



## The Fountain

### Membership Drive

Your APICS membership is a valuable asset. The benefits to being a member are significant and you have enjoyed those benefits. You have probably seen other whom you know would be helped immensely if they had access to those same benefits. Well, now the Chapter has another reason for you to talk to those folks and to spread the word about what APICS can do for you.

In order to help increase our membership, the Chapter is conducting a membership drive with cash awards available to existing members. For the first new member that you recruit, who receives a valid APICS membership number, the Chapter will award you \$100! For each five

additional new members you recruit, you'll receive an additional \$50.

Take advantage of this offer! There is no limit to the number of current members that can participate.

### COMING SOON!

"Principles of Operations Management"  
Module One (of five): "Principles of Inventory Management"

For more information contact:

Denise D. Gillespie, CPIM, CIRM, CSCCP

Email: [dgillespie@thedenmarkgroup.com](mailto:dgillespie@thedenmarkgroup.com)

### You Can Be A Published Author! - by Chris Noble

Ever since I had a column published in the May/June 2011 APICS Magazine one of the most common questions/statements I get goes along the lines of: "Wow! That must have been really hard to do. What was involved?" The reality is that it wasn't that difficult and that with a little effort, you could do the same.

Everyone reading this newsletter has an area of expertise - some knowledge that would be valuable for you to share. The toughest part of getting published isn't the writing or editing, it is the self acknowledgment that you have something valuable to share.

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### Special points of interest:

- > Membership Drive
- > Getting Published
- > 2011-2012 Board of Directors
- > Scholars Education Program Information



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**“The wide variety of learning is proof that certifications such as CPIM and CSCP can help individuals and companies...”**

## President’s Corner

The month of May is a time for celebration of learning achievement. This is evident with graduating college students around the country who have earned degrees in a wide variety of subjects. The degrees are proof that they understand the academia in the discipline that they have chosen to follow into their upcoming careers. Accounting and Finance Majors can become CPA’s, Nursing Majors become Nurses, Education Majors become Teachers, Engineering Majors become Engineers, Biology Majors eventually become Doctors, etc.

However, I have found that there are various Majors that make up companies personnel in Operations Management. There are Business Majors, Finance Majors, MIS Majors, Industrial Engineering Majors, Supply Chain Management Majors and even Communications Majors. In a lot of cases, Operations Management personnel have learned via the school my Mother always refers to, the School of Hard Knocks. This is when you have worked a job and learned it by just doing it and through shared knowledge from a co-worker.

This is not always bad in the “Operations World” but it certainly limits both the individuals and associated companies potential. This includes areas such as lean techniques, master scheduling, supply chain management or just simply planning methodologies. This is why APICS is so important. The wide variety of learning is proof that certifications such as CPIM and CSCP can help individuals and companies close the gap in areas

needed in today’s fast paced Operations Management environment. So to those individuals who have recently achieved an APICS certification, I commend you and celebrate your learning achievement!

Bob Jalio CPIM, CM

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## New Members

The Chapter would like to wish a warm welcome to our newest member:

Daisy Diaz

## 2011-2012 Board of Directors

At the May PDE, the 2011-2012 Board of Directors was nominated and approved by the membership. Your incoming BoD will be:

**President**—Jean Krupinski

**Secretary**—Chris Noble

**Treasurer**—Phil Van Dusen

**Past President**—Bob Jalio

**Education**—Jim Pullin

**Membership**—Debbie Brooks

**Programs**—*OPEN*

**Marketing**—Steve Ness

**Webmaster**—Sachin Ghatol

### Directors at Large:

Fred Griffith

Jo Fickes

Denise Gillespie

## 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



## APICS Scholar Education Program

Note: The links are active in the .pdf version of the newsletter

The [APICS Educational and Research Foundation](#) offers graduate and undergraduate APICS student members the opportunity to attend the [APICS International Conference & Expo](#), build a network of contacts, and learn more about the industry they are planning to enter.

It's APICS members who make the APICS Scholars Education Program a success. Volunteers are needed to serve as a [mentors](#) and [donors](#).

A presentation overview of the APICS Scholar Program can be viewed [here](#). The one-page flyer can be viewed [here](#).

### Give Back as a Mentor

Mentors are assigned an individual scholar to meet with and work with during the conference.

- Share knowledge and experiences with future operations management professionals
- Help shape a student's education and career goals
- Earn credit toward APICS certification maintenance
- Help your scholar build professional networks with other scholars and professionals
- Acquaint your assigned scholar with APICS from a professional perspective by sharing information about APICS resources, educational programs, and leadership opportunities.

[Read more](#) about mentor responsibilities and [apply to serve as a mentor](#).

For questions about being a mentor, please send an e-mail to [scholars@apics.org](mailto:scholars@apics.org).

### Lend Support as a Donor

Contribute to the career growth of APICS future leaders by making a personal donation or facilitating a donation through your company. The APICS Scholars Education Program is funded through tax-deductible donations to the APICS Educational and Research Foundation. Individuals, companies, APICS chapters and districts, and conference exhibitors can sponsor a specific student or school to become a scholar by making a \$1,200 donation, or two students or schools by making a \$2,000 donation, and additional scholars or schools by donating \$1,000 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 2011, [complete the 2011 donation form](#) and mail it along with your check to:

APICS Scholars Education Program  
c/o E&R Foundation, Inc.  
8430 West Bryn Mawr Avenue, Suite 1000  
Chicago, IL 60631

You may also make an online donation by visiting [here](#).

### Questions

Please e-mail [scholars@apics.org](mailto:scholars@apics.org)

**"It's APICS members who make the APICS Scholars Education Program a success."**

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## Board opening

Are you interested in serving on the Board of Directors? The Board currently has an opening for the Director of Programs.

If you are interested in finding out more about the position or to volunteer, please contact Denise Gillespie or Jean Krupinski.

## You Can Be A Published Author! - by Chris Noble

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I actually spent more time trying to convince myself that my knowledge of lean was sufficient to even *qualify* for being in an international journal. After some long consideration, I decided that the story of what I had seen on that factory tour was simply too compelling. It took me two months to come to that conclusion. It took two weeks for the rest of it.

Once I decided to submit a potential column, it became time to write it. One of the reasons I selected that particular topic was that I knew I could write it more as a story than a formal educational paper. The examples found in a story do an excellent job of helping the reader to relate to the message. I also found it easier to write because it was following the flow of how the subject company's journey to discovery had occurred. In my case, the story style of writing worked. However, it is important to use the right style for the message. If a topic requires a more formal, educational style, go with it. The key is communicating the idea effectively.

The writing for my column actually only took about 2 hours. It was 700 words in length, the number specified by the column editor. Part of that time included proofreading my work twice before I sent it in. Granted, I was in school and writing ten page research papers every few weeks, but the writing turned out to be the quickest and easiest part of the whole process!

Once I submitted the article to the gentleman who edits the column, we spent the next two weeks

going back and forth via email to clean up some of the poorly worded sections and to make the column more concise. Once we both agreed with the final product, he gave me the date it would be published and we were done!

I know many of the people in the Chapter personally and I speak with a lot of you during the PDEs. The wealth of knowledge contained within our Chapter is astounding. My challenge to you is to share that knowledge and to help improve the Chapter and/or profession. The first hurdle, acknowledging your expertise, is the most difficult. Don't let it stop you! Start small: the Chapter newsletter is a great forum for dipping your toes in the water, so to speak. Your common knowledge may in fact be very uncommon. Share it! The free flow of information will only serve to strengthen the Chapter.

*Editor's Note: Chris's article appears in the May/June issue of APICS magazine as the Lesson's Learned column.*

**"The wealth of knowledge contained within our Chapter is astounding."**

## 2011-2012 Program Year Development

The programs and educational offerings for the 2011-2012 program year are in development. If there is a particular topic you would like to have covered in a PDE or a certain class you would like the Chapter to offer next year, please make your interest known by contacting one of the Board members. A list of the current members, with attached

emails can be found on page 6 of the newsletter.

## Board of directors

**President:**  
Bob Jallo, CPIM, CM  
[president@apicsorlando.com](mailto:president@apicsorlando.com)

**Past President:**  
Fred Griffith, CPIM  
[director1@apicsorlando.com](mailto:director1@apicsorlando.com)

**Secretary:**  
Chris Noble, CPIM  
[secretary@apicsorlando.com](mailto:secretary@apicsorlando.com)

**Treasurer:**  
Phillip Van Dusen, CMA, CFM  
[treasurer@apicsorlando.com](mailto:treasurer@apicsorlando.com)

**Director of Education:**  
Jim Pullin, CPIM, CSCP, CPM  
[education@apicsorlando.com](mailto:education@apicsorlando.com)

**Director of Marketing:**  
Dave Cornelison  
[marketing@apicsorlando.com](mailto:marketing@apicsorlando.com)

**Director of Membership:**  
Pam Kane, CPIM  
[membership@apicsorlando.com](mailto:membership@apicsorlando.com)

**Director of Programs/President Elect:**  
Jean Krupinski  
[reservations@apicsorlando.com](mailto:reservations@apicsorlando.com)

**Director at Large:**  
Jo Fickes, CPIM, CSCP  
Denise Gillespie, CPIM, CIRM,  
CSCP

**Webmaster:**  
Sachin Ghatol  
[webmaster@apicsorlando.com](mailto:webmaster@apicsorlando.com)

## Upcoming CSCP Classes

### Certified Supply Chain Professional (CSCP) 2011

APICS has been developing instructors and a testing base for the CSCP certification and the Mid Florida chapter is offering this certification training. There are many details associated with the CSCP and these are discussed in the program of Professional Development meetings, on the APICS web site and the Mid Florida web site.

We are scheduling a CSCP review in 2011. The member fee per individual for these reviews is \$1495.00. That includes the materials and the necessary codes for access to the internet related portion of the curriculum. The fee for non-members is \$1695.00 which includes a years membership in APICS. The schedule for these sessions is

- Module 1 – Please contact Jim Pullin for the next classes
- Module 2 – Please contact Jim Pullin for the next classes
- Module 3 – May 17, 2011
- Module 4 – May 24, 2011

The Chapter will need to purchase the necessary Learning Systems for the class. This will require at least two weeks lead time. Therefore, firm commitments will be required from students by December 15, 2010. The prices of the Learning system is \$795.00 (or \$995.00 for non-members) and if the student provides a check for \$795.00 (\$995.00 for non-members) the Learning Systems may be picked up prior to the start of the review sessions. The balance due for the class of \$700.00 will then be paid at the first meeting of the class.

Individual studying for the CSCP exam on their own may purchase the Learning System through the chapter for \$795.00 (\$995.00 non-members) by contacting Jim Pullin to coordinate the ordering process.

Classes will be held at Best Western Mt. Vernon Inn, 110 S. Orlando Ave., Winter Park, FL 32789. There is a limit on the number of students that can be accommodated so confirmation is required to ensure a seat in this class.

Remember that individuals taking the CSCP exams must be approved by APICS prior to their taking the exam. It is the responsibility of the individual to secure this approval. Instructions for obtaining approval are contained on the APICS web page under 'Certification/CSCP'. If you have any questions call Jim Pullin at 407-644-2156 or e-mail [jrpullin77@cfl.rr.com](mailto:jrpullin77@cfl.rr.com). This should be accomplished before starting your studying activities.

## Upcoming CPIM Classes

**CPIM in Six Months!  
New Schedule!!!!**

How many times have you thought about studying for your CPIM certification but found that the time to accomplish this important task in your professional development would take from a year and a half to two years? How many of you need to improve your personnel marketability so that you can move ahead in these exciting times? Several of your professional friends have participated in the Fast Track program and enjoyed a high level of success.

Mid-Florida APICS Chapter is providing this exciting way to accomplish your dreams by offering a concentrated and accelerated CPIM education program starting in January. The fees and requirements for self provided texts are the same as those for the evening programs. The only difference is that this program is concentrated to allow you to complete your CPIM program within only a few months. The details follow.

Basics of Supply Chain Management will be offered on three consecutive week days from 8 AM to 5 PM. The fee for this course is \$525.00 per individual per module with the individual providing the texts and exam fees. Contact Jim Pullin at 407-644-2156 or [jrpullin77@cfl.rr.com](mailto:jrpullin77@cfl.rr.com) with questions, to register and obtain additional information. **Don't delay act now.**

The remaining modules for the CPIM will be offered in the following sequence and tentative schedule on consecutive Saturdays. Fees for these modules will be \$425.00, individuals providing texts.

Master Planning of Resources – Please contact Jim Pullin for the next classes

Detailed Planning of Resources – Please contact Jim Pullin for the next classes

Execution and Control of Resources – **May 18 & 25, 2011**

Strategic Management of Resources – **June 29 and July 6, 2011**

Classes will be held at the Best Western Mt. Vernon Inn, 110 S. Orlando Ave., Winter Park, FL 32789.

This schedule will provide an interval between the classes for individuals to take the tests while the material is fresh in their minds. Testing arrangements are to be made by each individual, as their schedule will permit. Information in this can be obtained by contacting Jim Pullin at the above phone number.

**For those who are certified, remember that you have a certification maintenance program to follow. Attending these classes will meet some of the hours required for the maintenance program.**

*Have something you'd like to see in the newsletter? Send a suggestion to Chris Noble at [secretary@apicsorlando.com](mailto:secretary@apicsorlando.com)*

*Don't forget to check out the new job postings on the website <http://apicsorlando.com/JobPostings.asp>*