

APICS®

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Fraser Valley Chapter

Newsletter

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Presidents Message

Being a member of an APICS chapter brings many benefits. The heart of the offerings is the APICS body of knowledge. The course material that facilitates members of your team to make the most of what tools and materials they have or the knowledge of how to overcome constraints. But what do we do when our team has studied all the material and still, we are not able to answer the question?

Ask someone else! A PDM is the perfect opportunity to initiate contact with someone in another company who may have solved the challenges you are currently working through. At future PDM's we encourage you to consider this opportunity as yet another way to deepen your access to the body of knowledge. You may even consider it a way to share what you have learnt to others. Use the PDM to make the most of your APICS membership.

Don Baich

President, APICS - Fraser Valley Chapter

Looking Forward

By Steve Smith, Chapter Secretary

The Fraser Valley Chapter is approaching our second term as Canada's newest APICS chapter after what we believe was a **very successful first term**. I hope you all agree.

The first year for our chapter was really all about the new board getting our feet wet and understanding what our roles and priorities are. **We wish to thank a lot of people**, including all our first years members, but especially The Vancouver chapter, both current and previous board members, for providing a lot of guidance while still allowing the necessary degrees of freedom to go at it on our own.

Looking forward, we hope to really **expand on our solid foundation** by continuing to **grow our membership** throughout the Fraser Valley and offering a **broader variety of educational and networking opportunities** to both our current and potential member base.

In line with this we are taking some important steps to strengthen our team and are looking for interested parties to help us grow the chapter. **The board has voted to create two new volunteer board positions** for the next session; **Director of Communications and Director of Marketing**. As well, the board will be spending this upcoming Saturday doing **strategic planning for the upcoming session**, and these new roles will be incorporated into this planning. We hope to tell you more details about these new positions and our goals for the upcoming session at our **Annual General Meeting**, which will most likely coincide with our April Dinner Meeting.

Prior to this meeting, if you feel you may be interested in joining the board in any capacity, either as a new board (voting) member or in a volunteer capacity **please contact any member of the board** and be prepared to attend the AGM, where you can put forth yourself to be nominated to the board.

We look forward to working together with you to continue to improve the Fraser Valley Chapter.

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February PDM in Review

Attendance at the February PDM:
Members-26, Non-Members-3, Students-6

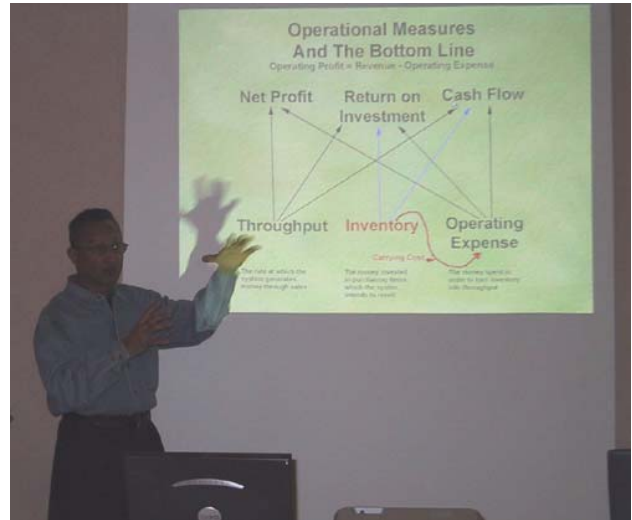
Our February Professional Development Meeting began with our Secretary, Steve Smith presenting a short topic on the new Privacy Act. This topic was presented to re-enforce to the membership that in no way would the Board of Directors share their information without permission from them in accordance with the privacy act. Following Steve's presentation we were very excited to have AES President Shane Dewitt and Treasurer Denise Becker on hand to present our chapter with the second portion of our seed grant from them of \$3500. We are very happy with the continued support of the Vancouver chapter to ensure our success and continue to build our relationship and share the APICS body of knowledge. Again we had a strong showing of BCIT students who extended a further invitation to their Wine and Cheese Reception at BCIT, February 23rd.



Shane Dewitt, President Vancouver Chapter presents seed grant cheque to Don Baich, President Fraser Valley Chapter

This Month Dennis Lord, CPIM presented the topic Inventory Control (Perishable and Obsolescence). The topic was started by raising the age-old question, "Why control inventory?". The answer to this question was to look into the future and see where technology is leading.

"We must view inventory as Evil, It must always be moving, and it must have a reason to be there". In the global marketplace Dennis feels we must reduce lead times by 50% to meet our goals of improving customer service while reducing inventories. It was suggested that we maintain slow moving, obsolescent inventory at 2% of our total inventory costs while focusing on our fast moving products.



Dennis Lord explains a key slide in his presentation

Looking at pro-active solutions Dennis used the analogy of an Inventory Mountain filled with all of the reasons/excuses used to justify excessive inventory levels. When questioned on some of the problems such as large order quantities the comment was made "It gets complicated!" Dennis replied by saying that many manufacturers are starting to be forced to reduce order quantities to meet customer demand. Which raises the importance of getting out to the suppliers to understand their processes so you may work together to meet your goals. Measuring key drivers such as # of SKU's, Demand Variations, Safety Stock, and others is fundamental to reducing inventory. We must get with the times by turning our Inventory Mountains into Plains!

Dennis finished his presentation by looking forward to the next 5 years. Looking into the future of inventory control there are three factors influencing the transition of inventory to information; Vendor Managed Inventories (VMI) with Point of Sale (POS) Transactions, Efficient Consumer Response, and Radio Frequency Identification (RFID). He mentioned Wal-Mart has legislated that its top 100 suppliers be compliant with Radio Frequency Identification (RFID) within 5 years. The importance of product tracking right back to raw materials is becoming more and more important in today's world. With all of these technologies emerging Dennis feels the old thinking of Order Points, EOQ, and even EDI are on their way out. We must understand tomorrow's technology today to meet future customer demand.

"Inventory is Invested Money"

"The Longer it sits, the harder it is to move"

Report by Tim McBride, Treasurer

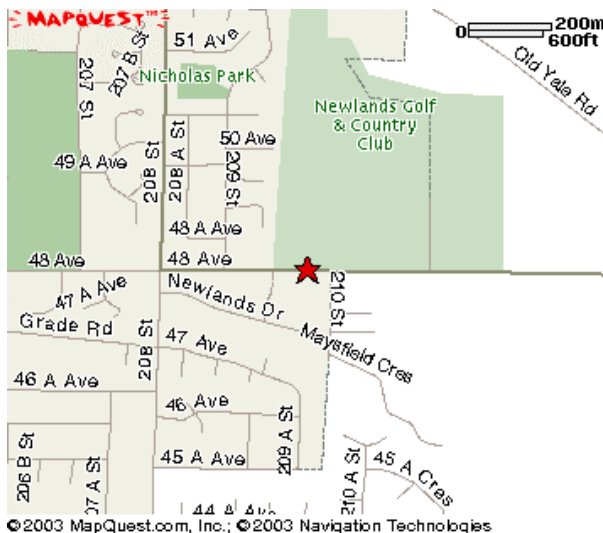
March PDM Information

The March Professional development meeting will be held in our usual room at Newlands. It will be held in the **Fairmont Room** upstairs. There will be signs posted.

Date: Wednesday, March 17, 2004
Time: Registration/ Cash Bar 5:30 PM
Dinner 6:30 PM
Place: Newlands Golf and Country Club
21025 48th Avenue, Langley, B.C.
See map below
Cost: Members \$30
Non Members \$40
Students \$20

Register:

You can register through our website at www.apics-fraservalley.org/dinner.shtml or e-mail our Director of Programs, Warren Hurlen, at whurlen@garaventa.ca. Warren can also be contacted via phone at 604-594-0422 during business hours. Deadline for registration is Friday, March 12. **People who register and do not attend will be invoiced.**



PROFILE – Susan Vann, P Eng

Susan Vann is a senior Operations and Human Resource Management professional with extensive experience in human resources management, manufacturing, quality assurance, engineering, operations management, and distribution and is the Executive VP & Co-Founder, Kymera Management Group.

She is a progressive leader, capable of providing innovative tools to improve profit margins through human resource development and continuous process improvements.

Susan has held senior level positions in manufacturing at several leading packaged goods companies and plastic companies including Yves Veggie Cuisine, Nabob Foods limited, and Shell Canada Chemical Company. While at these and other companies, she was instrumental in improving operating efficiencies, reducing costs through streamlining process operations, and creating a more productive organization.

Ms. Vann's formal education includes a B. Eng. from McGill University and an Operations Management Certificate from the University of Western Ontario. She is a registered Professional Engineer.

March PDM - Leadership Presented by: Susan Vann (P Eng)

Lead; Don't Just Manage

"Failing organizations are usually over-managed and under led"
Warren G. Bennis

One of Jack Welch's first admonitions, when he became chairman of GE was "Don't manage, Lead."

So, to Lead or to Manage?

Both are required to build your organization. Leadership is required to provide inspiration, create opportunities, energize and motivate people. The management role is to make things happen and keep work on track and to supervise complex interactions that are routinely part of any work environment.

Excellent leaders have:

- A vision and purpose.
- Clear goals and Strong commitment.
- Flexibility.
- An understanding of change.
- Active listening skills.
- Confidence to take risks
- Knowledgeable about the total organization.
- Able to learn from mistakes.
- Excellent communicators/listeners.
- Able to speak clearly and effectively.
- Resourceful and Realistic.

So how do you become an excellent leader? You need to develop your vision and purpose, set clear goals and motivate your team.

The presentation will focus on:

- What is leadership?
- What is management?
- To manage or to lead?
- Traits of an excellent leader
- Setting a vision
- Setting direction and developing goals
- Building your team to success

Education Update

The education portfolio is conducting strategic planning for the next year. We are working closely with the Vancouver chapter to ensure that together we provide the educational service you need.

Now is the time to have your voice heard! We are here to service our members and community so please let us know what you're looking for in education over the coming year. For example...

- What new workshop or course will help deliver your company's objectives?
- What are your CPIM goals for this year?
- Are there line level people who could benefit from learning the fundamentals?

Contact your board of directors. We are listening.

BCIT student event

BCIT Student Chapter Wine and Cheese Event

Monday Feb 23, the APICS BCIT student chapter had a successful event. There were more than 60 persons including students, teachers and professionals. It was very pleasant to everyone enjoying this event.

On that night the atmosphere was amazing, there were students and teachers, students and professionals, and professional and teachers talking and sharing advice, comments, memories and overall smiles.

FUNDAMENTAL COURSES Offerings

The **Fundamentals of Materials and Operation Management** Courses will introduce you to the field of production and inventory management.

If you want to know:

- The differences between manufacturing processes
- The relationships between warehousing, production, and planning
- What MRP means and how it can be used to improve customer service
- How to setup or improve cycle counting to increase inventory accuracy.

The **Fundamentals of Materials and Operations Management** will give you the knowledge you need.

The Fundamental courses are:

1. Fundamentals of Inventory Control
2. Fundamentals of Planning
3. Fundamentals of Manufacturing Control
4. Fundamentals of Operations Management
5. Fundamentals of Materials Handling and Warehousing

The Fundamentals Courses are not only **excellent training** for those who work directly in manufacturing, but also a great education to persons that work closely with manufacturing and need to understand better the manufacturing side, or for persons that are pursuing a manufacturing position. The opportunity to network with other students is one of the intangible benefits.

Next courses will be offered on September 2004
We will keep you informed on dates, hours, and the site.
For more information please contact:

**Education Co-Director
Vancouver Chapter
Education Director
Fraser Valley Chapter**

Raymond Yang

education@apics-vancouver.org

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Corporate Member Profile – Alco Ventures Inc, Langley, BC

HISTORY

ALCO Ventures Inc. a privately held company, began life as "Marzen Artistic Aluminum Ltd" in 1971. Due to a shift in business focus the owner of Marzen decided to sell the Railing operation in 1980, hence the formation of Alco Railings in January of 1981. Alco Railings incorporated in 1984 as "Alco Railings Ltd". In April 1986 Mr. Ben Hume purchased 100% of the outstanding shares of Alco Railings and is today the company's President and CEO. In 1999 the Company changed it's name to Alco Ventures Inc. to better reflect the Companies broader scope of operations.

PRODUCTS

ALCO Ventures Inc. manufactures and distributes "Residential Railings Systems" for the single and multi-family market. It also manufactures Patio Covers. In 1998 Alco introduced a new line of retractable insect screens.

MARKET

ALCO Ventures Inc. sees its home market as the West Coast of North America. Presently it is delivering product to all regions of B.C., Alberta, Washington and Oregon. Recent expansion includes starts in California, Saskatchewan, Manitoba, Ontario and Japan. The Company sells it's product through two distribution channels, Building Supply Retailers and Installing Dealers. It has two distinct product lines, one for each market.

DEVELOPMENT

ALCO Ventures Inc. is committed to significant growth on a continuing basis. This growth will come through expansion of it's market base and product development. To this end the Company devotes considerable resources to the adaptation of new technology and organizational development.

PHILOSOPHY

ALCO Ventures Inc. corporate philosophy is based on a commitment of service to its CUSTOMERS, SUPPLIERS & CREDITORS, COMMUNITY, EMPLOYEES and SHAREHOLDERS.

Contact Us

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You can also visit our website at www.apics-fraservalley.org