

Content

1 Message from the President

2 Schedule for Upcoming Events

2 Upcoming Workshops

2 UCFV Spring Semester

3 November event Review

4 November Workshop

5 Industry Focus

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Message from the President

On behalf of the APICS Fraser Valley Board of Directors, I would like to wish all of you a Happy New Year and welcome you to 2008.

As is traditional for many of us at this time of year, we look back over what happened in the previous year (the highs and the lows) and then try to get ready for the coming year.

Looking back at 2007, I feel that the APICS Fraser Valley Chapter can be very proud of what we have accomplished. The year has featured many high points including our first ever full-day workshop (Doris Bentley in November), partnering with a high profile educational institution (University College of the Fraser Valley) to expand our professional development opportunities, a growing membership base and some very successful professional development dinner meetings.

There have been some low points, primarily regarding some cancelled courses as we are still in the growth stage and are “on the bubble” for minimum course enrollment levels, but as we grow, these concerns should start to fall away.

Overall, looking back at 2007 we had a GREAT year with record attendance at events, some very high profile speakers and some tremendous participation from local organizations (such as Nestle Waters, Deere Hitachi, Alco Ventures) which helped us raise the bar and set the stage for continued success in 2008.

Unfortunately, 2008 will start off with a small step back for us as we will not be conducting our January professional development session on Lean for High Mix Low Volume as we had planned. Bob Adams is a victim of his success and will be with a client in Calgary during that time and we are in the process of rescheduling him for a later time this year. We will resume our monthly meetings in February (please see our Programs section for more information).

As a Board, we can relate to Bob. The local economy is so busy that we are stretched to our breaking point at work and it is a real struggle to try and have enough time and resources on the Board to maintain the high level of service that has been set. With that in mind, if you are interested in helping out on the Board in any way (from helping with the monthly meetings, organizing educational events or newsletters, or maybe even “doing the books”), please let me know as we would love to have you join our team.

Hope that the Santa was good to you and that we see you at one of our upcoming events.

Richard Ranftl (CPIM)
 President – APICS Fraser Valley Chapter



Dinner Meetings and Workshops

We normally hold our meetings on Wednesday evenings, but do move this from time to time to accommodate the schedule of our guest speakers. The following events are “firm planned” more events will be added to the schedule as they are confirmed

Scheduled Upcoming events:

Date	Event	Presentation	Speaker
January 11	½ day workshop	Introduction to Lean Manufacturing	
February 20 th	Dinner Meeting	Understanding Lean (Hands-On)	Mark Bukata (CPIM)
March 19 th	Dinner Meeting	Six Sigma Overview	Vladimir Kajdan (Ph.D.)

From the last PDM



Upcoming Workshops..

APICS Fraser Valley will be hosting 7 Lean workshops in 2008. The first module, “Introduction to Lean Manufacturing” will be held at Garaventa in Surrey on Feb 11th, 8:00 am to 12:00 pm.

Members - \$100.00
 Non-Members - \$150.00

Please contact education@apicsfraservalley.org for registration or further information.

UCFV Spring Semester

The University College of the Fraser Valley in cooperation with the APICS Fraser Valley Chapter is pleased to announce that the UCFV Abbotsford campus will once again be hosting the APICS Certified in Production and Inventory Management (CPIM) certification courses.

Basics of Supply Chain Management – starting February 7th 12 weeks

Master Planning of Resources – Starting February 5th – 12 weeks

Registration is now open:, for more information please see the UCFV website:

http://www.ucfv.ca/Continuing_Studies/Courses/Employment_Training.htm



“Train the Trainer session coming in early February. “

Contact education@apicsfraservalley.org for more information.



The Magnetism Factor



Our November Professional Development Meeting had a presentation by Doris Bentley (Centrepont Career Management) on Strategies for Attracting and Hiring Great People.

Finding People is hard as nationally unemployment is the lowest it has been in 33 years at 5.8%; the BC unemployment rate is 4.3%. Yet a lot of businesses are still recruiting for new people the same way they did in years of high unemployment and then find it difficult to fill the positions.

Doris suggested that one of the first things an Employer has to do in this market is to find out what there “Brand” is – what is it that you have to offer for prospective employees. Do this by speaking to your current employees as to what makes up their employee experiences.



You have to sell your company as a place to work – the firm and the experience. Be sure to follow up with new employees to make sure that your company is fore filling the promised experience. If you do not you will lose the new employee you have placed all of the time an effort in selecting for the position.

Doris mentioned that a lot of companies do not put enough effort into the web presence they have – this can also be a source of introduction to potential employees – ensure that it has the branding information and the contact information for the HR department to allow submission of applications.

When you review the candidates that apply – do a detailed telephone screening – this will allow you to short list the group that you bring in for an interview. In the team based interview be sure to use behavior based questions and not situational questions.

The World of Engagement

- Engaged and Productive employees are the loyal and productive enthusiasts who are glad to be here and urge their friends to join.
- Productive but Questioning employees are satisfied but unenthusiastic and may be questioning their commitment.
- Questioning and disengaging employees are unhappy and feel trapped and may be spreading their discontent.

Remember your Company and Business is only as good as how you treat your employees.





“The workshop presented some ideas on retention that I had not previously considered. I found the workshop gave me some tools that I can use right away to measure the engagement of my employees and determine an appropriate plan of action.” - Laurel Proznick
Supply Chain Leader, VBU



"One of a kind Workshop that must be organized to all Managers, Supervisors and Team Leaders of any modern organization. The 26 valuable tips can be applied to any company that needs to focus on their most important asset - the PEOPLE. The presenter is an expert in the concepts presented. The program presentation flows smoothly and interactions between participants well-utilized. The more the number of company participants can enhance the sharing of practical applications of the concepts presented. Great Program for ALL LEADERS in any organization." - Edzel Escala - Quality Coordinator



“Very Insightful workshop. Well worth attending.” - Cheryl Nelson -Personnel Administrator

Industry Focus:

Our thanks to members that have provided the following background on Industry in our region.

Garaventa (Canada) Ltd was founded in 1975 by Garaventa AG (Switzerland), to build and install the Grouse Mountain Super Sky-Ride Tramway (This Tramway is still in service today). After the Grouse Mountain project was completed Garaventa (Canada) embarked into the manufacture of Inclined Accessibility Lifts, which was licensed from another Swiss company (Rigert). Located in Surrey, B.C., Garaventa (Canada) Ltd. is the largest division of Garaventa Accessibility AG (Garaventa Lift) and currently employs ~200 people.

Garaventa (Canada) has been a supporter of APICS for many years. Mark Townsend, our President, is a former Vancouver Chapter President.

Today we still practice the principles learned through APICS, to compete in our tough global market-place. Garaventa (Canada) Designs, Manufactures and Services all of our unique product line and have maintained an ISO9001:2000 certification since 2001.

Garaventa Lift is a privately owned group of companies specializing in lifts and other accessibility devices for the elderly and people with disabilities.

Our corporate headquarters is located in Goldau, Switzerland. With more than 50,000 lift installations in 35 countries, annual sales exceeding \$75 million US and over 500 dedicated employees spanning three continents, Garaventa Lift is a clear global leader in the accessibility industry.

Garaventa offers a full range of specialized lift products for people with disabilities and others who have difficulty with stairs. We also offer specialty products for emergency evacuation from buildings when lifts and elevators are inaccessible.

Our products are suitable for use in both private residences and public buildings. Most can be located indoors or outdoors. They are designed for safety, durability, ease of use and aesthetic appeal. We offer both standard designs as well as highly customized products to suit special user and site requirements.

Our Products include;

Inclined Lifts: These versatile accessibility products fit into existing stairways. As a result they require very little space and have minimal impact.

- XpressII -Straight inclined lift designed for Straight Stairways.
- GSL/Pegasus -Designed for straight, turning or radiating stairways (Over 10,000 installed worldwide)

Vertical Lifts: Like small elevators but much less expensive, vertical platform lifts transport passengers vertically between floor levels.

- Genesis Enclosure -Vertical Lift designed for open Areas (Inside and Outside)
- Genesis Shaftway - Ready to fit in building shaftway
- Genesis OPAL - Installation directly on the floor or in a pit. -Ideal for applications requiring vertical travel up to five feet.

Tracked Products -A range of Independent Tracked products, which are marketed from a 3rd party manufacturer.

Some typical installation sites for Garaventa Lifts have been;

- # 10 Downing Street & Buckingham Palace, London, United Kingdom
- White House, Washington
- Former Japanese P.M. Residence
- Metro Systems in Seoul, Mexico City, Toronto, Montreal, Shanghai, Beijing, Milan, etc.

Have also provided Lifts for Extreme Home Makeover

For more information on Garaventa (Canada), please visit either of the following websites;

- www.garaventallift.com
- www.garaventa.ca

Founded in 1917 and headquartered in Langley, British Columbia, JD Sweid Foods is one of Canada's largest suppliers of poultry and beef products to the food service and retail industries. The organization operates three facilities in Langley, Burnaby, and Waterloo and employs approximately 600 people who are working to provide world class customers with high quality products.

A division of Shato Holdings since 1987, JD Sweid Foods services many of the top multinational chain foodservice operators in the world. Among them are Burger King, Wendy's, KFC, A&W and Dairy Queen. The organization is also proud of its relationships with regional chains such as White Spot and Panago. In addition, JD Sweid Foods supplies Costco Club stores and other grocery retailers such as Loblaw's, Wal-Mart, and Overwaita. We provide these clients with a wide array of food products such as beef patties, vegetarian, cooked meats, sauces and a wide variety of poultry products.



JD·SWEID
FOODS
since 1917