

LORK NEWS

January 2009



APICS-Lancaster / York Chapter

INSIDE THIS ISSUE:

<i>Upcoming Meeting's & Chapter Officers</i>	2
<i>President's Message</i>	3
<i>Survey, New Members</i>	4
<i>Education</i>	5, 6, 7
<i>Education, Certification Maintenance, Congress for Progress</i>	8

January PDM

January 15, 2009
Heritage (Was Park Plaza)
Lancaster
Registration 5:30
Meeting starts at 6:00
Dinner Served at 6:15
\$25 Member
\$30 Non Member

**Register on or before
Monday January 12**

To Register

Contact Tom Ruth
Work Phone (717) 840-2820
E-mail: apicslork@yahoo.com
www.apics-lork.org



CELEBRATING 50

January Professional Development Meeting Dale Smucker, Auntie Anne's Director of Purchasing Third Thursday, Jan 15!!!!!!

From one farmer's market stand to over 950 locations worldwide, Auntie Anne's success lies in its commitment to pretzel perfection, ability to maintain an effective business model, and collaborative approach with its network of 300 franchisees. Dale Smucker, Auntie Anne's Director of Purchasing for the last 15 years, will describe the inner workings of a food supply chain within a franchise organization. He will focus on the current threats impacting the food supply chain and share how Auntie Anne's is addressing fluctuating commodity prices stemming from the economic marketplace, sustainable efforts, and unpredictable Mother Nature. Dale will also discuss Auntie Anne's recently established facility consisting of manufacturing, warehousing, and distribution services for its franchise and prepared products businesses.

As the Director of Purchasing of Auntie Anne's, Inc. Dale oversees all aspects of purchasing for over 950 Auntie Anne's Pretzel stores worldwide. Managing approximately 80 million dollars in purchasing for the franchise system, Dale negotiates pricing with manufacturers of paper products, food items, smallwares, and equipment that are used on a daily basis to produce and serve fresh from the oven Auntie Anne's Pretzel products and signature beverages. Dale plays an integral role in Auntie Anne's continued commitment to menu innovation by working closely with the company's Food Science & Technology, Operations, and Marketing Teams. He is responsible for integrating all necessary components for new test products into the system via 13 distribution centers located throughout the country.

Dale began his career with Auntie Anne's in 1991 as the Warehouse Manager. At that time, there were 35 stores located primarily in farmer's markets. As the company expanded and the need for a consistent purchasing system developed, Dale was promoted to Director of Purchasing in 1993.

Advancing Productivity, Innovation, and Competitive Success

LORK CHAPTER OFFICERS

President Rick Donahoue, CPIM, CSCP 717-324-3996	Vice-President, Education & Research
Executive Vice President	Vice President, e-Communications Matt Kline St. Onge Company (717) 840-8181 X 8023
Treasurer Susan Fetrow 717-873-2198	Historian Past President Harry Hamilton, CPIM
Secretary Bob Fletcher, CPIM New Standard Corp (717) 757-6447	Vice President, Database Mgt Kevin Miller, CSCP
Vice-President, Meetings Tom Ruth, CPIM MacSteel (717)-840-2820	Vice President, Membership Past Presidednt Tom Geraghty, CPIM (717) 354-9695
Newsletter Editor Immediate Past President Tony Kiely, CPIM, CSCP Burnham (717) 481-4836	Ad Hoc Sumi Koh Greg Miller
Director of Operations Paul Spohn St. Onge Company (717) 840-8181 X 8010	

BOARD OF DIRECTORS

- Rick Donahoue CPIM, CSCP
- Tom Battle CSCP
- Tony Kiely CPIM, CSCP
- Susan Fetrow
- Harry Hamilton CPIM

- LORK: www.apics-lork.org
- APICS: www.apics.org
- PDM Registration: apicslork@yahoo.com
- Congress for Progress: cp-apics.org
- APICS Society 1-800-444-2742

LORK NEWS is published by the Lancaster-York chapter of APICS - The Association For Operations Management. Newsletter Editor: Tony Kiely

UPCOMING PROFESSIONAL DEVELOPMENT MEETINGS

Go to www.apics-lork.org for Maps & Directions to PDM venues

January 15 (Not the traditional 2nd Thursday)
PDM, Auntie Anne's Supply Chain
Lancaster

February 2009
Resource Limitations
Lancaster

March 2009
Continuous Improvement
York

April 2009
Soft Skills
Lancaster

May 2009
Milton Hershey School tour and presentation as part of their 100 year celebration.

PRESIDENTS MESSAGE

Happy New Year to all of our members, I hope all your dreams come true during 2009. It is hard to believe another year has already passed, but what an exciting year it has been! APICS has introduced two new educational programs, Global Sourcing and Lean Enterprise. They have completed the move to Chicago from Alexandria. As a chapter, we have had a number of outstanding PDM meetings with some fascinating speakers/topics and opportunities for networking with peers. 2009 will bring more opportunities to learn from outstanding professionals in the field! We are starting off our PDM series with **Dale Smucker, Director of Purchasing for Auntie Anne's**. This is an excellent opportunity to learn how a global company is dealing with differing economies and also managing distribution around the world. The remaining PDM meetings will be just as exciting, so visit the chapters web-site at www.apics-lork.org to learn more and to register for any of the remaining meetings.

We have a number of educational offerings available during the first quarter of the year. They include various options for CPIM, CSCP starting in March, and we are looking for companies willing to host the new Lean Enterprise series. Prior to summer we will also be offering the new Global Sourcing workshops. Make sure you read the details of each offering in the educational corner section of the newsletter.

This past year APICS has been very busy with the CPIM program. They have re-written module 1 (Basics of Supply Chain Management) and greatly enhanced the other four modules. In 2009 both module 3 (Detailed Scheduling and Planning) and module 5 (Strategic Management of Resources) will be re-written with the remaining two modules scheduled for re-write in 2010.

On February 20th & 21st, the Mid Atlantic District meeting will be held in Harrisburg. The meeting is open to all who are interested in attending and there is no fee to attend. The typical meeting starts Friday night with dinner, networking and a small presentation. Saturday is filled with a variety of presentations; the day includes both breakfast and lunch, and more time for networking with other chapters. This is a great time to both learn more about APICS and what the organization has to offer as well as networking with Supply Chain professionals in other organizations. We will keep you apprised of the details as they become available.

Congress for Progress is also just around the corner and will be held in Society Hill, Philadelphia April 15th – 17th. Visit www.cp-apics.org for more details about the various programs being offered and to register.

In May, LORK Board elections will be held. We are in need of volunteers to devote a small amount of time each month to further the supply chain profession! If you are interested in learning more about the positions or wish to be considered for a Board position please contact me to learn more about how you can support the LORK Chapter.

*Rick Donahoue CPIM, CSCP
APICS – LORK President
Director of Education Mid Atlantic District*

We need your help to make the Lancaster York chapter better able to serve your needs; we will do our best to make the chapter offerings a value added investment for you in the coming year. Let us hear from you and good luck in the contest.

Enter the “25 prize survey return contest” and possibly win one of the 25 prizes

Everyone, who fills out this survey, will be in the drawing for a “thank you” \$50 prize.

The first 2 respondents will be invited to come to a PDM at \$0, \$25 off.

The next 3 respondents will be invited to come to a PDM at \$5, \$20 off.

The next 4 respondents will be invited to come to a PDM at \$10, \$15 off.

The next 5 respondents will be invited to come to a PDM at \$15, \$10 off.

The next 10 respondents will be invited to come to a PDM at \$20, \$5 off.

Why would I fill out the survey?

Because it is the Lancaster York APICS chapters attempt to hear from the voice of the customer. What can your chapter do for you?

What’s in it for me?

The opportunity to have your wants, needs and desires become apparent to the chapter’s board so they can try to get the kind of offerings you desire. You also can win one of 50 PSM prizes and a chance at the grand prize even if you don’t get one of the PDM prizes.

What do I have to do?

Click on the following internet link and fill out the survey. That’s all there is to it.

<http://www.zoomerang.com/Survey/?p=WEB228M5A9MDHS>

If you have any questions, let me know.

Tom Geraghty

VP Membership

tgeraghty@dejazzd.com

717-354-9695

Welcome New Members

Steven Hainley, Dentsply

Susan Stevenson, AAI

Robert Peterson

Total Membership is 327.

Educational Corner.

The chapter has the following education offerings available in the coming weeks/months:

Please note any educational offerings the chapter has are available not only in the open enrollment listed below but also can be provided on-site at a day/time that best fits your companies schedule.

It is hard to believe the holiday season is upon us and 2008 will soon be history. The LORK (Lancaster/York) chapter has had many beneficial events during 2008, ranging from plant tours and monthly PDM meetings to some great educational programs. 2009 will bring even more opportunities to learn and network with other professionals. As such we don't want you to miss out on the exciting educational offerings we have coming early in 2009, so **MARK YOUR CALENDARS.** Below is a listing of the many programs we are offering during the first quarter of 2009.

CPIM (Certified Production and Inventory Management);

Module 2: Master Planning of Resources is being offered starting January 14th and completing March 4th. Classes will be held every Wednesday from 6:00 – 9:00 PM at St Onge in York.

Course Description

Master Planning of Resources

Sales and operations planning processes used to develop production plans and identify and assess internal and external demand and forecasting requirements are explored in this course. Participants will focus on producing achievable master schedules that are consistent with business objectives; be able to explain the master planning model and key planning elements; identify customer service policies, techniques for communicating with customers, and measurements of forecast accuracy; and understand the concept of multilevel master scheduling

Module 5: Strategic Management of Resources is being offered starting January 13th and completing March 10th. Classes will be held every Tuesday from 6:00 – 9:00 PM at St Onge in York.

Course Description

Strategic Management of Resources

In this course, participants will explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions. The course addresses three main topics: aligning resources with the strategic plan, configuring and integrating operating processes to support the strategic plan, and implementing change.

Go to www.apics-lork.org to register for either of the above referenced classes

Education Continued

Blitz is Back: All five (5) modules of CPIM are also being offered during the day in 2009. The Blitz class structure is rather simple, we complete one full CPIM module in three business days. This is an excellent alternative for those individuals who can't attend CPIM classes during the evening or those who want to complete the training on an accelerated basis.

The next Blitz series begins in January. You have the option of signing up for any number of the modules. The location for each module will be Holiday Inn Express located at Leader Heights Road in York. These full day classes include an express breakfast (coffee, juices and pastries), lunch, and an afternoon pick-me-up.

Module 1: Basics of Supply Chain Management - January 19th, 20th, and 22nd

Module 2: Master Planning of Resources - February 23rd, 24th, and 26th

Module 3: Detailed Scheduling and Planning - April 6th – 8th

Module 4: Execution and Control of Operations - May 18th – 20th

Module 5: Strategic Management of Resources - June 29th – July 1st

The investment for each module, which includes the instructor- led classes, participant guide, and food/beverage each day is \$525/attendee. All classes begin at 8:00 am and end at 5:00 pm. For additional information or to register for an

CSCP (Certified Supply Chain Professional): CSCP classes will be held on the following dates: March 6th (introductory meeting), March 20th, April 3rd, 17th, May 1st, and 15th.

Who can benefit from the program?

The APICS CSCP program is ideal if you are:

- Responsible for supply chain activities within your organization
- Interested in increasing your knowledge and expertise in the field of supply chain management
- Looking to advance your career through certification or professional development
- An employer or manager wanting to create a common standard of competency across your organization
- A professional who is consulting or teaching supply chain functions
- A CPIM needing certification maintenance points

The learning system is divided into four modules:

Supply Chain Management Fundamentals
Building Competitive Operations, Planning, and Logistics
Managing Customer and Supplier Relationships
Using Information Technology to Enable Supply Chain Management

Education Continued

Inventory Management workshops: This is a series of five workshops each consisting of four hours of instructor led class time

Basics of Inventory Management: Topics include: Inventory Management Systems, Cost Associated with Inventory Systems, Quantitative Methods of Inventory Management, and MRP.

Cycle Counting: Topics include: What is Cycle Counting, Benefits of Cycle Counting, Requirements, Deciding What to Count and When, Reconciling Differences, and Reporting Results.

Distribution Inventory Management: Topics include: The Distribution Network Model, Objectives of Distribution, Distribution Activities, Replenishment Methods, and Just-in-Time/Lean Trends.

MRP and Bills of Material: Topics include: What is MRP, Benefits of Using MRP, Requirements for MRP to work, Bills of Material, planning factors, assumptions we make, and the MRP Process.

Physical Inventory: Topics include: Preparing for and Conducting a Physical Inventory, Reconciling Differences, Reporting Results, and Physical Inventory Tricks, Traps, Problems, & Solutions.

Contact Rick Donahoue at 717-324-3996 or via E-Mail at rickdonahoue@comcast.net if you are interested in hosting this workshop series or for 2009 open enrollment class information.

Lean Enterprise Workshop series:

This new and exciting series is now available from APICS and we are looking for a host company. If interested in hosting, please contact Rick Donahoue at 717-324-3996 or via E-Mail rickdonahoue@comcast.net When conducted on-site, you have the option to convert some of the series into an eight hour program that includes hands on implementation exercises. Please note this is a series and as such when you register you will be registered for all 7 four hour workshops. The series consists of the following:

Workshop 1: Introduction:

Educate Organization

Assess Readiness

Define Product Families

Workshop 2: Lean Culture:

Plan for Change

Create Teams

Select Pilot Product Family

Workshop 3: Value Stream Mapping:

Map Current-State Value Stream

Map Future-State Value Stream

Plan Implementation

Lean Workshops continue on page next page

Education Continued

Workshop 4: Stability and Process Improvement:

- Stabilize Demand and Processes

- Improve Processes

Workshop 5: Just-in-Time :

- Calculate Customer Demand

- Standardize Work

- Create Flow

- Implement Pull

- Develop Schedules

Workshop 6: Measuring:

- Define Metrics

- Deploy Lean Accounting

Workshop 7: Sustaining:

- Design for Lean

- Continuously Improve Quality

- Sustain Lean

All workshops can be held on-site at times that are most convenient for your organization when the minimum number of participants are met. If you are interested in learning more about any of the APICS programs please contact Rick Donahoue at rickdonahoue@comcast.net or via phone at 717-324-3996.

The APICS **Certification Maintenance** Program is available to keep APICS CPIM, APICS CFPIM, and APICS CSCP designees at the top of their game. The program incorporates a variety of professional development opportunities for APICS certification designees to stay current and continue reaping the benefits of the APICS community.

The APICS Certification Maintenance Program uses professional development points as a simple way for you to keep track of your APICS certification maintenance activities. Once you earn your APICS certification, most operations management-related activities will help you earn points toward maintaining that certification.

APICS CPIM and APICS CSCP designees must earn a total of 75 professional development points within five years of receiving their designation. APICS CFPIM designees must earn a total of 100 professional development points in the same span of time. You can download the Certification Maintenance Bulletin from www.apics.org/certification/maintenance

Congress for Progress 34

Sheraton Society Hill Hotel

Philadelphia, PA

April 15, 16, 17, 2009

Supply Chain education you can count on from the longest running regional conference in APICS

www.cp-apics.org

Advancing Productivity, Innovation, and Competitive Success