impression on the interviewer that you took the time to care about you and the company's future. It takes a little more time and effort on your part, but the results are significant. Researching will help you get your dream job even faster than you expected! When you know what you want and then you go after it the world magically starts to make it happen for you. Now go get'em tiger!

–Jessica Marriott

Jessica R. Marriott is a national career strategist teaching people how to be simply irresistible and indispensable in their careers since 1995. She also teaches companies how to retain and hire simply irresistible and indispensable employees. Her book “Get Your Dream Job In Any Economy” can be purchased at www.JessicaMarriott.com. Marriott can be reached at 480–361–6962 or at Jessica@JessicaMarriott.com All rights reserved © 2000–2004 by Jessica R. Marriott.



WEST COAST CONNECTION

APICS® THE EDUCATIONAL SOCIETY
FOR RESOURCE MANAGEMENT

FLORIDA WEST COAST CHAPTER

JUNE 2004

WWW.APICS-FLWC.ORG

CALENDAR OF EVENTS

CPIM Certification Review Courses

Execution and Control of Operations

June 4, 11, & 18, 2004 @ Holiday Inn, Oldsmar

Strategic Management of Resources

July/August 2004 - Dates TBD @ Holiday Inn, Oldsmar

Basics of Supply Chain management

September 2004 - Dates TBD @ Holiday Inn, Oldsmar

**REMEMBER KNOWLEDGE NEVER TAKES A VACATION
CONSEQUENTLY YOUR EDUCATION CLASSES CONTINUE
THROUGHOUT THE SUMMER MONTHS**

Professional Development Programs

8 Jun 2004 @ Tucson's

Gary Clauer - Chapter Report & Annual Awards
Banquet

14 Sep 2004 @ Tucson's

John Boyer - Should We Use Lean Manufacturing or
ERP or Both?

12 Oct 2004 - Location to be Determined

Joint Meeting with ISM/NAPM

*APICS - Florida West Coast Chapter
25105 79th Avenue East
Myakka City, FL 34251*