

LORK NEWS

May 2010



APICS-Lancaster / York Chapter

5:45 Registration
6:15 Tour Starts
Followed by Q & A
Wreath hoagies and chips
and drinks will be provided
Cost: \$10.00

Registration Deadline

Is Tuesday May 11th

To Register

Contact Kevin Miller
Work 717 939-1338 x 295 or
Cell 717 891-9645 or
kevin.miller,2@volvo.com or
apicslork@yahoo.com or

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May Plant Tour Thursday May 13, 2010 Martin's Potato Chip Factory 5847 Lincoln Hwy West Thomasville, PA 17364

Hosted by Butch Potter, President

Started approx 1941 by Harry and Ferry Martin, they started out part time, making chips for the farmers markets. They built a small factory in the 50s, added automatic equipment in the 60s, sold the business to Ken & Sandy Potter in 1971. In 1971 the business had one delivery truck and the main seller was BBQ Waffle chips. About 1974, kettle cooked potato chips were introduced. The company grew rapidly in the 70s and 80s, by 1990 there were over 30 route trucks making deliveries. Building expansions occurred in 1979, 1984, 1990, and 2001. Popcorn production was started in 1993. Today we have 64 delivery routes and several major distributors, covering the middle section of PA, most of MD, and parts of Virginia. Current production facility covers about 60,000 sq ft, is capable of producing about 3000 lbs per hour of potato chips and popcorn combined. Martins is planning a major capacity increase for kettle cooked chips in April.

Butch was born in York, graduated Spring Grove HS, worked in the business as a teenager in the factory, attended college at Rensselaer Polytechnic Institute, BS Chemical engineering 82', went to work for Nestle Foods (Fulton NY), process engineer, tech support group for chocolate manufacturing, misc R&D process work. Returned to the family chip business in 1988, designed and managed the project to build a new production facility that was completed in 1990. Production operations manager from 1990 - 2006, Company president 2006 - present. Butch is married with 2 teenage children, active parent (chauffer), and Dallastown Area School District board member.

President's Message

We had another great turnout at our April Professional Development Meeting (PDM). The presentation by Dave Schaeffer, Vice President Distribution and Fulfillment at Simon and Schuster was another opportunity for us to look outside our typical manufacturing focus. The timely printing and distribution of books is not an easy task in today's competitive marketplace. Publishers like Simon and Schuster compete to get the best authors and titles, and the large bookstore chains are extremely demanding to obtain books that sell. Forecasting is difficult and the distribution network is required to react swiftly to current demand. Then, there is the issue of returns; unlike our businesses, if the product doesn't sell in the stores it gets returned. There is a high percentage of books returned and that presents another storage and disposition issue. Dave gave us an excellent insight into this demanding business and the continuous process improvements they have made to serve their customers. Their process improvements are ongoing and it was fascinating to learn the accomplishments they've achieved.

The slate of Chapter Officer Nominees is listed in this LORK News. These are the individuals who are nominated to lead the APICS Lancaster York Chapter during the next meeting year (2010/2011) beginning in September. Write-in nominees are invited and must be made prior to the PDM on May 13th. Please contact Bob Fletcher or myself to submit a candidate. Voting will take place at the May PDM.

The May PDM has been our final meeting in recent years. This year we will cap off a successful meeting year with a special guest night on June 10th at the Moon Dancer Winery near Wrightsville. You'll love the location and the French country chateau that overlooks the Susquehanna River. It's a beautiful setting for us to enjoy an early summer evening learning about the Susquehanna heritage in Lancaster and York Counties. You'll be able to invite your spouse or a friend as our guest so please make a note now to join us on June 10th.

Summer is quickly approaching; however it doesn't mean that you should take a break from your professional development. This newsletter lists various opportunities to continue your education. Each course or workshop offers techniques and concepts that can have a meaningful and positive financial impact for your organization. We can also offer educational events at your company site so please contact Rick Donahue to learn about course availability and timing, or check out our website at www.apics-lok.org.

I look forward to seeing you on May 13th.

Harry Hamilton
President
APICS Lancaster York Chapter

Upcoming Professional Development Meetings

(2nd Thursday of the Month)

May 13

Martin's Potato Chip Factory Tour

June 10

Mark Platts

Susquehanna River Cultural & Natural Heritage

Moondancer Winery, Wrightsville

Bring a guest for free.

What's new on the APICS Society Website

New APICS Career Center Resource: Ask the Career Coach

APICS members can have their career-related questions answered by our career expert, Gary Capone with Palladian International LLC.

APICS Supply Chain Manager Competency Model in the news

Learn how the APICS SCM Competency Model can be applied across industries and used as "a compass" for hiring and supply chain management professionals

Now Available: APICS Operations Management Body of Knowledge (OMBOK) Framework, Second Edition

APICS members receive a complimentary electronic copy of the latest edition of the [APICS OMBOK Framework](#), including two new appendices and an easy-to-use index

This Just In: APICS Releases the Latest Operations Management Employment Outlook Report

Gain a better understanding of the job market and industry hiring trends today and projections for the next 12 months. [Click to visit APICS Research online.](#)

Board Members 2009-2010

Name	Board Position	Company	Work Phone	E-mail
Roger Dick	Ad Hoc Board Member	Cooper Industries	755-2933 x2212	roger.dick@cooperindustries.com
Rick Donahoue, CPIM, CSCP	VP Education & Marketing	Donahoue & Co.	324-3996	rickdonahoue@comcast.net
Susan Fetrow	Secretary	BAE Systems		sefetrow@hotmail.com
Robert Fletcher, CLSSBB, CPIM	Executive VP	New Standard Corp.	757-0363	rffletcher@newstandard.com
Tom Geraghty, CPIM	VP Membership		354-9695	tgeraghty@dejazzd.com
Harry Hamilton, CPIM	President	Johnson Controls	771-7631	W) Harry.Hamilton@jci.com (H) Harry.Hamilton@comcast.net
Tony Kiely, CPIM, CSCP	Ad Hoc Board Member	Burnham	481-8436	TKiely@burnham.com
Matt Kline	Director of Communications	St. Onge Company	840-8181 x8023	mkline@stonge.com
Sumi Koh, CSCP	Treasurer	Specialized Medica Devices	392-5581 x 225	sumikoh77@hotmail.com
Kevin Miller, CPIM	Ad Hoc Board Member	Volvo/Mack	939-1338 x295	kevin.miller.2@volvo.com
Tom Ruth, CPIM	Director of Arrangements	MacSteel	840-2820	truth@macsteelusa.com
Paul Spohn	Director of Programs	St. Onge Company	505-8010	pspohn@stonge.com

Congress for Progress

September 24, 2010

The Longest Running Regional Conference in APICS

Supply Chain Education You Can Count On

www.cp-apics.org

Websites

- LORK: www.apics-lork.org
 - PDM Registration: apicslork@yahoo.com
 - APICS: www.apics.org
 - APICS Society 1-800-444-2742
 - Congress for Progress: www.CP-APICS.org
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LORK NEWS is published by the Lancaster-York Chapter of
APICS - The Association For Operations Management.

Current membership is 150.

Welcome, New Members

Leonard Dore, Thermacore

Craig Brodbeck

Michael Armstrong

Bradley Boyer

Carmen Colon

Maureen Kilgore

Jeff Tollett

Nathan Hengst

Satish Moorthy

Ame Groff, Grahm Packaging

Christopher Pattweson, Cooper Tools

Add Value to Your Organization by Enhancing Your Skills in Supply Chain Management

In these challenging economic times, you can be *uniquely positioned to add value to the bottom line* of your organization through greater understanding and execution of best practices in supply chain management. We are fast approaching the start of many educational offerings that are scheduled for this Spring and early Summer. Below you'll find an overview of each program. Contact us to register, or to learn more about how the techniques and concepts taught in each program can have a meaningful financial impact for your organization!

Certified Supply Chain Professional (CSCP) Course

The APICS CSCP brings your company's entire value chain into perspective. By giving you a truly end-to-end view of the supply chain, you become the expert, not just within your organization's walls-you become the global expert. CSCP extends the APICS CPIM knowledge outside of a company's internal operations to encompass all of the steps throughout the supply chain-from suppliers through the company to the end consumer-and how to effectively manage the integration of these activities to maximize a company's value chain.

The class schedule for our next offering is currently open as we await for enough registrants to hold a class:

APICS is now offering both paper & pencil exam as well as computer based testing for CSCP.

The dates for each are as follows:

Paper & Pencil

June 19, 2010

December 4, 2010

Computer Based Testing (window of time)

July 10th – August 14th 2010

December 4th – January 8th 2011

CPIM:

We are offering the CPIM classes in blitz fashion; you complete a full module in just three days! Visit www.apics.org for a full description of each module.

Module 3 Detailed Scheduling and Planning: June 7th – 9th

Module 4 Execution & Control of Operations: July 19th – 21st

Module 5 Strategic Management of Resources: August 30th – September 1st

For more information or to register for any of these programs please contact Rick Donahoue via e-mail at rick-donahoue@comcast.net or by phone at 717-324-3996.

Global Sourcing Workshop Series

June 17th—18th

Companies and organizations need skilled operations management and supply chain management professionals to keep their businesses favorably positioned in today's intensely competitive global marketplace. The Global Sourcing Workshop Series provides a comprehensive study of the critical tasks and challenges associated with sourcing and procurement internationally.

This workshop series will equip you with the skills to:

- Understand the strategic importance of globalization
- Learn how to prepare for international procurement
- Evaluate potential markets in other countries
- Source global suppliers strategically
- Choose logistics partners correctly
- Address cultural differences

There are four components of the 2-day workshop series:

- Introduction to Global Sourcing
- Global Suppliers
- Cultural Relationships
- Logistics Requirements

Upon request, a half-day Executive Overview of Global Sourcing can be provided on-site at your location!

This workshop will help you bring global sourcing world-class practices and thinking to your organization!

If you are interested in more details or would like to register for this class contact us at 717-324-3996 or via E-Mail: rickdonahoue@comcast.net

Lean Enterprise Workshop Series

As today's competition continues to chip away at our market share, those companies who will survive will only do so through continuous improvement and the elimination of waste found in each of our environments. From the Retailer, Distributor, Manufacturer and Service Provider the key to success is in the identification of all non-value add actions that consume vast amounts of our valuable resources. Making sure we have the product/service available is key to customer satisfaction. Having product available at the:

Right Place Right Time
Right Quality Right Quantity

Objectives include: How to better utilize the available resources contained in your organization; how to improve your efficiency and effectiveness while reducing your cost; and how to improve profit margins through the elimination of waste.

Who Should Attend?

Employees at all levels within your organization will benefit from attending this class. For those who are new to the concepts or need a refresher, each person will gain valuable insights that can be put into practice immediately. Executive level managers seeking to enhance their understanding of Lean and Just-in-Time will also benefit from this workshop. Participants will be provided with an excellent platform to implement or enhance an existing lean/JIT operations process.

Introduction: You will gain an overview of the many components of implementing a lean transformation in your organization and gauge your organization's readiness through hands-on assessment.

Lean Culture: Explore the effects of a lean implementation on your employees and learn about the importance of teams. The Kaizen, a team-oriented continuous improvement event will be introduced in this section.

Value Stream Mapping: Learn about value stream mapping and this tool's value for viewing processes and determining potential areas of improvement. Draw a current state map and then learn about concepts to help you improve your future state.

Stability and Process Improvements: Learn how to improve process stability, achieve demand stability and improve manufacturing process efficiencies.

Just-in-Time: Determine customer demand, standard work, line balancing and many other tools to meet customer demand. Participants will explore the use of a heijunka system to meet customer demand through a hands-on activity.

Measuring: Review the way a lean company measures and align measurements with objectives. Topics include lean accounting, inventory costs, target costs and lead time.

Sustaining: Learn about the long-term changes to sustain the gains made. Topics include lean design, analyzing failures and ensuring ongoing quality control and continuous improvement.

These workshops are best suited for on-site training and if you are willing to host please contact us at 717-324-3996 or via E-Mail: rickdonahou@comcast.net

Certification Maintenance

APICS is launching an **online Certification Maintenance** application form, which will enable all Certification Maintenance candidates to submit applications through the APICS Web site. The new submission method offers the following enhancements

- Pre-populated contact information
- Secure electronic payment
- Automatic response to candidates that the application has been received
- Combined point tracking form and professional development journal
- Decreased response time
- Ability to update and re-submit information if required
- Electronic notification of approval or denial (with specific denial reason) within two weeks

A printable form will still be available for those who wish to pay by check. The online and printable application forms can be accessed through apics.org/certification/maintenance

APICS LORK 2010-2011 Elections

APICS LORK will present the final slate of nominees, followed by official voting for the 2010-2011 board members. Voting will be at this month's PDM - plant tour at Martin's Potato Chips. Installation of board members is scheduled for the June PDM.

Nominees for the 2010-2011 Board are as follows:

Name	Board Position
Robert Fletcher, CLSSBB, CPIM	President
Kevin Miller, CPIM	Executive VP
Susan Fetrow	Secretary
Sumi Koh, CSCP	Treasurer
Tom Geraghty, CPIM	VP Membership
Rick Donahoue, CPIM, CSCP	VP Education & Marketing
Harry Hamilton, CPIM	Immediate Past President
Paul Spohn	Director of Programs
Matt Kline	Director of Communications
Tony Kiely, CPIM, CSCP	Ad Hoc Board Member
Open	Director of Arrangements
Tom Ruth	Ad Hoc Board Member
Roger Dick	Ad Hoc Board Member
Jessica Easton	Ad Hoc Board Member
Scott Kurtz	Ad Hoc Board Member