

Your source for networking and knowledge

WSU Student Presentations

PDM on Tuesday, Feb. 13, 2018

WSU Rhatigan Student Center

Room 265 (Lucas Room)

1845 Fairmount

Wichita, KS 67260

Welcome/Pizza 5:30 PM

Presentations 6:00 PM

Adjourn 7:00 PM

Cost: No Charge

Pizza and Water Served for Free for

Registered Attendees!

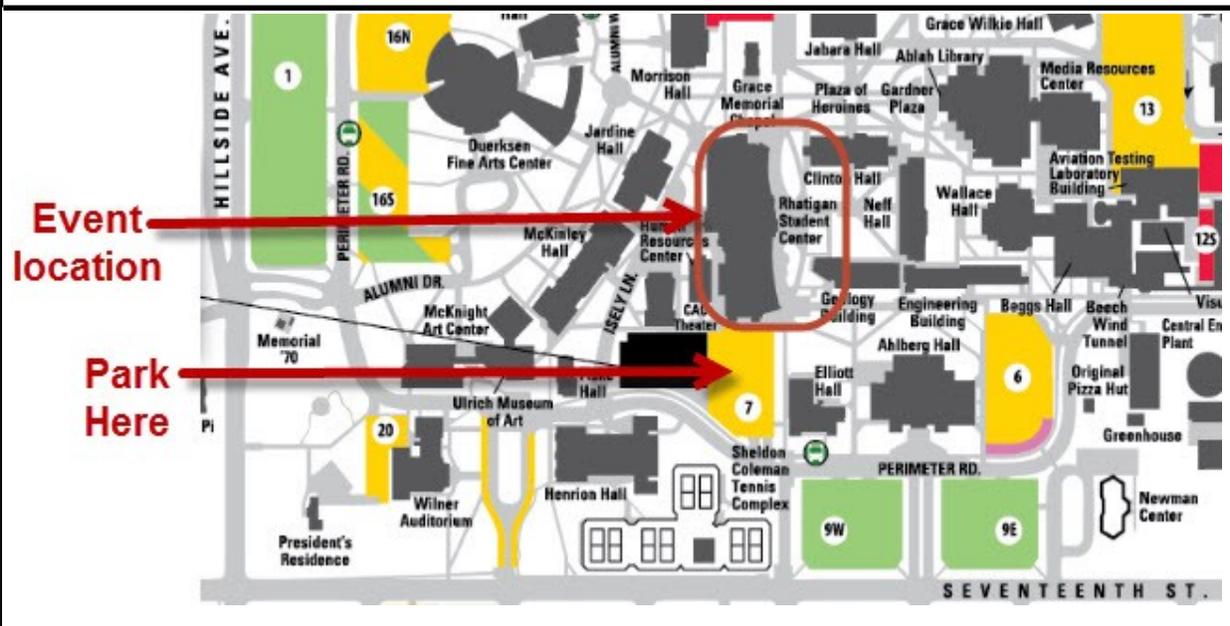
RSVP required no later than noon on
Monday, Feb. 12.

RSVP at apics-wichita.com, send us an
[email](mailto:rsvp@apics-wichita.com) at rsvp@apics-wichita.com, or call
(316) 636-8224 and leave a message.
When making your reservation please
provide name(s), contact phone, member,
guest, or current APICS student.

**NOTE: Parking is available in lot 7
immediately south of the Rhatigan
Student Center (see map below).**

**Looking for volunteers to
help with WSU Shocker
MINDSTORMS Event.**

Contact SLJ@airxcel.com
if interested.



APICS Wichita Chapter 71 February 2018 Newsletter



BEST
YEAR.
YET.

President's Message: Buy the Book, Drink the Kool-Aid



I know. If you are like me, buzzwords make you crazy and instantly put you in resistance mode. When I see myself resisting, I buy the book, talk to my network, and become one with Google. Resistance without education is simply being ignorant and will eventually lead to dissatisfaction and possibly even termination. Change is 100% guaranteed and in the words of the Borg, "Resistance is futile."

In January, APICS Wichita had the honor of hosting the joint ISM/APICS meeting with keynote speaker, Brent Edmiston, VP Operations, SCM, and Engineering at Excel Industries. He spoke about Leading Organizational Transformation within Integrated Supply Chain. From a tactical perspective, it just made sense. Tie the strategy to the Mission and Vision of the company. Get Buy-In from the team on the direction. Develop objectives that support the strategy. Hold people accountable to the objectives. Sounds easy, right? If it were that easy, every company, regardless of size, would have an integrated supply chain strategy in place.

From my personal experience in manufacturing and production companies, most businesses focus on the success of each functional area. If all pieces are successful independently, the company will be successful. It sounds reasonable and in most cases there is always some degree of success. But what about the gaps? What if you could be 25% more successful financially if you "plugged the leaks" in your strategy? One business saved more than \$30M over 1 year by simply focusing on the gap areas. They did this by introducing an S&OP process and committed to an integrated strategic approach to their business. They tied the business initiatives to the strategy and tracked progress on a monthly basis, driving significant results. Their business wasn't hurting before, but they realized they could do better by simply closing the gaps between the functions.

The need for an integrated supply chain strategy is stronger than ever. In a world filled with commodity products, the last remaining differentiator is how well you manage your supply chain: Supply Chain VS. Supply Chain. In the 2017 CAPS Research Supply Management Metrics Report for Industrial Manufacturing, Materials averaged 45% of sales with the max being close to 70%.

Knowing this, where should you focus your time? If you said Purchasing, you are wrong. Every functional area in the supply chain impacts material, not just the purchasing and sourcing departments.

For example, what happens when sales takes a "same day" order for your product but it takes at least 3 days in shipping transit time to get to the customer. What exactly does "same day" mean? For one manufacturing company, it meant they paid freight expedite every time they took a "same day" order. To put it simply, without the right infrastructure in place, decisions and lack of processes throughout the supply chain could drive late manufacturing, material shortages, poor inventory control and increased costs resulting in poor performance to customer expectations and possibly lost customers.

Brent spoke about linking every part of the organization together to drive the best business results. He discussed the elements of leading the change and shared examples of the success of Excel specifically. In establishing the strategy, the changes enabled the leadership team to grow the business from \$150M to \$400M in just a few years.

Still not convinced? Get educated. Buy the book. Google. Network. Develop your position / opinion and support it with data. Drink the Kool-Aid: Yours or someone else's.

Membership Information

Per the APICS Website, we have a total of 73 members and 27 Student Associates of Chapter 71. No new members this month. Remember that APICS membership is free for students!

**APICS Wichita Chapter 71
February 2018 Newsletter**



Programs Calendar 2017-2018

Date	Topic	Speaker
Tuesday, Feb. 13, 2018	WSU Student Presentations @ Rhatigan Student Center	Adam Lynch and Abdurrezzek Sener
Tuesday, Mar. 13, 2018	SOS: Supply Chain Challenges in 2018 and Beyond	John Niemann, Cargill

WSU Student Presentations



Adam Lynch presents "The Impact of Continuous Improvement Methods on a Firm's Competitive Priorities: A Customer Perspective in the Aerospace Industry"

ABSTRACT: The purpose of this research paper is to examine the actual and perceived results from the customer perspective on the Competitive Priorities of cost, quality, delivery, flexibility and innovation stemming from Continuous Improvement initiatives in small to medium-enterprises (SMEs) in the Aerospace Supply chain in the USA. Specially, data was collected via electronic survey of AS 9100 registered companies in which the companies are examining both themselves and the lower tier Nadcap Special Process Industry supplies, including Thermal Processing (aka Heat Treating), Metal Finishing (aka Chemical Processors) , and Surface Enhancement (aka Shot Peening).

BIO : Mr. Lynch has 25 year years of global manufacturing experience in world-class companies like The Carlyle Group, Teleflex (joint venture with General Electric), and TRW. He now serves as President of Premier Processing, LLC, an aerospace anodizing firm.



Abdurrezzek Sener presents "Role of Information Usage between Information Sharing and Operational Performance in Supply Chain of an Emerging Market: A Causal Data Mining Approach"

Abstract: This study utilizes both resource-based view and organizational learning theory and presents the need to distinguish information sharing from information usage. The mediating role of information usage in relationship between information sharing and operational efficiency and effectiveness is the focus of this study. We first present the Structural Equation Model (SEM) and test the hypotheses using empirical data obtained from food retailers in an emerging market. The analysis of results from structural equation modeling reveal that the separation of information sharing from information usage is valid and the mediating role of usage is significant in improving operational effectiveness and efficiency.

We further utilize a Bayesian neural networks-based causal analytic model, i.e. Universal Structure Modeling (USM) methodology to reveal non-trivial, implicit, previously unknown, and potentially useful relationships between the constructs.

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PRSR
etc

Name

Company

Zip



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