



Presidents' Letter

From Bill Spinelli, CPIM

Thank you to Pat Penfield for setting up this months' activities! This will be the 4th Annual Supply Chain Continuous Improvement Conference. Don't forget to take a look at the attachments for all the details – too much to print in the newsletter! We're looking forward to the tour at Raymond Parts Distribution this month and eager to see any changes they've undergone since our last tour with them.

If you're interested in advancing your career or simply improving your knowledge base, think about the new CLTD certification. A number of APICS members have already received theirs. It's a great opportunity to incorporate some logistics knowledge along with your APICS background. Have a great month and don't forget to set your clock ahead on March 12th!

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March PDM

Pat Penfield has been super busy setting up a tour as well as the Annual Supply Chain Continuous Improvement Conference. This months' tour will be held at Raymond Parts Distribution, 6650 Kirkville Rd, East Syracuse, NY 13057

When: **March 23, 2017**

Time: 6:00-7:30 pm

7:30-8:30 pm - Light Refreshments – TBD

Note: SU student bus will leave Whitman School of Management for the tour at 5:30 pm

4th Annual–Supply Chain Continuous Improvement Conference

“Achieving Supply Chain Excellence through
Continuous Improvement”

This conference is jointly hosted by Syracuse University, the University of South Carolina, and the Central New York APICS chapter.

Date: **March 24, 2017**

8:30-9:00 am – Registration at Whitman School of Management, 721 University Ave, Syracuse, NY 13244

9:00-12:00 pm – Presentations and workshops by leading scholars on continuous improvement research and seminars by expert managers

11:45-12:45 – Lunch

1:00 3:00 – Presentations and workshops





Central New York Chapter

Volume 8 Issue 6 March 2017

Conference Fee – APICS members attend for free but need to register with Lanette Button at lbutton916@gmail.com. All other conference attendees must pay \$99 per person and register at <https://www.eventbrite.com/e/fourth-annual-supply-chain-continuous-improvement-conference-tickets-31329609706>

For hotel reservations, presentation details and conference abstracts please see the attached announcement. Hope to see you there!

will receive a workbook and the cost will be \$599.00 (lunch is not provided). If you are interested in signing up for a class please reach out to Lanette Button at lbutton916@gmail.com. Detailed descriptions of each class can be found on APICS.org, - Certification – CPIM – APICS CPIM details – Explore The CPIM Modules. If you have any questions on the old/new CPIM exams please feel free to reach out to me at pcpenfield@syr.edu

Pat Penfield

Education

CPIM Reconfiguration and New Tests

The last day you can take an exam for the Basics of Supply Chain Management is 9/30/17. The last day you can take the Master Planning of Resources, Detailed Scheduling and Planning, Execution and Control of Operations and Strategic Management of Resources is 7/1/2018. The new 2 part exam will be offered starting 10/1/2017.

Below are the training classes for the rest of the year. We will start offering training for the new exams in October.

Execution & Control of Operations – March 17

Strategic Management of Resources – April 21

Basics of Supply Chain Mgmt – May 19

Master Planning of Resources – June 19

Detailed Scheduling & Planning – July 14

Execution & Control of Operations – August 11

Strategic Management of Resources – September 11

All classes will be ONE day in duration from 9 to 3pm and held at the Whitman School of Management, Syracuse University. Each participant

Supply Chain Management

This course will teach students about supply chain management systems from Performance Measurements to ERP. Students will also learn all of the various aspects of manufacturing planning control.

When: Friday, March 31, 8:30 am-4:30pm

Where: MACNY Headquarters

Register at: <http://www.macny.org/>

New Members

Brian Hoey	Xylem Inc
Mary VanNostrand	Xylem Inc
Kristin Bassett	Xylem Inc
William Postell	Xylem Inc
Sullivan DeRaddo	Xylem Inc

Welcome!!



4th Annual - Supply Chain Continuous Improvement Conference
“Achieving Supply Chain Excellence through Continuous Improvement”
Syracuse University & University of South Carolina & CNY APICS
March 23 & 24, 2017

The Supply Chain Continuous Improvement Conference provides a forum for managers and researchers to explore together the latest research and practice in continuous improvement applied by industry and academia. This conference is jointly hosted by Syracuse University, the University of South Carolina, and the Central New York APICS chapter.

Agenda:

March 23, 2017

6:00 – 7:30 pm – Raymond Parts Distribution Tour, 6650 Kirkville Road, East Syracuse, NY 13057

7:30 – 8:30 pm – Light Refreshments – TBD

March 24, 2017

8:30 – 9:00 am - Registration at Whitman School of Management, 721 University Avenue, Syracuse, NY 13244

9:00 – 12:00 pm – Presentations and workshops by leading scholars on continuous improvement research and seminars by expert managers including:

A Practical Methodology for the Late Binding of Multi-Echelon Inventory, Optimizing SKU Selection for Promotional Display Space at Grocery Retailers, Defining Safety Lead time for MRP Systems with Supply and Demand Variation, BorgWarner's continuous improvement system for high volume manufacturing, Microenterprises in the Global Supply Chain: An Exploratory Study, Flexible Staffing for In-store Fulfillment of Online Orders, Sourcing and Continuous Improvement and Reducing your Freight Costs.

11:45 – 12:45pm - Lunch

1:00 – 3:00 – Presentations and workshops continued

Conference Fee – APICS members attend for free but need to register with Lanette Button at lbutton916@gmail.com. All other conference attendees must pay \$99 per person (includes Thursday night’s refreshments, Friday morning break and Friday lunch) and register at <https://www.eventbrite.com/e/fourth-annual-supply-chain-continuous-improvement-conference-tickets-31329609706>

For Hotel Reservations: Sheraton Syracuse University Hotel & Conference Center, 801 University Ave, Syracuse, NY 13210 – Phone: (315) 475-3000

March 23rd Agenda

5:30pm – Bus leaving the Whitman School of Management – People can drive directly to Raymond Parts – 6650 Kirkville Road

6:00 – 7:30 pm – Raymond Parts Distribution Tour, 6650 Kirkville Road, East Syracuse, NY 13057

7:30 – 8:30 pm – Light Refreshments – TBD

March 24th Agenda

9:00 – 9:05	Welcome	Pat Penfield
9:05 – 9:35	A Practical Methodology for the Late Binding of Multi-Echelon Inventory	Jack Jensen
9:35 – 10:05	Shipping Costs Reduction Project	Aaron Cahill
10:05 – 10:15	Break	
10:15 – 10:45	Optimizing SKU Selection for Promotional Display Space at Grocery Retailers	Olga Perdikaki
10:45 – 11:15	Microenterprises in the Global Supply Chain: An Exploratory Study	Todd Moss
11:15 – 11:45	Defining Safety Lead time for MRP Systems with Supply and Demand Variation	Giuliano Marodin
11:45 – 12:45	Lunch	
12:45 – 1:15	Sourcing and Continuous Improvement	Karca Aral
1:15 – 1:45	BorgWarner's continuous Improvement system for high volume manufacturing	Andrew Lawler & Ken Degraff

1:45 – 2:00	Break	
2:00 – 2:30	Flexible Staffing for In-store Fulfillment of Online Orders	Fred Easton
2:30 – 3:00	Concluding Remarks	Pat Penfield

Conference Abstracts

Jack Jensen – University of South Carolina (john.jensen@moore.sc.edu)

Title: A Practical Methodology for the Late Binding of Multi-Echelon Inventory

Abstract

The benefits of holding inventory at plant warehouses until needed at a DC to satisfy customer demand is explored methodologically through the creation of a flexible multi-echelon periodic review inventory system. The model uses historical demand patterns to set target inventory levels and is flexible in that desired cycle service levels (CSL) can be manipulated to demonstrate the trade-off between inventory levels and customer order fill rates.

Giuliano Marodin – University of South Carolina (gmarodin@moore.sc.edu)

Title: Defining Safety Lead time for MRP Systems with Supply and Demand Variation

Abstract

It is imperative to any business to seek the reduction of inventory levels without compromising desirable service levels. When using MRP systems to manage inventory levels, safety lead-time can be used as a safety buffer to manage supply and demand variability. We used historical data from an Automaker company to understand the reasons for supply-driven variation of purchased components, and to develop a model to calculate safety lead time levels. The model considers both supply and demand variation.

Olga Perdikaki – University of South Carolina (Olga.Perdikaki@moore.sc.edu)

Title: Optimizing SKU Selection for Promotional Display Space at Grocery Retailers

Abstract

Promotional displays are a powerful tool to boost consumer engagement. In this joint work with Oracle Retail, we propose a multi-step methodology to identify a profit-maximizing selection of products for promotional display using grocery store sales transaction data. Our methodology results in a 5% to 23% improvement in profit when compared to an industry benchmark.

Karca Aral – Syracuse University (kdaralwa@syr.edu)

Title: Sourcing and Continuous Improvement

Abstract: Our organizations' success is directly linked to our suppliers as suppliers are fast becoming the main sources of innovation and procurement represents majority of operations cost. Formalizing and implementing mechanisms for continuous improvement in sourcing is therefore crucial for buyer firms to gain a competitive edge in today's global market space. In this talk, we will take a holistic approach to continuous improvement in sourcing that comprehends sourcing strategy and supplier base improvement.

Ken Degraff & Andrew Lawler & – Borg Warner (kcdegraf@syr.edu & alawlor@syr.edu)

Title: BorgWarner's continuous improvement system for high volume manufacturing

Abstract: In the automotive market consumers as well as customers demand lower cost products. To meet this need as Tier 1 supplier, BorgWarner has developed a successful continuous improvement strategy which leverages lean systems and employee engagement to achieve our goals. This presentation will examine our past practices and the evolution into today's highly successful workshop strategy.

Fred Easton – Syracuse University (ffeaston@syr.edu)

Title: Flexible Staffing for In-store Fulfillment of Online Orders

Abstract: A strategic decision facing traditional bricks and mortar retailers with online sales is how to fulfill their online orders. Many leading retailers use their stores as fulfillment centers, complicating store operations with new processes, new skill requirements, and new priorities for the added workload. Some stores utilize existing sales associates to fill online orders during slow periods, while others rely on dedicated staff for each operation. Determining the best staffing strategy is challenging, as few existing retail workforce management models are designed to support staffing and scheduling decisions in this complex new retail setting.

Todd Moss – Syracuse University (tmoss@syr.edu)

Title: Microenterprises in the Global Supply Chain: An Exploratory Study

Abstract: Microenterprises in the developing world are usually cast as individuals engaging in entrepreneurship out of necessity due to the lack of wage-based employment. However, recent technological advances now allow us to examine microenterprises with greater granularity. We explore microenterprises as players in the global supply chain in two ways. First, we study how international microenterprises vary country-to-country. Second, we explore how they differ compared to other microenterprises that are strictly domestic.