



**APICS The Association for Operations Management**

**Issue: February 2008**

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. To learn more about the APICS community, visit [www.apics.org](http://www.apics.org).

**AWARDED!!**

Congratulations to those in our chapter for making it a successful 2006—2007 year. We received a **GOLD** designation for last year's programs and we are working on achieving the same for this year..



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**March PDM: "Top Management Night "**

**Be sure to invite your Top Management**

**Tuesday, March 4, 2008**

**Topic: "Lean Culture"**

**Speaker: Chet Kagel**

**Where: Dubsdread Country Club**

549 W Par St  
Orlando, FL 32804  
(407) 246-2551

**Cost: \$25**

**Networking begins at 6:00 PM**

**Dinner at 6:30 PM**

**Presentation at 7:00 PM**

**Register by Friday, February 29, 2008**

Email: [reservations@apicsorlando.com](mailto:reservations@apicsorlando.com)

**Directions and map on [Page 5](#)**



When implementing Lean in a manufacturing organization it is normal to focus on the "mechanics" of implementing Lean - to understand the concepts and learn the tools. However, if the implementation has stalled out, slowed down, or you not achieving what you wanted - then it maybe it is time to look at the human side of the equation. What are the key cultural elements that make Lean work? What do people need to do differently when working in a Lean environment? Are there some organizational elements that are more conducive to Lean?

Bring your questions. We look forward to having a highly interactive session.

*And don't forget to bring your boss!!!*

**New Member Update**

**Welcome the newest members of our chapter:**

- Michael Keaton (Nov 2007)
- Arlene Guffin (Nov 2007)
- Janet G. Fisher (Dec 2007)
- Nick Sayles (Dec 2007)
- Portia Evans (Jan 2008)
- AnnMarie Venne (Jan 2008)



# President's Corner

I hope that everyone had a wonderful holiday season. The chapter got 2008 started with the January 12th volunteer and learn event at Second Harvest. Five members from the Florida Space Coast Chapter joined us. This was a great opportunity to not only learn about the supply chain activities at a non-profit organization, but to help our community as well.

The February 5 event was presented by Sandy Smith, CPIM at Alcon Labs in Orlando. Sandy did a great job of sharing Alcon's success story of changing from a push to a pull system. It is always refreshing to see a company putting theory into practice successfully.

The restructuring of APICS into districts began January 1, 2008; we are now in the Southeast District

instead of Region IV. Please check out the website, [www.apicssoutheast.org](http://www.apicssoutheast.org).

CPIM and CSCP courses are being offered. Please visit our website or contact Jim Pullin at [james\\_R\\_Pullin@hotmail.com](mailto:james_R_Pullin@hotmail.com) to obtain additional information.

The CSCP focuses on all functions of the supply chain. A significant amount of CSCP material is dedicated to supplier relationships and customer relationships because APICS recognizes that future supply chain success is dependant on building real "partnerships" which are truly long term relationships.

During my 20+ years in APICS, I have had the opportunity to build long term relationships with co-members through my involvement at APICS functions and through volunteering with various Chapters. These rela-

tionships benefited me professionally, however, more importantly; I have grown personally through learning the true meaning of teamwork and by creating lasting friendships – people I can truly depend on.

Thanks to each of you who helped make 2007 a "Gold" year for the Mid-Florida Chapter, especially, your dedicated board of directors (see sidebar below).



I look forward to seeing you at our upcoming events!



## APICS Needs YOU!!

Are you interested in becoming more involved in the Chapter? Would you like to work with exciting professionals while having fun? Well then we have a position for you.

We are currently looking for members to serve on the 2008-2009 Board of Directors. If you (or anyone you know) is interested, please contact Rob Scott at [robertl-scottjr@yahoo.com](mailto:robertl-scottjr@yahoo.com).

**BOARD OF DIRECTORS**

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[President@apicsorlando.com](mailto:President@apicsorlando.com)

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*OPEN POSITION*

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**Director of Programs:**  
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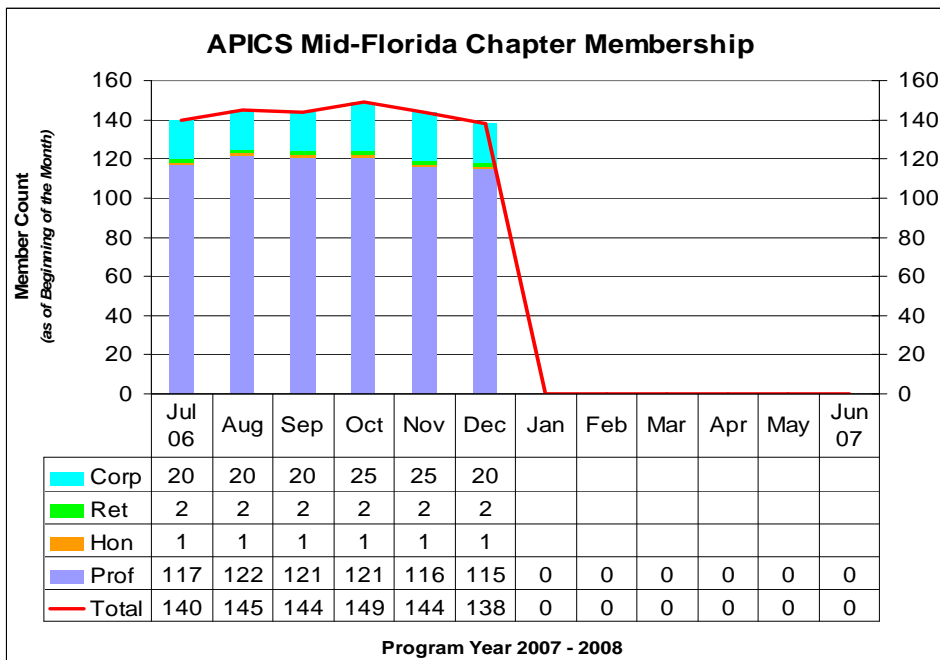
**Directors at Large:**  
Walt Webster  
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**Committee Members:**  
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David W. Buker  
[david.buker@apicsorlando.com](mailto:david.buker@apicsorlando.com)

# Membership Update

Mid-Florida APICS Chapter #208 Began the year strong with 140 members. Our 2008 goal is to increase our membership by at least 1 group and 10 professional members, while still maintaining our current membership. Bring a friend or co-worker to one of our events and see what the fuss is all about at APICS!



## Professional Development Events (PDEs)

Events scheduled to provide education about best practices, lessons learned or new concepts in Supply Chain. This includes dinner presentations, plant tours, workshops and/or seminars.



Date	Event
Tuesday, April 01, 2008	Topic: (Company Specific)
Tuesday, May 6, 2008 <i>Membership Recognition Night!</i>	Topic: Supply Chain Evolution
June - August	No PDE's - <i>New Board of Director Planning Horizon</i>
September	First PDE of new Program Year <i>Stay tuned for a full slate of programs in the next year!</i>

## Certification Review Classes

### CPIM 2008 Review Class Schedule

Basics of Supply Chain– February 16 & 23, 2008

Master Planning of Resources – April 12 & 19, 2008

Detailed Scheduling and Planning – May 17 & 24, 2008

Execution and Control – June 14 & 21, 2008

Strategic Management of Resources – July 19 & 26, 2008.



### Education Questions:

If you are interested in attending, any of our classes, please contact Jim Pullin at 407-644-2156 or email: [education@apicsorlando.com](mailto:education@apicsorlando.com).

Check out our website for more information, and for a complete listing of all CPIM and CSCP classes..



### CSCP 2008 Review Class Schedule — Offered in cooperation with : VALENCIA enterprises

Classes will meet every other Friday, on the following dates:

Session II – April 25, May 9, June 6 & 20, 2008 (no class 5/23 due to Memorial Day)

Session III – September 26, October 10 & 24, November 7, 2008

Class size is limited to 15 students. However, additional sessions will be open on the opposite weeks if warranted.

## Save the Date



## EXAM SCHEDULES

### CSCP EXAMS

APICS anticipates a transition to computer-based testing (CBT) for its CSCP exam in *December 2008*.

Both the March and June exam administrations will be paper-and-pencil (P&P) based.

### CPIM EXAMS

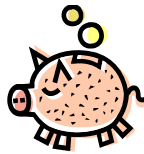
The APICS CPIM exams will continue to be offered by computer-based testing in North America throughout the year. Specific dates and hours of operation vary by CBT site.

Important CSCP Dates			
Eligibility Application Deadline	Exam Registration Deadline	Exam Date	Test Delivery Method
January 18	February 1	March 15	P&P
April 25	May 9	June 21	P&P
October 17	October 31	December 13	CBT

### CIRM EXAMS

The APICS CIRM exams will be offered until June 1, 2008. As of June 1, 2008, the APICS **CIRM program will be discontinued**. Any candidate who wishes to earn the CIRM designation must pass all required exams before June 1, 2008. Please check out our website ([www.apicsorlando.com](http://www.apicsorlando.com)) for more information on these dates.

## NEW 2008 EXAM FEES



### CSCP Exam Fees

#### Paper-and-pencil based CSCP Exam

The CSCP exam will be administered domestically by paper-and-pencil in March and June 2008. The exam registration fees for the P&P administrations are as follows:

- Member: \$575
- Nonmember: \$725
- Retake fee\*: \$350

*\*the retake fee is available to candidates who did not pass their previous exam.*

#### Computer-Based CSCP Exam

The computer-based CSCP exams will be available beginning in **December 2008**. The exam registration fees for the computer-based CSCP administered in December 2008 are as follows:

- Member: \$600
- Nonmember: \$750
- Retake fee\*: \$350

*\*the retake fee is available to candidates who did not pass their previous exam.*

### CPIM & CIRM Exam Fees

#### Computer-Based CPIM Exams

The 2008 registration fees for CPIM exams administered by computer are as follows:

- Member: \$120
- Nonmember: \$155

#### Computer-Based CIRM Exams

The registration fees for CIRM exams administered by computer in 2008 are as follows.

- Member: \$160
- Nonmember: \$195

*\* CIRM testing will cease as of June 1, 2008. The last IEM administration will occur in March 2008. No exceptions will be possible.*

# Job Postings

We have more companies that are looking for Supply Chain Professionals, even during these uncertain times. Current job openings include: Logistics Manager, Commodity Specialist, Commodity Manager, Supplier Quality Engineer, and Manager of Inventory Control. Check these out on our website at [www.apicsorlando.com/Career.asp](http://www.apicsorlando.com/Career.asp)

Don't forget to look for other postings on the [APICS Headquarters website](#).



Companies who have posted listings in the recent past include:

- Mitsubishi Power Systems
- TracStar
- Datamax
- Ascent Healthcare
- Sypris Test & Measurement



## 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: [newsletter@apicsorlando.com](mailto:newsletter@apicsorlando.com)

Submission Deadline is the second Tuesday of the last month in the quarter.

Next deadline:  
March 21, 2008

WE'RE ON THE WEB

[WWW.APICSORLANDO.COM](http://WWW.APICSORLANDO.COM)

# Directions to Dubsdread Country Club

### From Disney area:

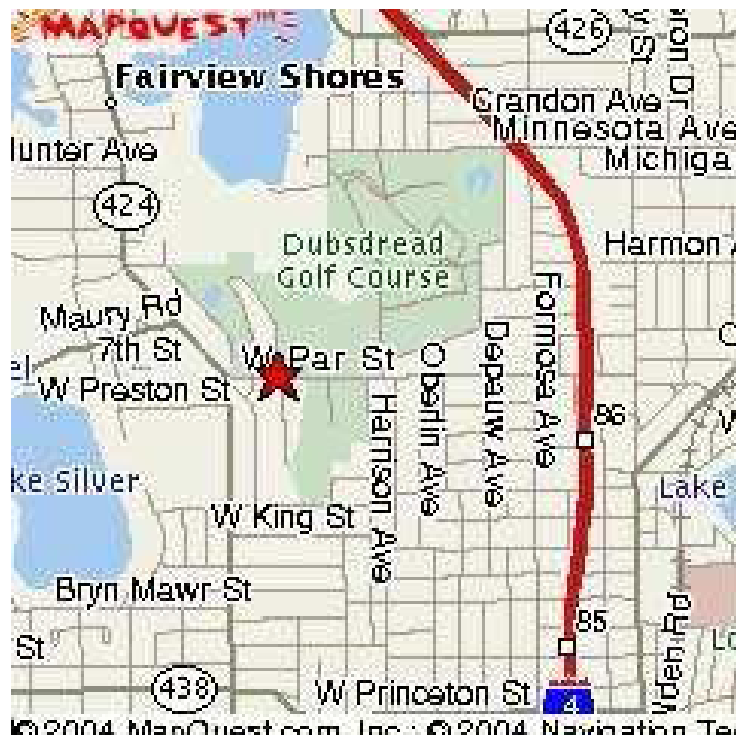
I-4 East to Exit 86, Par Avenue.  
Left on Par Avenue  
Located 1 mile down on the right

### 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/Semoran 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



On Saturday, January 12th, members of the Mid-Florida and Space Coast APICS chapters joined forces to assist Second Harvest with the sorting of donated food items. Once given the instructions by Bill about what could be kept, we applied many concepts of Supply Chain Management. We experienced CONSTRAINTS (big burly guys who could move heavy boxes) and were so LEAN at one point we starved the line and ran out of RAW MATERIALS. At the end of our 4 hour shift, we had a tremendous sense of accomplishment, and a great feeling knowing we had helped those who truly are in need.

## Second Harvest Food Sorting at their Distribution Center



Bill gives us all instruction on how to sort



Rob Scott & David Goldstein listen well!



Space Coast Chapter members  
Lori Kruger & Alberto Escobar join Rob Scott  
in the fun!!



David is having fun too!!



Chapter President Jo Fickes is feeling good!



Rob & Alberto were only *trying* to look busy!!



Bill thanks us all for our help and shares his appreciation with some real world examples

# Membership Dues Increase

## APICS Announces New Membership Dues Structure

The APICS Board of Directors approved a new membership dues structure beginning April 1, 2008. The focus for APICS has always been on providing the value that members seek to improve their on-the-job performance, advance in their careers, and thrive as operations management professionals. The new dues structure will provide greater support and resources to APICS partners (chapters, districts, and international associates) who deliver programs locally.

Member association dues will increase from \$110 to \$150 for professional members. Professional members belonging to chapters will pay a flat fee of \$50 for the chapter portion, for a total dues amount of \$200 for professional members. (If a chapter charges more, APICS will collect the additional amount on behalf of the chapter.)

The dues will change from \$110 to \$200 for domestic members-at-large; from \$130 to \$200 for international members-at-large. The dues amount for retired members will change from \$55 to \$75, plus chapter dues if applicable. There are no changes to academic, student, and international associate fees.

The enterprise membership will change to a tiered structure, effective second quarter 2008. APICS will offer enterprise members the opportunity to add additional members based on a sliding scale (illustration below). The current group membership structure will be phased out and current group members will transition to enterprise members as memberships come up for renewal.

The new dues structure support will enhance the capabilities of APICS partners with support from corporate office funded field staff, funding to deliver enhanced member benefits and services locally, and new and enhanced tools and resources for chapter leaders.

APICS will continue to enhance association programs and services. Already, members can take advantage of new and enhanced benefits in 2008. Read more and print out the benefits flyer for easy reference, available online at [www.apics.org/membership](http://www.apics.org/membership).

Total # of Members	Amount Per Member	APICS Corporate	Local Chapter
5 – 24	\$200	\$150	\$50
25 – 99	190	\$140	\$50
100 >	180	\$130	\$50

### Special offer:

[Renew your professional membership by March 31](#) to keep the current rate.

## FIVE GREAT REASONS TO BE AN APICS MEMBER



“I credit APICS membership with contributing to my business and career success.”

—Jim Bacon, Global Supply Chain Operations  
Bayer Corporation, Biological Products

- 1 Unmatched Education and Training**  
Improve job performance and achieve career success
- 2 World-Renowned APICS Certifications**  
Validate your knowledge and enhance your earning potential
- 3 Award-Winning Publications and Resources**  
Gain a competitive advantage through industry knowledge
- 4 An International APICS Community**  
Draw on the experience of experts in the field
- 5 Local Chapter Network**  
Develop leadership skills through APICS chapter participation



Renew or Join APICS at [www.apics.org](http://www.apics.org)

Campaign Code: IDG15A