

10% OFF
3 registrations



ROGER F. COCIVERA



PRODUCTION MANAGEMENT INSTITUTE



29th Annual Production Management Institute (PMI)

August 5–9, 2018 • College Park Marriott Hotel &
Conference Center, University of Maryland

Setting foundation for laundry management career growth

- Industry best practices
- Performance metrics/standards
- Throughput/efficiency from unloading to pack-out
- Plant tour and debrief
- Co-located with Executive Management Institute (EMI)

Register Today! www.TRSA.org/PMI – 877.770.9274 • #TRSAPMI

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Conference Center, University of
Maryland

• PMI Production •

Who Should Attend

- Senior Business and Operational Management
- General Managers
- Production/Plant Managers
- Supervisors
- Engineers
- Associates/Vendors

76

Net Promoter Score (NPS)
PMI Year I — 2017

Attendee willingness to recommend this event;
an NPS of 50+ is “excellent”

Fast Track to Certified Proficiency

PMI is a 12-month professional development program that begins with **PMI Production**, four days of interactive classroom training on fundamental laundry production and operations, emphasizing key principles of:

- Productivity
- Quality
- Safety
- Sustainability

During the next 12 months, students participate in a series of self-paced, online modules on topics such as human resources, communications, finance, time/project management and business ethics. Students then meet again at **PMI Management** for four days of interactive sessions that further refine their production and laundry-specific management skills.

Attendees emerge from PMI with advanced tactics for:

- Personally impacting total business performance
- Relating to and communicating with colleagues across all departments
- Managing plant workforce



“I’m new—so this was the most useful training I could have received. Looking forward to year 2!”

—Jason Haskamp, Superior Linen Service



“The training was very intensive and detailed and the schedule was followed very well.”

—Paul Caravia, Faultless Healthcare



“Loved the group interaction during the case study and plant layout exercise. It brought the whole week together.”

—Alex Magdaleno, Alsco



Upon completion of PMI classroom and online training, students are tested and can earn the CPLM, the foundation for continuous learning and improvement through ongoing professional development activities.

Laundry Operations and Management



Attendees receive a free copy of TRSA's *Laundry Operations and Management*. Participants benefit from reading the 200-page text on their own following the face-to-face instruction as enrichment and review of the information presented in these initial PMI classes. *Laundry Operations and Management* chapters each cover individual steps in laundry production (paralleling PMI Production) from soil sort through delivery. Readers receive a solid understanding of the best practices and fundamentals of supplying, laundering and maintaining linens, uniforms and other reusable textiles for the industrial, healthcare, F&B and hospitality sectors.

Make Your Case to Attend PMI

Go to www.trsa.org/WeNeedPMI for terminology that anyone interested in attending PMI can use to justify their participation for the first time. You copy and paste the text from this webpage to build your own document that serves as a memo to management on the benefits to your organization of your personal participation in the program.

Savings for You and Your Colleagues

Multi-registrant discount. Register three PMI Production (first-time attendee) participants online from the same company at once and receive 10% off each registration fee.



Contact: Mary Beth Porter, mporter@trsa.org, 703.519.0029, ext. 100, for online registration discount codes. One discount per attendee/referral.

Fun: Social Activities with EMI Attendees

Because PMI is now located at the University of Maryland concurrent with TRSA's Executive Management Institute (EMI), group social functions with EMI participants and faculty are part of PMI. Check the boxes on your registration form to attend.



Tuesday, Aug. 7: DC @ Night Tour

Experience the nation's capital at dusk, see national memorials like never before and step outside to take photos. You'll be up-close to the Jefferson, Lincoln, MLK, FDR and Vietnam memorials; U.S. Capitol; and White House.



Wednesday, Aug. 8: Lucky Strike Bowling and Billiards

Enjoy state-of-the-art reserved bowling lanes, private buffet, 10 projection screens, tournament-quality billiard tables and 50-foot bar. Fun, vibrant environment heralded for attentive wait staff, great food and music, easy circulating around the venue to chat.

Schedule for First-Time Attendees

Arrive Sunday, August 5 for classes, which begin early the following morning; the program ends on Thursday, August 9. Attendance is required at all classes.

Sunday, August 5	
4 pm	Registration Opens
5 pm – 7 pm	Dinner
Monday, August 6	
7 am – 8 am	Breakfast
8 am – 8:45 am	Laundry History/Orientation
8:45 am – 9:30 am	Safety Overview/Basics
9:30 – 10:45 am	Textiles
10:45 am – 12 pm	Soil Sort
12 pm – 1 pm	Lunch
1 pm – 4 pm	Washroom Basics/Chemistry
4 pm – 5 pm	Group Projects
5 pm – 7 pm	Cookout
Tuesday, August 7	
7 am – 8 am	Breakfast
8 am – 9 am	Group Project Reports/ Presentations
9 am – 10:30 am	Wash Aisle Equipment
10:30 am – 12 pm	Washroom Management
12 pm – 1 pm	Lunch
1 pm – 2:30 pm	Conditioning & Drying
2:30 pm – 4 pm	Finishing
4 pm – 5 pm	Group Projects
5 pm – 6 pm	Dinner
6 pm – 10:30 pm	DC @ Night Tour Outing

Wednesday, August 8	
7 am – 8 am	Breakfast
8 am – 11 am	Plant Tour
11 am – 12 pm	Ergonomics/Safety Awareness
12 pm – 1 pm	Lunch
1 pm – 2 pm	Stockroom Management
2 pm – 3:15 pm	Pack-Out/Inventory Control
3:15 pm – 5 pm	Plant Tour Case Study
5 pm – 6 pm	Dinner
6 pm – 10 pm	Lucky Strike Bowling & Billiards Outing
Thursday, August 9	
7 am – 8 am	Breakfast
8 am – 9:30 am	Water/Waste Water
9:30 am – 11 am	Energy Management
11 am – 12 pm	Production Scheduling Exercise
12 pm – 1 pm	Lunch and Class Photos
1 pm – 5 pm	Production Management/ Case Studies
6 pm – 6:30 pm	Class Photos
6:30 pm – 9:30 pm	Closing Celebration Reception/Dinner

Business casual dress for classes, business dress for class photo

SHIRT SPONSOR:



VF Workwear

PMI Production Plant Tour & Debrief



AlSCO, Inc.
Lanham, MD

- F&B, Hospitality
- Opened 2016
- 120,000 square feet
- 154 employees
- 120,000 pounds per day
- Two 11-module tunnel washers
- Six 900-pound conventional washers
- Automation from sling storage to tunnel washers and dryers
- Vacuum style soil counting by individual customer ties directly to invoicing

Case Study and Post-Tour Discussion

- Recap at hotel
- Q&A
- Learn more about how facility achieves high productivity and efficiency
- Attendees give their opinions of toured plant
- Review alternative approaches to plant practices demonstrated

August 5–9, 2018 • University of Maryland • Hyattsville, MD

4 Easy Ways To Register:

✉ **Mail:** 1800 Diagonal Rd, Suite 200, Alexandria, VA 22314 | ✉ **Email:** registration@trsa.org | 📠 **Fax:** 703.519.0026 | 🌐 **Online:** www.trsa.org/pmi

Registrant Information

Full Name (for certificate) _____

Nickname (for badge) _____

Company _____

Title _____

Address _____

City/State/Zip _____

Telephone _____

Email (required) _____

What are the top three (3) production issues that keep you up at night? _____

Class Selection

Participants must have completed the previous year's curriculum to register for the subsequent year's program.

☐ PMI Production (attend PMI for first time in 2018) ☐ PMI Management (returning to PMI in 2018)

Shirt Size: ☐ Small ☐ Medium ☐ Large ☐ XL ☐ 2XL ☐ 3XL

☐ Please check if you require special assistance or have special dietary requirements to fully participate.

How did you learn about this event? (select one)*:

- ☐ Brochure
☐ Postcard
☐ Textile Services Magazine
☐ TRSA Promotional Email
☐ Textile Services Weekly
☐ TRSA Website
☐ Colleague/Co-worker
☐ Manager/Supervisor
☐ Previous PMI Attendee
☐ Social Media: TRSA LinkedIn, Facebook, Twitter

Your Organization Level (select one)*:

- ☐ Chairman/CEO/Owner/President
☐ Vice President/COO/CFO
☐ Director
☐ Manager/Supervisor
☐ Professional/Staff

Your Job Function (select one)*:

- ☐ Customer Service
☐ Engineering
☐ Environmental
☐ Executive
☐ Finance
☐ General Managers
☐ Health and Safety
☐ Human Resources
☐ Info Systems Mngt./IT
☐ Legal
☐ Logistics and Transportation/Routes
☐ Marketing
☐ Production
☐ Purchasing
☐ Sales
☐ Training

(*required)

Program Cancellation Policy: Written cancellations received by July 22, 2018 will receive a full refund minus a 25% processing fee. Cancellations received after July 22, 2018 will not be refunded and cannot be credited to another TRSA program or event. Refunds will not be granted for no-shows. Cancellations will be processed after the event. Group discounts are voided if less than 3 individuals attend.

Registration

PMI Program Fees include lodging, all meals, breaks, closing reception and dinner, evening outing transportation online training (first-time attendee) or CPLM test (returnee). 10% discount for companies that register three or more attendees at the same time. Call 877.770.9274 for more details. All rooms are non-smoking.

	Early (by June 22)	Full Registration (After June 22)
TRSA Member	<input type="checkbox"/> \$3495	<input type="checkbox"/> \$3795
Non-Member Operator	<input type="checkbox"/> \$5595	<input type="checkbox"/> \$5895

Additional Evening Outings (no fee):

☐ Tuesday, August 7: D.C. at Night Tour ☐ Wednesday, August 8: Bowling & Billiards

Payment

Total \$ _____

☐ Check Enclosed

☐ Charge To: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Name on Card _____

Signature (must sign in order to charge credit card) _____

Card Number _____ Exp. Date _____ Security Code _____

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CPLM
CERTIFIED PROFESSIONAL
LAUNDRY MANAGER

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