



Special points of interest:

- January 2, 2007
Mid-Florida APICS
PDM
- February 6, 2007
Mid-Florida APICS
TOP MANAGEMENT
NIGHT
Seminar & PDM
- March 6, 2007
Mid-Florida APICS
Plant Tour
WinDoor

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December 23, 2006

Volume 1, Issue 6

January PDM: The Beer Game

This stimulating session will involve attendees in a demand simulation in which they determine the outcome.

This activity is design to:

- Introduce the principle that structure produces behavior
- Have the participants experience the pressure of playing a role in a complex system and understand the impact of collective decisions on system performance
- 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

order fill rates

- Understand the impact and effect backorders have on the supply chain

- Understand the "Forrester Effect" on demand

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 improve-

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Date: Tuesday, January 2, 2007

Networking: 6:00 PM

Dinner: 6:30 PM

Speaker: 7:30 PM

**Cost: \$25.00 Members
Reduced rate (\$10.00) available for unemployed members.**

**Where: Dubsdread Country Club
Directions and map on Page 5**

**Register by December 26, 2006
Andrea.Reese@apicsorlando.com**

The sessions learning objectives are:

- How to minimize supply chain costs
- How to achieve high

Upcoming PDM Information

It's hard to believe that we're already facing the holiday season and the middle of the APICS program year. We've had a busy first half, and the second half promises to be even better.

We'll be kicking



off 2007 with "The Beer Game," presented by Gerry Kilty, CFPIM, CIRM, CSCP, in January. You won't want to miss this interactive evening.

February is Top Management Night, and we'll be hosting both a Semi-

nar and PDM by Harold Cavallaro on the topic, "H.O.W.—How Organizations Could Work."

Our annual plant tour in March is also a joint meeting with MACF and we'll be touring the new WinDoor facility.

Be **Cont'd on Page 3**

President's Corner by Jo Fickes, CPIM



Well...we did it! The APICS Mid-Florida Chapter has earned the Silver recognition award for the 2005/2006 fiscal year. It took a lot of

effort from our dedicated board of directors and our members to make it happen – thanks to all!

The APICS International Conference that was held at the Orlando convention center October 29-31 was a great success. The Mid-Florida Chapter hosted a hospitality event for Region IV conference attendee which was sponsored by CHEP. It was an excellent opportunity to meet fellow APICS members from the Southeast region while enjoying delicious food! There were several Scholars that attended as well which helped them to polish up on their networking skills. Special thanks to Malaina Hudson, Marketing Director, for coordinating the very enjoyable hospitality event.

In September, we are offered our first two hour seminar along with the professional dinner meeting {PDM}. The topic was Supply Chain and we are truly honored to have David Buker as our presenter. David has been assisting companies to optimize supply chain management for more than 20 years and he did an excellent job presenting both the seminar and the PDM.

Denise Gillespie of The Denmark Group who is also our Director of Membership was our guest speaker at the November PDM. Denise has been an active APICS volunteer for many years and is one of the first to obtain CSCP, certified supply chain professional, and also maintains CPIM and CIRM certifications. The topic, "How to Sell Your Ideas to Management", will be a discussion that provided useful information on getting your ideas across effectively and it included an exercise that we all had to participate in to use our new skills. In addition, Mike McEntee from Sypris Test and Measurement conducted the company spotlight so we all got

to learn more about the different divisions of Sypris Test and Measurement.

What a way to kick off the near year by attending the next PDM on Tuesday, January 2! It will be a demonstration on supply chain, "The Beer Game", presented by Jerry Kilty, CPIM, CIRM, CSCP. This is a hands-on learning approach that really shows the impact of variations of supply and demand. Jerry is very active with APICS and has his own consulting firm.

I look forward to seeing you in January and I wish you and your loved ones a wonderful holiday season and a safe, happy, and prosperous 2007!

January PDM (cont'd from Page 1)

ment. Jerry has the unique qualification of having been responsible for both the financial and physical elements of inventory. 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.

Jerry's past APICS involvement includes having served most of the board positions on the local FLWC chapter's Board, including President and two years on Region IV staff.

He currently chairs the CIRM Test Committee for Delivering

Products and Services, is active on the Society's Voice of the Customer Council and the Body of Knowledge sub committee. He also serves on the FLWC chapter's Board as Secretary.

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

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

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Upcoming PDM and Seminar Information (cont'd from Page 1)

sure to attend and find out if they give away free samples!

April brings us Gerry Hempstead with "The Latest Updates in Transportation."

Our final PDM of the program year is accompanied by a 4-hour seminar. Michael Ford will be presenting both sessions. Be sure to at-



tend the afternoon of "Poka-Yoke: Mistake Proofing Your Environment" and an evening of "Back to Basics: A Review of the Top-Down Planning Hierarchy."

All of our seminars and PDM's except the plant tour are held at the Dubsdread Country Club at

649 Par Avenue in Orlando.



For more information about any seminar or PDM, please contact Andrea Reese.

Andrea.Reese@apicsorlando.com

WE DID IT!!!

Mid-Florida APICS completed the Chapter Benchmarking and Reporting (C-BAR, formerly Passport to Excellence) for our 2005-2006 program year with a SILVER AWARD.

APICS VISITS CHEP INNOVATION CENTER AND ORLANDO PLANT

ORLANDO, FLORIDA - Operations professionals recently gathered in Orlando for the APICS (The Association for Operations Management) International Conference and Exposition. Study of trends, strategies, and advancements in

load research and development facility is available for use by CHEP customers to develop solutions and solve issues.

The APICS team was introduced to CHEP's fully equipped testing facility with a visual and scientific demonstration of how customer problems and pallet quality issues are resolved. The Innovation Center helps reduce product damage and unit load instability for CHEP customers. In the adjoining pallet repair facility, CHEP applies a highly automated repair model, combining best practices from CHEP facilities around the globe.

ply chain." said Brian Beattie, Senior Vice President, Marketing, CHEP. "The CHEP Innovation Center provides a comprehensive demonstration of the research, testing, and support we offer our customers."

About APICS

APICS, The Association for Operations Management, is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals. For more information about APICS, visit www.apics.org.

"We are happy to share with the APICS team the value CHEP can provide to the supply chain"

*Brian Beattie
Senior Vice President,
Marketing
CHEP*

supply chain and operations management was combined with a study visit to the CHEP Innovation Center here. This leading-edge pallet and unit

"We are happy to share with the APICS team the value CHEP can provide to the sup-



Congratulations to everyone who was part of achieving this award!

Celebrate with APICS Join the 50-Member Challenge

Make APICS' 50th Anniversary Our Best Year Ever

For 50 years, APICS has empowered members to reach their career goals and helped businesses improve productivity and efficiency through superior education and training, internationally recognized certifications, and comprehensive resources for operations management professionals.

The APICS 50-year legacy of leadership is possible because of members like you! Now, you can pass on the legacy to new members and share the rewards of APICS membership.

Help Your Chapter or Region Recruit 50 Members

Build a stronger APICS membership community by inviting your colleagues and coworkers to join APICS.

- Help a colleague with professional development.
- Enable your organization to be more productive.
- Expand your professional network.

- Elevate the operations management profession.

Membership Is Rewarding
[APICS members enjoy the benefits](#) of access to the APICS body of knowledge, along with member savings on educational events and publications.

- Members gain skills and confidence to advance in their careers.
- Employers benefit from a more capable and knowledgeable workforce.
- Organizations operate more efficiently and profitably.

Four Easy Ways to Recruit

Be sure your referral includes your complete name and member number on the member referral line provided on the application.

Refer a member

Online: Complete the application at www.apics.org/2join. Enter the campaign code, "Recruit 50."

By fax: Download an application from the APICS Web site below and fax to (703) 354-8768.

▪ [50-Member Challenge Professional Membership Application](#)

▪ [50-Member Challenge International Membership Application](#)

By phone: Call APICS Customer Support at (800) 444-2742 or (703) 354-8851 with a major credit card.

Mail to: APICS, Membership Dues, P.O. Box 75381, Baltimore, MD 21275, USA.

Refer a Member and Win!

Each month, APICS will count the referrals and send a gift to each recruiting member. All participants will be entered in a drawing to win a grand prize. So, for each member you recruit, the better your chances of winning. Check the APICS Web site often to find out about the latest prizes. All recruiters will be featured on the APICS Web site and in other campaigns throughout the year.

Marketing Moment by Malaina Hudson

Were you aware that APICS offers an ENTERPRISE membership in addition to Student, Professional, and Corporate membership programs?

APICS enterprise membership is designed for organizations with 50 or more employees at more than one location. The APICS enterprise membership enables your organization to provide training and resources to a broad base of employees cost effectively. Enterprise members obtain full access to APICS members-only resources, networking, and customized benefits.

The membership is retained by

your organization rather than the individual, allowing your organization to transfer an individual membership to another employee within the organization at any time. Enterprise members enjoy the convenience of a single billing contact. A dedicated APICS representative will assist you in coordinating your organization's education and training needs.

Enterprise membership entitles your organization to enjoy all



the advantages of group memberships as well as value added benefits such as:

- Cohort training groups tailored to suit your objectives
- Member pricing to participate in the Accenture Supply Chain Academy
- An exclusive online community of practice for faster knowledge sharing

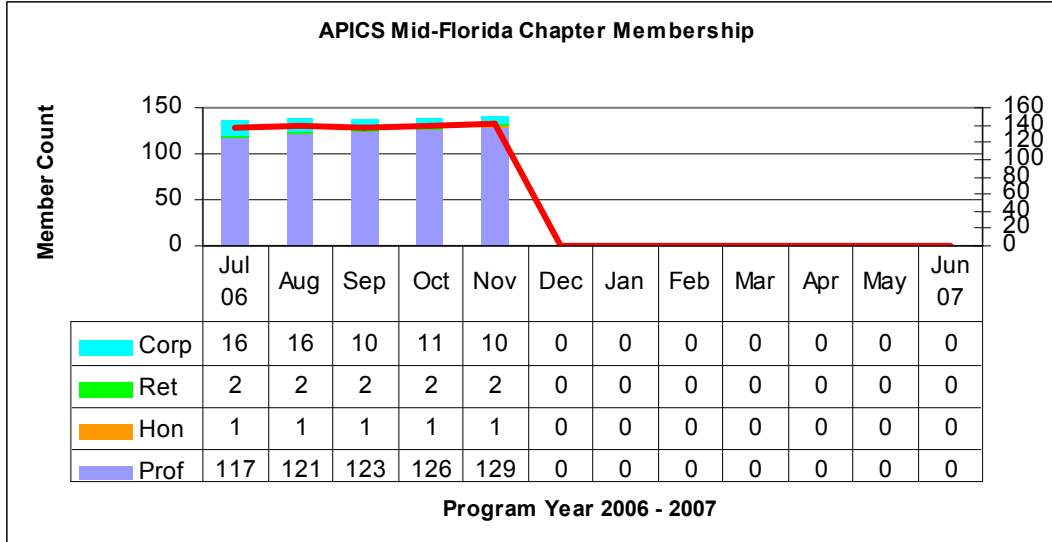
To find out how enterprise membership can benefit your organization, contact [APICS Customer Support](#) at (800) 444-2742 or (703) 354-8851.

About our Membership

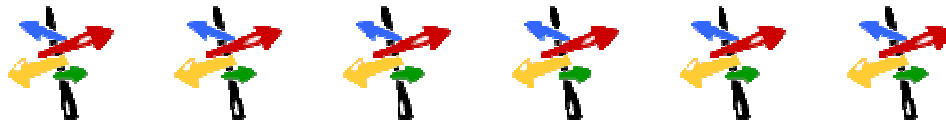
This year our membership goal is to increase our corporate memberships by 1 company and our professional memberships by 3 new memberships.

Membership Update

Mid-Florida APICS Chapter #208 ended July with 135 members on the roster. Our 2007 goal is to increase our membership by at least 1 company and 3 professional members. Bring a friend or co-worker to a Professional Development Meeting this year to see what the fuss is all about at APICS!



- Recognition
New Members**
- Jeff Beck (9/5)
 - Kathy Henry (9/7)
 - Robert Shook (9/14)
 - Flora Mabry (9/25)
 - Pradeep Hadavale (10/5)
 - Donna Gaithe (10/20)
 - Debbie Brooks (10/26)
 - Rafael Goyco (11/15)



Directions to Dubsdread Country Club

From Disney area:

I-4 East to Exit 86, Par Avenue.
Left on Par Avenue
Located 1 mile down on the right

From North Orlando:

I-4 West to Exit 87, Fairbanks Avenue
Left on Fairbanks
Right on Formosa Street
Right on Par Avenue
Located 1 mile down on the right

From Orlando International Airport

436/Semorán Blvd. North to 408 East/West Expressway
408 East/West Expressway West toward Orlando
I-4 East to Exit 86, Par Avenue
Left on Par Avenue
Located 1 mile down on the right



- Special Dates:**
- January 2, 2007
Mid-Florida APICS PDM
 - February 6, 2007
Mid-Florida APICS TOP MANAGEMENT NIGHT Seminar & PDM
 - March 6, 2007
Mid-Florida APICS Plant Tour WinDoor

January 2007

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2 PDM	3	4	5	6
7	8	9	10	11	12	13
14	15 Martin Luther King Day	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Schedule of Events

- January 2, 2007
 Mid-Florida APICS
 PDM
 Dubsdread Country Club
 549 Par St.
 Orlando, FL
 (407) 246-2551
- February 6, 2007
 Mid-Florida APICS
 TOP MANAGEMENT NIGHT
 Seminar & PDM
 Dubsdread Country Club
 549 Par St.
 Orlando, FL
 (407) 246-2551
- March 6, 2007
 Mid-Florida APICS
 Plant Tour
 WinDoor
 7500 Amerstam Drive
 Orlando, FL
 (407) 481-8400
- April 3, 2007
 Mid-Florida APICS
 PDM
 Dubsdread Country Club
 549 Par St.
 Orlando, FL
 (407) 246-2551
- May 1, 2007
 Mid-Florida APICS
 MEMBER RECOGNITION
 Seminar & PDM
 Dubsdread Country Club
 549 Par St.
 Orlando, FL
 (407) 246-2551

January is National Eye Care Month

CONGRATULATIONS!

CSCP

James R. Pullin

CPIM

Conrad D'Souza, CHEP

Make a Difference: APICS Scholars Education Program

You can help shape a career through the APICS Scholars Education Program.

The [APICS Educational and Research Foundation](#) offers graduate and undergraduate members of APICS student chapters the opportunity to attend the APICS International Conference and Exposition. By attending conference, scholars make valuable contacts, learn real-world applications of their knowledge, and practice applying knowledge through the student case competition. The APICS scholar experience helps prepare students to enter the workforce after graduating.

It's up to members like you to make the Scholars Education Program successful. Volunteers are needed to serve as a **mentors, coordinators, and donors**. If you would like more information or to sign up, please send an e-mail to scholars@apics.org

The Scholars Education Program is fully funded through tax-deductible donations to the APICS Educational and Research Foundation.

Individuals, companies, APICS chapters and regions, and conference exhibitors can select a specific student or school to become a scholar by making a \$1,000 donation, or two students or schools by

making a \$1,600 donation, and additional scholars or schools by donating \$800 each. Donors may designate a scholar or school by indicating the student or school's name on the donation form.

To make a donation for 2007, [complete the 2007 donation form](#) and mail it along with your check to:

APICS Scholars Education Program
c/o E&R Foundation, Inc.
5301 Shawnee Road
Alexandria, VA 22312

Thank you for contributing to the career growth of APICS future leaders.

Questions?

Contact Eric D. Tulenson, CPIM, at erictulenson@bex.net

For the first time, scholars participated in a case competition, where scholar teams were formed to develop a solution for a fictional manufacturing company. The case competition is modeled after a program designed by APICS Region 14. The APICS Chicago Chapter donated the cash prizes for the scholars.

Congratulations to the 2006 Case Competition Winners



First Place Winners \$100 Prize

Scholar

Derrick Domask
Anneca Dukes
Bradley Fisher
Jason Geye
Amol Gore
Brent Hagan
Ryan Hartzell
Gayathri Kandasamy
Karan Karthik
Nitin Khanna
Min Jung Kim, CPIM
Kerri-Lynn Kit

University/College

University of Wisconsin - Whitewater
Indiana State
University of Wisconsin - Whitewater
Milwaukee Area Tech College
University of Oulu, Finland
Purdue University
Canisius College
California State Univ - Hayward
Wichita State University
Wichita State University
Penn State
Conestoga College

Second Place Winners \$75 Prize

Scholar

Nicole Kolosso
Matthew Krone
Nilesh Kulkarni
Genevieve Leblanc
Christina Lehr
Derek Lemke
Haibo Li
Prashant Lodhia
Vishal Magdum
Ricardo Manzanera
Benjamin Marcov
Sachin Mariguddi

University/College

University of Wisconsin - Oshkosh
SUNY - Geneseo
Wichita State University
HEC Montreal
Northeastern Illinois University
University of Wisconsin - Whitewater
University of Wisconsin - Madison
Wichita State University
Wichita State University
Universidad Autonoma de Cd. Juarez
Iowa State University
IMRMI, Mumbai, India



Third Place Winners \$50 Prize

Scholar	University/College
Carla Ansley	University of Maryland
Matthew Ashman	Virginia Tech
Louis Bellefeuille	HEC Montreal
Kathryn Brown	Indiana State
Jaclyn Carlson	Iowa State University
Jia-Hui Chen	University of Wisconsin - Madison
An-Hsiang Cheng	Case Western Reserve University
Shanmuga Chittoory	Wichita State University
Sean Cook	Ball State University
Matthew Corsi	Bowling Green State University
Bradley Cramer	Bowling Green State University
Jennifer Davis	Univ. of Texas - Arlington
Robert Meyer	Carroll College
Manas Mitra	Wichita State University
Jorge Moreno	Universidad Autonoma de Cd. Juarez
Keshav Prasad Nagabhushana	Wichita State University
Jaime Nicoll	Conestoga College
Vikas Pashilkar	Wichita State University
Laura Piccolo	Canisius College
Mandy Price	Carroll College
Santhanam Rajagopalan, CSCP	Univ. of Texas - Arlington
Venkata Ranga Repaka	Wichita State University
Kimberly Ricker	Bowling Green State University
Mark Rokos	Grand Valley State University
MD Sarder	Univ. of Texas - Arlington
David Schuette	University of Wisconsin - Whitewater
Jonathan Shadle	University of Toledo
Virendra Sharma	Purdue University
Erin Talbot	Iowa State University
Arun Tatikonda	Wichita State University
Ashley Testa	The George Washington University
Ana Torres	Univ. of Texas - El Paso
Sally Valaquez	Northeastern Illinois University
Brian Ward	Conestoga College
Braden Weisheit	Ball State University
Srikanth Yellepeddi, CSCP	Univ. of Texas - Arlington



Below: Denise Gillespie with Kyle and Courtney, from Idaho, who stayed with her family during the Conference in October.



Above: Scholar Ben Markov (right), Iowa State University, and two of his case competition teammates relax at the Region IV Hospitality Event.

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APICS Partners with the America's Second Harvest Network

WE'RE ON THE WEB

WWW.APICSORLANDO.COM

Submission Guidelines

If you are interested in submitting original articles for publication, please submit the article in MS Word (*.doc) or text (*.txt) format via e-mail to:

Malaina.hudson@apicsorlando.com

Submission Deadline is the second Tuesday of every calendar month.

Next deadline: January 9, 2007.

Alexandria, VA — December 11, 2006 — Industry association APICS announced today that it has forged a relationship with America's Second Harvest — The Nation's Food Bank Network, which is the nation's largest charitable hunger-relief organization. This partnership was developed to help improve the quality and cost of delivering food supplies to those in need.

America's Second Harvest has identified a need to become better educated in operating its food supply chain for the routine challenges of overcoming transportation congestion as well as for disaster assistance scenarios. The benefits of APICS' education will have a real and significant impact on America's Second Harvest's ability to further refine and improve the organization's outstanding food supply chain processes and procedures — both on a professional and personal level for the organization's employees and for the recipients of food bank sup-

plies.

APICS will provide the America's Second Harvest Network with one free membership for each of its more than 200 food banks and food-rescue organizations. America's Second Harvest logistics personnel across the country will have full access to the APICS body of knowledge, the most expert, current and relevant education resource for the growing operations management community. Through its relationship with APICS, America's Second Harvest is empowering its employees to enhance their supply chain and logistics knowledge so that they can continue to meet their continually changing workplace demands while maximizing efficiencies in the food bank supply chain.

"We are enthusiastic about the opportunity to work with America's Second Harvest to improve its supply chain and operations management at the local and national level," said Abe Eshkenazi, APICS executive director and chief opera-

tions officer. "America's Second Harvest is committed to improving the lives of thousands of Americans every year, and it is an honor to assist the organization as it works to maximize efficiencies and improve upon its already excellent supply chain management processes."

"The America's Second Harvest Network is tremendously grateful to APICS for providing us the opportunities to enhance our ability to feed hungry people across the country," said Michael Halligan, senior vice president of Food Sourcing and Logistics at America's Second Harvest. "It's through partnerships like these with APICS that we can truly have a positive impact on feeding more people who may not know where their next meal will come from. I extend our deepest appreciation to APICS and their membership."

Reprinted from Supply & Demand Chain Executive, December 2006.