

Presidents Message

Hello everyone!

Last weekend I had the chance to go to our Region 8 meeting in Toronto where I met with members of other chapters along with region staff. The topic at this meeting was on Marketing and Membership. It was very inspiring and I have brought back many ideas and have already shared them with the board and others. I really enjoyed hearing about other chapter's success stories, and challenges they have had to overcome. I would really like to see our chapter grow, so if any of you know of any potential members, please spread the word.

This brings me to another point. We are slowly filling up the board with interest, however, I would like to see a full board this year, as well as a full contingent of volunteers. If you have an idea or a solution, or even just something you think can make our chapter really succeed, I would love to hear it. We hold our board meetings the week after our monthly events - everyone is welcome to attend, just give one of us a call. I'm quite sure I can say that all board members enjoy what they do.

Working together as an entire chapter, we will succeed.

Warren Hurlen
President, APICS Fraser Valley Chapter

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News Summary

First Ever Plant Tour Announced!!

We are happy to confirm that we will be holding our first ever Plant Tour this month on March 16 at **Vitrum Industries** in Langley. See **Page 2** for more details.

Inventory Workshop Series Extended

Due to the success of our first two classes, we have decided to extend the Inventory Workshop series to include the final two topics – Cycle Counting and MRP/Bills Of Material, and its not too late to sign up for the third workshop on Distribution Management Inventory. See **Page 3** for details.

Taking the Mess out of Metrics

An attendee at the February PDM writes about the value of attending PDM's on a regular basis. **Page 4.**

Run, don't Walk...

As APICS in the Fraser Valley progresses through our second year, several of our board members will not be seeking re-election this upcoming term. As a result we will be actively looking for new nominations to the board in order to continue providing service to the Fraser Valley. For more information about nominations please see **Page 5** for details.



Spring Arrives early in the Fraser Valley

A Brief History of Time

Tour Overview - Vitrum Industries Ltd.



When Vitrum Industries Ltd was founded in 1996, Thomas and Gemma Martini had one goal in mind: To be the most sophisticated insulated glass facility in Western Canada. Oh, and they wanted to be the biggest too...

With that idea in mind, they embarked on a venture that started with constructing a 25,000 sq ft building in Langley, buying used machinery at auctions, and educating themselves on the products and the industry. Their initial challenge was to overcome the obstacle of their youth...you aren't taken too seriously at the age of 19 and 21 respectively.

With the same level of hard work, long hours and dedication that is required to start any business, they manufactured their first insulated glass units in March of 1997 with only a handful of new employees. The industry was in shock. The same old players who had been in the market for decades without interruption now had a worthy opponent. Vitrum's automated

machinery set them apart from the rest and allowed them to break into the tight market with decreased labour costs.

Slowly, and with many challenges (most related to lack of experience of the ever growing number of employees and of the founders), they grew their commercial business over the next year. By January of 1998 they had decided to set themselves apart from their commercial competitors and target the residential industry. By May of 1998 they had acquired more machinery, more employees (these ones experienced) and had added a 25,000 sq ft addition to the building.

From there, Vitrum grew...in their building space (the building is now 130,000 sq ft), in their product lines (they added tempering, fabrication, roll coating spandrel, automated laminated cutting lines, more insulated glass lines, more glass cutters, a true divided lite automated manufacturing line), in their number of employees (last count 215), in their territory (they sell into Washington) and in the market – they met their goal and now manufacture more units on a daily basis than all of their competitors combined.



Vitrum has now raised the bar. They have plans to add more product types, target more industries, build another building, and of course, make more units. To make this happen, they are aggressively working on improving their quality program, their training program, their management structure, and plant efficiencies. As in any business, there are constant challenges, but never without a learning opportunity hiding behind them.

Photos Courtesy of Vitrum Website at www.vitrum.bc.ca

Tour Information

Where: Vitrum is located at **9739 - 201 St. in Langley** (North of the Freeway on the 200 St. Exit)

When: Wednesday, March 16, 2005, Tours will start at 4 PM and will run every 30 minutes or so based on turnout.

Light refreshments will be served.

Cost: \$5 per person (all proceeds go to support the Fraser Valley Chapter)

We regret No Photography or Video will be allowed inside the building

Education Update

Fraser Valley Chapter Continues with Inventory Management Workshop Series

After a wonderful turnout for the first 2 workshops, APICS Fraser Valley Chapter is please to announce the remaining 2 Inventory Management Workshop series: Cycle Counting and Materials Requirements Planning and Bills of Materials.

APICS Fraser Valley Chapter still has a few seats for the 3rd workshop – Distribution Inventory Management to be held Friday, March 11th. If you are interested, sign up now!

3. Distribution Management Inventory - This workshop focuses on the distribution network model and its objectives, activities, and distribution inventory management decisions and includes interactive exercises to present the fundamental concepts associated with the distribution environment. This workshop is appropriate for management, sales, purchasing, operations & materials management, shipping / receiving and any other supply chain function tangent to the distribution activity.

Date: Friday, **March 11th, 2005**, 8:30am-1:00pm

Location: Newlands Golf and Country Club
21025 48th Ave, Langley, BC V3A3M3

Instructor: Denise Becker

Deadline for registration: **Wednesday, March 9th** 4:30pm.

These workshops are 4 hours in duration. Perfect for individuals looking for quick but effective training or as a brief introduction to the proven concepts contained in the APICS Body of Knowledge. The cost of these workshops are **\$99 members; \$150 non-members! (Payment by cheque or cash)**. APICS Fraser Valley Chapter will be offering the remaining 2 workshops on the following dates:

4. Cycle Counting – In this workshop, participants will learn how to implement and improve a cycle counting program and the real purpose of cycle counting: finding and fixing the causes of inventory errors. This workshop is for stockroom or warehouse supervisors and personnel.

Date: Friday, April 1st, 2005, 8:30am-1:00pm, location: Langley, BC
Deadline for registration: Wednesday, March 30th 4:30pm.

5. Material Requirements Planning & Bills of Materials - This workshop examines how to effectively use a materials requirements planning (MRP) system. Participants will develop an understanding of how bills of materials are structured and how MRP calculates net requirements.

Date: Friday, April 29th, 2005, 8:30am-1:00pm, location: Langley, BC
Deadline for registration: Wednesday, April 27th 4:30pm.

Those participants who have attended **all 5 workshops** will receive a certificate of completion from Fraser Valley chapter.

Participant guides are included. For registration or any additional questions, please contact our education director at education@apics-fraservalley.org. Sign up today!

If your company is interested in conducting any of the workshops in-house, please contact our education director.

Taking the Mess out of Metrics

APICS Fraser Valley Chapter PDM

Ms. Joni White, CFPIM, CIRM, QI
Feb 16, 2005

Joni White had my attention as soon as she asked the question; “How many of you have experienced failed change initiatives”. Considering one of the main aspects of my job is to help my organization change from a people based company, to a process based company, any mention of the word change usually piques my interest, or sends me hiding under my desk. Fortunately, the person discussing change was not a large, angry foreman, and I could remain seated safely in my chair.

If there was one point that stuck out to me, it was the importance of changing metrics, or performance measures whenever a process or procedure changes. Throughout the PDM, Joni had us working through some hands-on examples, and also explained how other companies had benefited from changing their metrics.

This was the first PDM that I have attended in almost a year, and I have to say it was exactly what I expected, and that is why I attended. I believe APICS is a great way for me to stay in touch with what is happening in the manufacturing community as a whole, as well as in the Fraser Valley. I know it will not be another year before I attend another APICS PDM.

Tim Epp,
Process Coordinator
Britco Structures

Editors Note: Many Thanks to Tim Epp for providing this write-up, on the February PDM. We think this is the best way to hear about the PDM, form someone who attends. Please let us know if you are interested in providing a future write-up or contributing anything of interest to our members. Please contact communications@apics-fraservalley.org if you'd like to provide an article for this newsletter.

Upcoming PDM / Events

[Please see the website](#) for the latest events calendar. The current version is also copied below.

Date	Event	Presentation	Speaker
Wed, March 16, 2005	Plant Tour	Vitrum Industries – See Page 2 for details	
Wed, April 20, 2005	Dinner Meeting/AGM	Theory of Constraints	Steve Jackson
Fri, April 22, 2005	Workshop - tentative	Theory of Constraints	Tentative
Thurs. Jun 16, 2005	Special Event	AES (Vancouver) 25th Anniversary	More info coming soon

The Workshop for April is not yet confirmed. We are looking to see how much interest there would be in something like this. Please contact Warren for details.

Events will resume in September after the Summer Break

Call For Nominations

As APICS in the Fraser Valley progresses through our second year, several of our board members will not be seeking re-election this upcoming term, after serving two years on the board. As a result we will be actively looking for new nominations to the board in order to continue providing service to the Fraser Valley.

According to our Bylaws, in order to carry on the basic functions of the board we require a minimum of;

- President
- Vice President
- Secretary
- Treasurer



In addition to this we need to fill Portfolio Director positions in the following areas;

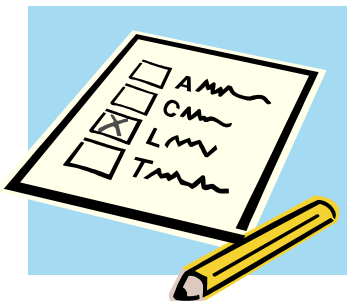
- Director of Education
- Director of Programs
- Director of Marketing and Membership
- Director of Communications

As always we are also looking to additionally strengthen the board through building an effective volunteer base who can help with projects and special activities as required in particular in the areas of Education and Marketing.

So what's involved with becoming a board member? Well, you need to attend the monthly board meetings, discuss upcoming events, proposed motions and report on the status of your area(s) of responsibility. You'll also need to get hands on in the activities your portfolio is responsible for and help out in other areas when necessary. Ask any current member of the board how many hats they've worn in the last year....

It's a great way to network, improve your organizational and leadership skills and maybe develop in new areas you might not have been involved with before. Just ask Tim McBride, our Treasurer of 2 years who came into the position with very little knowledge of running the finances for a not for profit enterprise. He's picked up some great skills which I dare say have already helped him along his career path. Or talk to our current President and Director of Programs, Warren Hurlen, who has challenged himself to be more comfortable in the area of public speaking and leadership. Whether he realizes it or not Warren has developed these skills in ways that he might not have had a chance to do otherwise.

All of us board members have jobs, family commitments and other demands for our time and we do our best to manage our volunteer activities with the Fraser Valley Board. That's all anyone can really ask for.



So after that frank and open assessment, hopefully I've convinced you to consider getting involved. How do you do it? Easy, just contact any of the current board members and let us know what areas you may be potentially interested in. Nominations will be put forward for a member vote at our next **Annual General Meeting this coming April**. Even if you're not sure about it, feel free to give any of us a call to discuss and ask questions.

We're telling you about this now to give you plenty of time to think about it and talk it over with family and colleagues before April.

As an all volunteer chapter we always need new people coming forward to inject new ideas, skills and energy to the team. I'll close this appeal with a slightly revised version of a famous quote....

Ask not what your board can do for you. Ask what you can do for your board....

On Behalf of the APICS Fraser Valley Board

Steve Smith
Executive VP and Director of Communications