

10% OFF
3 registrations



ROGER F. COCIVERA



PRODUCTION MANAGEMENT INSTITUTE



TRSA 30th Annual Production Management Institute (PMI)

August 11–15, 2019 • 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 the Executive Management Institute (EMI)

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



30th Annual Production Management Institute

August 11–15, 2019

College Park Marriott Hotel &
Conference Center, University of
Maryland

• PMI Production •

Who Should Attend

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

64

Net Promoter Score (NPS)
PMI Year I — 2018

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 enjoyed the class week and received concentrated information that can help me improve my plant, as well as contact information to those that can be used as a resource for the future.”

—Denny Harlan, Wildman Uniform and Linen



“PMI classes were exactly what I needed to get me started in the right direction; all were taught by industry leaders in a real-world manner.”

—Max Hersey, Superior Linen

Schedule for First-Time Attendees

Arrive Sunday, August 11 for classes, which begin early the following morning; the program ends on Thursday, August 15. Attendance is required at all classes.

Sunday, August 11	
4 pm	Registration Opens
5 pm – 7 pm	Dinner
Monday, August 12	
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 13	
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	MLB Outing: Nats vs. Reds at Nats Park

Wednesday, August 14	
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	National Harbor Outing
Thursday, August 15	
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
5 pm – 6 pm	Cocktail Reception
5:30 pm – 5:45 pm	Class Photo
6 pm	Closing Celebration Dinner
Friday, August 16	
7 am – 8 am	Breakfast
12 pm	Hotel Checkout

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



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: Ashley Harvey, aharvey@trsa.org
703.519.0029, ext. 103, 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 these unique outings to get to know your colleagues a little better!



TUESDAY, AUGUST 13: MLB GAME @ NATS PARK (NATS V REDS)

Limited to first 50 registrants

Enjoy a night at the ballgame! Nationals Park is a fan-friendly stadium with unique concessions and great views from every seat.



WEDNESDAY, AUGUST 14: NIGHT OUT AT THE NATIONAL HARBOR

The DC area’s unique waterfront entertainment, dining and shopping complex, overlooking the Potomac River. Pre-plan your night by reviewing the latest offerings at www.nationalharbor.com.

August 11–15, 2019 • 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) _____

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

Shirt Size: Small Medium Large XL 2XL 3XL

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.

1 – Production (attend PMI for first time in 2019) 2 – Management (returning to PMI in 2019)

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)

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 online at the same time. Call 877.770.9274 for more details. All rooms are non-smoking.

	Early (by June 28)	Full Registration (After June 28)
TRSA Member	<input type="checkbox"/> \$3495	<input type="checkbox"/> \$3795
Non-Member Operator	<input type="checkbox"/> \$5595	<input type="checkbox"/> \$5895
Alliance Partner	<input type="checkbox"/> \$4545	<input type="checkbox"/> \$4935

Additional Evening Outings (no fee):

- Tuesday, August 13: MLB Game @ Nats Park (Nats v Reds) - limited to first 50 registrants
- Wednesday, August 14: Night on the Town - National Harbor

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 _____

Program Cancellation Policy: Written cancellations received by July 27, 2019 will receive a full refund minus a 25% processing fee. Cancellations received after July 27, 2019 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.

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CPLM
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LAUNDRY MANAGER

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