



Albany/Capital District Chapter Newsletter
October 2008 Edition



October Joint PDM With ASQ

Organize and Educate for Lean Success

Presented By Dan Marino of Marino Associates, LLC

Wednesday, October 8th, 2008

The Desmond

Registration: 5pm in the Fort Orange Courtyard

Dinner: 6pm in The Shaker Room

Speaker to follow dinner

Dinner Choices

Filet Mignon - A char-grilled half-pound filet mignon topped with wild mushroom confit French-served béarnaise sauce with scrimshaw potato

Herb Basted Salmon - Fresh Atlantic Salmon filet drizzled with a green peppercorn chardonnay sauce, accompanied by a wild mushroom risotto

Chicken Francaise - Boneless breast of chicken sautéed and topped with a parmesan lemon butter sauce, served over garden fresh vegetable rice

All dinners come with a Desmond Salad, New York Style cheesecake and coffee or tea. Dinner selections can be made tableside.

Directions

If you are arriving from the SOUTH or from the WEST:

Take the New York State Thruway to Exit 24. After toll booths, take the Adirondack Northway (I-87) North to Exit 4 Albany Airport exit. At the end of the ramp, go left on Wolf Road. At next traffic light, go left on Albany-Shaker Road. You will pass under the highway; do not get back on I-87 south, rather, proceed straight through the intersection, and prepare to make a left-hand turn. The Desmond is the first building on your left, set back from the road, and resembles a colonial village.

If you are arriving from the EAST:

Take the Mass Turnpike West to Exit B1, "I-90 Albany West". Remain on I-90 West for 15-20 miles, viewing downtown Albany to your left about mid-way. Stay on I-90 until you see signs for "Montreal North". Go North on the Adirondack Northway "Montreal" I-87 to Exit 4 Albany Airport". At bottom of ramp go left onto Wolf Road. At next traffic light, go left onto Albany-Shaker Road. You will pass under the highway; do not get back on I-87 south, rather, proceed straight through the intersection, and prepare to make a left-hand turn. The Desmond is the first building on your left, set back from the road, and resembles a colonial village.

If you are arriving from the NORTH:

Take the Adirondack Northway (I-87) to Exit 4, "Albany Airport/Wolf Road". On ramp, bear to the right. At end of ramp, there is a traffic light. Go left onto Old Wolf Road. At the next traffic light go right onto Albany-Shaker Road and take an immediate left into our parking lot. The Desmond is set back from the road, and resembles a colonial village.

Registration fee is \$25 for member, \$30 for non-members, and \$10 for students. All reservations should be made via e-mail to reservations@apicalbany.org (Please include in your e-mail; Name(s), Company Name, # Attending or submit a [Meeting Reservation Form](#).)



New APICS Lean Enterprise Workshop Series

As more organizations decide to go lean, demand is escalating for a skilled team and systemwide approach for developing and implementing lean project plans. This course is designed to equip you with the broad knowledge and tools to map the transformation for developing a lean culture at your organization.

The APICS Lean Enterprise Workshop Series is organized to enable you to approach and understand the lean transformation process systematically. This method will provide you with the flexibility to immediately customize what you've learned and implement it at your own organization.

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 a 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.

The workshop will consist of 28 total class hours. Through this course, participants will complete a self assessment to determine their organization's readiness to implement lean, gain practical experience analyzing how to incorporate lean into organizations, obtain broad knowledge of the subject, and leave with a project plan for implementing lean into their organization.

We are looking to start up a class as soon as we have enough interest. The cost will be \$900 for members and \$1150 for non-members, which includes all materials. Anyone interested can contact Board Member Todd Nadler. His contact info is at the end of the newsletter.

What's Pushing Your Buttons?

By Robert Evans Wilson, Jr

What motivates you? That's the question I'd like to ask in this inaugural column on motivation. Are you motivated by fame, fortune or fear. Or is it something deeper that fans the flames inside of you. Perhaps you are like Jeanne Louise Calment whose burning desire enabled her to do something that no other human being has done before. A feat so spectacular that it generated headlines around the globe, got her a role in a motion picture, and landed her in the Guinness Book of World Records. A record that has yet to be beaten.

Jeanne Louise, however, did not initially motivate herself. It was someone else who drew the line in the sand. But, it became a line she was determined to cross.

In motivation we talk about getting outside of one's comfort zone. It is only when we are uncomfortable that we begin to get motivated. Usually to get back into our comfort zone as quickly as possible.

Born into the family of a middle-class store owner, Calment was firmly entrenched in her comfort zone. At age 21 she married a wealthy store owner and lived a life of leisure. She pursued her hobbies of tennis, the opera, and sampling France's famous wines. Over the years she met Impressionist painter Van Gogh; watched the erection of the Eiffel Tower; and attended the funeral of Hunchback of Notre Dame, author, Victor Hugo.

Twenty years after her husband passed away, she had reached a stage in life where she had pretty much achieved everything that she was going to achieve. Then along came a lawyer. The lawyer made Jeanne Louise a proposition. She accepted it. He thought he was simply making a smart business deal. Inadvertently he gave her a goal. It took her 30 years to achieve it, but achieve it she did.

Are you willing to keep your goals alive for 30 years? At what point do you give up? Thomas Edison never gave up, instead he said, "I have not failed. I've just found 10,000 ways that won't work." Winston Churchill during the bleakest hours of World War II kept an entire country motivated with this die-hard conviction: "We shall defend our Island, whatever the cost may be, we shall fight on the beaches... in the fields and in the streets... we shall never surrender."

Many of us give up too soon because we set limits on our goals. Achieving a goal begins with determination. Then it's just a matter of our giving them attention and energy.

When Jeanne Louise was 92 years old, attorney François Raffray, age 47, offered to pay her \$500 per month (a fortune in 1967) for the rest of her life, if she would leave her house to him in her will. According to the actuarial tables it was a great deal. Here was an heir-less woman who had survived her husband, children, and grandchildren. A woman who was just biding her time with nothing to live for. That is until Raffray came along and offered up the "sucker- bet" that she would soon die. It was motivation enough for Jeanne, who was determined to beat the lawyer. Thirty years later, Raffray became the "sucker" when he passed away first at age 77.

When asked about this by the press, Calment simply said, "In life, one sometimes make bad deals." Having met her goal, Jeanne passed away five months later. But on her way to this end, she achieved something else: at 122 years old, she became the oldest person to have ever lived.

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.



Certified in Production & Inventory Control Series

We will be starting the CPIM course series in the next couple of weeks. The first course in the CPIM series is BSCM (Basics of Supply Chain Management) and is designed to be 10 weeks in duration, 1 night per week for 3 hours each night. We are targeting Thursday nights starting early October. If you are interested please contact Dean Meierdiercks (dmeierdiercks@apicsalbany.org). Payment will be needed prior to the start of the first class. A minimum of 6 students is required.

Location: Clifton Park
Time: 6 - 9 pm
When: Thursday evenings
Cost*: \$350 members / \$400 for non-members

* The cost of the CPIM courses do not include the materials or the exam fee.

The Albany/Capital District Chapter acknowledges the following members

New Members

Mike Porter – Comfortex Window Fashions

Current Membership: 170
Professional Members: 83
Academic Professional Members: 1
Corporate Voting Members: 32
Corporate Associates: 54

2008-2009 Board of Directors Contact Information:

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APICS – The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and a worldwide network of accomplished industry professionals.

The ACAP Newsletter is published monthly by the Albany/Capital District Chapter of APICS, the Association for Operations Management, to provide its members the news and activities of the chapter.

Comments, suggestions and story ideas are encouraged, and may be sent to:

newsletter@apicsalbany.org

Chapter Website:
www.apicsalbany.org

Society Website:
www.apics.org