

# The FOUNTAIN



## Mid-Florida Chapter

Issue: September 2008

### 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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## September PDM: Changing Role of the Supply Chain Professional



As the world has grown smaller and more and more companies are outsourcing, it seems the traditional purchasing roles don't exist any more. Whether you are buying parts for a manufacturing company, supplies for a hospital, seafood for a

restaurant or furniture for a hotel renovation, your job has changed. Your suppliers may no longer be local, and in fact may be on the other side of the world. Additionally, your inventory must be minimized, purchase price must be reduced, and transportation costs must be controlled, all in the face of escalating energy prices.

All of these factors combined are requiring the role of the Supply Chain professional to change from being transaction-oriented to becoming strategic. This requires an understanding of Supplier Relationship Management, and strategic alliances. This presentation will take a look at both of these concepts, and how they must be understood, practiced and perfected in order to have a successful career as a Supply Chain Professional.

Denise D. Gillespie, of The Denmark Group, Inc., has nearly 25 years management experience in developing and implementing operation strategies and change throughout organizations. She is proficient in project management, ERP, Supply Chain Management, Lean Manufacturing, Sales & Operations Planning, and World Class Inventory & Production Management concepts. She has worked in job shop, process, and repetitive environments encompassing such industries as electronic assembly, medical device, HVAC, cable & wire, power generation, plastic fabrication

(injection molding & extrusion), fiber optic assembly, and metal fabrication, as well as others.

Denise has been active in APICS – The Association for Operations Management, since 1983, serving in many leadership roles. She is a frequent speaker for APICS Chapters throughout the Southeast, as well as with other professional societies and organizations. She is certified in Production and Inventory Management (CPIM), Integrated Resource Management (CIRM), is a Certified Supply Chain Professional (CSCP), and is an APICS Certified

Instructor. Denise holds an M.B.A. from Pepperdine University and a B.S. in Management from Florida State University.

**Tuesday, September 9, 2008**

**Topic: Changing Role of the Supply Chain Professional**

**Speaker: Denise D. Gillespie, CPIM, CIRM, CSCP**

**Where: Dubsdread Country Club**

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

**Cost: \$25**

**Networking begins at 6:00 PM**

**Hors d'oeuvres at 6:30 PM**

**Presentation at 7:00 PM**

**Register by Friday, September 5, 2008**

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

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

# President's Corner

What an exciting year that we have coming up! The APICS International Conference will be held in Kansas city, Missouri September 14 to 19. The conference offers educational sessions that deliver real-life applications and provide valuable how-to skills for improving performance. And there is more -- a vendor exposition, plant tours {including plant tours of a brewery and two wineries}, and three highly motivating general session speakers.

Our Chapter also has an attractive selection of PDE's {professional development events} this year that include topics from how the supply chain professional role is changing to value added supply chain. In addition, there are joint meetings via plant tours in October and April with MACF and the November event with both IMA and ISM. Our March PDE is top management night, so be sure to invite management from your organiza-

tion so that they can learn more about what APICS has to offer.

Since we had a rewarding volunteer event last year at Second Harvest with some of the Space Coast Chapter members, it is being repeated again this year on January 10. It is a good way to give back to the community.

I am very proud of the Chapter's dedicated and talented board members. Phil VanDusen has volunteered as our Treasurer. Phil has previously held Chapter positions as Treasurer and President and is actively involved with IMA. Phil consistently supports the Chapter by participating in board meetings and PDE's. Denise Gillespie will continue as our Secretary and Webmaster. Denise has been active with APICS for over 20 years in various roles, including President of the Jacksonville Chapter. She does a great job with maintaining our website, [www.apicsorlando.org](http://www.apicsorlando.org) and with sharing her ever-expanding knowledge. Jim Pullin will also

continue as Director of Education. Jim also has supported our Chapter for several years including past-President. Jim does an excellent job as an instructor and managing classes. Fred Griffith is the Director of Membership for the second year. Fred works well with not only membership retention and communication with new members, but with other areas as needed. Christina White joined as the Director of Marketing. Christina's marketing education will add some new insight and focus. Malaina Hudson will be supporting the Chapter by creating and issuing the newsletters. Malaina has been an active APICS member for several years and is on the Scholars Committee. David Buker will remain as a Director at Large by adding valuable feedback to the board.

It is an exciting year for our Chapter and our members and 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 any member of the Board of Directors for more information.

### BOARD OF DIRECTORS

**President:**  
Jo Fickes, CPIM  
President@apicsorlando.com

**Past President:**  
Phillip Van Dusen, CMA, CFM  
Phil.Vandusen@apicsorlando.com

**Secretary & Webmaster:**  
Denise D. Gillespie,  
CPIM, CIRM, CSCP  
webmaster@apicsorlando.com

**Treasurer:**  
Phillip Van Dusen, CMA, CFM  
treasurer@apicsorlando.com

**Director of Education:**  
James R. Pullin, CPIM, CSCP, C.P.M.  
education@apicsorlando.com

**Director of Marketing**  
Christina White  
marketing@apicsorlando.com

**Director of Membership:**  
Fred Griffith, CPIM  
membership@apicsorlando.com

**Director of Programs:**  
Open

**Directors at Large:**  
Open

**Committee Members:**  
Programs: Andrea Reese  
reservations@apicsorlando.com

David W. Buker  
david.buker@apicsorlando.com

# Membership Update

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, October 7, 2008	Plant Tour: Datamax Corporation <i>Joint meeting with MACF</i>
Tuesday, November 4, 2008	Topic: Beyond Buying
December, 2008	No PDE's - <i>Happy Holidays</i>
Tuesday, January 6, 2009	Company Spotlights: TracStar and EHT
Saturday, January 10, 2009	Volunteer & Learn: Second Harvest <i>Joint event with Space Coast Chapter</i>

## Welcome the newest members of our chapter:

- Mike Franke
- Joseph T. McCoy
- Zirah T. McGrath

## Congratulations on your new certifications:

- Tracy Bellotti, CSCP (March)
- Jo Fickes, CSCP (June)



## HELP WANTED:

Enthusiastic professionals eager to share their knowledge with the next APICS generation.



We're still seeking mentors for 2008 Scholars attending the APICS International Conference and Exposition in Kansas City. If interested, please contact Courtney Kirchner at :

[courtney\\_kirchner@yahoo.com](mailto:courtney_kirchner@yahoo.com).

## Certification Review Classes

### CPIM 2008 Review Class Schedule

- Basics of Supply Chain – September 13 & 20, 2008
- Master Planning of Resources – October 18 & 25, 2008
- Detailed Scheduling and Planning – November 15 & 22, 2008
- Execution and Control – December 13 & 20, 2008
- Strategic Management of Resources – January, 2009.



### 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 – September 26, October 10 & 24, November 7, 2008
- Session III – Additional dates to be determined to coincide with the next testing date.

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*.

Additional 2009 CSCP exam dates coming soon.

### 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.

### LEAN

COMING IN FALL 2008! Mid-Florida APICS Chapter will be offering at least one class for individuals or companies who are interested in education on LEAN.

Important CSCP Dates			
Eligibility Application Deadline	Exam Registration Deadline	Exam Date	Test Delivery Method
October 17	October 31	December 13	CBT

## 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

**Map Your Lean Transformation**  
*Introducing the APICS Lean Enterprise Workshop Series*

Build your skills and become a lean leader at your organization with the new APICS Lean Enterprise Workshop Series.

**Classes Start Soon**

The new APICS Lean Enterprise Workshop Series is available only through **Mid-Florida APICS Chapter #208**.

For more information, contact Denise Gillespie, CPIM, CIRM, CSCP or Fred Griffith, CPIM.

**APICS**  
 The Association for Operations Management®

# Job Postings

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

Companies who have posted listings in the recent past include:

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



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



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



# New Membership Category

## APICS Enterprise Membership

The APICS Board of Directors approved a new membership dues structure beginning April 1, 2008. This new structure included a new membership category—Enterprise Membership. 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.

The enterprise membership is designed to provide an improved platform of group membership and will replace the existing group membership category. 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 membership category 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.

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

Some of the benefits of the new Enterprise Membership Category are:

- Tiered dues structure based on number of members per company
- Can be single site or multiple locations
- Full membership for all employees in program with the elimination of the Corporate Associate category
- Tier One: 5 to 24 members; Tier Two: 25 members and above
- Memberships transferable within corporation or organization
- Full account management assigned by APICS Corporate Services
- Personalized support in rolling out global supply chain education throughout the enterprise
- More than 100 members: two free conference registrations
- Full reporting access to account information

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).

**FIVE GREAT REASONS TO BE AN APICS MEMBER**

**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

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

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

**APICS** Renew or Join APICS at [www.apics.org](http://www.apics.org) Campaign Code: IDG15A

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# APICS



## **APICS Is Operations Management**

APICS builds operations management excellence in individuals and enterprises.

Look to APICS to provide the education, training, and resources you'll need to boost productivity and profitability. Thousands of dedicated professionals and their employers rely on APICS membership to improve skills, master critical concepts, and acquire up-to-date information on trends and business challenges. With APICS, realize increased productivity, a competitive advantage, and lasting success.

For access to the premier body of knowledge in operations management, join the APICS community today.

**Advancing Productivity, Innovation, and Competitive Success**  
www.apics.org | 800.444.2742 or 703.354.8851

