



# The Production Line

APICS REGION XIII CENTRAL INDIANA CHAPTER • VOLUME XXII • NUMBER 11 • MAY 2007

## MAY PROFESSIONAL DEVELOPMENT MEETING

### Improving Cost of Global Supply Chains

With increasing globalization over the past several years, many companies have allocated significant resources to the implementation of global supply chain management processes. In order to remain competitive, they now need to assess how productively these processes are being operated. The aim of this talk is to share some experiences at Lilly in which we have pursued productivity improvements in these global business processes, including what we're learning about:

- What do productivity improvements in supply chain processes really look like?
- Who are the customers of the processes and what do they need?
- How do we measure these processes?
- How do we measure the success of our improvement efforts?
- What should our approach be to ensuring continuous evaluation and improvement of our supply chain processes?

automotive supplier where he had responsibility for sales and was instrumental in starting up a new business unit.

Since joining Eli Lilly and Company in 1999, Kurt has held roles in manufacturing operations and supply chain management. From 1999 to 2000, he managed relationships with global third party manufacturers. He led a manufacturing operation in one plant and the closure of another facility from 2001 to 2002. In 2003, Kurt joined Lilly's Supply Chain Management organization where he led the execution of global supply chain processes for oncology products, including global sales & operations planning, inventory planning, risk management and product launches. He is currently the Lean Six Sigma Black Belt for the Manufacturing Strategy and Supply Chain organization and focuses on improving the productivity of global business processes.



*Kurt Peterson*

#### **Kurt F. Peterson**

#### **Lean Six Sigma Black Belt—Manufacturing Strategy & Supply Chain—Eli Lilly and Company**

Kurt Peterson received both a Bachelor's degree in Engineering and MBA from the University of Michigan. He began his career in 1993 as a manufacturing engineer for an advanced materials company in California,

where he led process improvement teams and developed processes to manufacture new products. He then joined an

#### **PDM MEETING INFORMATION**

<b>Date/Time</b>	<b>Thursday, May 10th, 2007</b> 5:30 pm Registration—Networking 6:15 pm Dinner 7:00 pm Presentation
<b>Location</b>	<b>Embassy Suites Hotel</b> (Indianapolis North) 3912 Vincennes Road, Indianapolis, IN 46268
<b>Pricing</b>	\$5 student Member \$10 student Non-member \$25 Member \$30 Non-member
<b>Registration</b>	Register online at <a href="http://www.apics-cind.org">www.apics-cind.org</a> . <b>Please register by Monday 05/07/2007.</b>



Central Indiana Chapter



## P R E S I D E N T ' S   C O R N E R

# Aiming Higher

BY DAVE HINKO, CHAPTER PRESIDENT

**I had a dream the other night that a team of people from our Chapter, Ivy Tech, the Indiana Economic Development Corporation (IEDC), and the Indiana Statehouse were standing on the top of a mountain looking out over the future as if it were the past.** We were remarking upon how many and varied the successes were that had arisen out of our partnership to provide APICS certification training throughout the state of Indiana.

We could see a displaced machinist, let's call him Carl Jones. Maybe Carl had a college degree or maybe he didn't. What Carl did have was a family and a need to better provide for them. Carl heard about the CPIM classes through Ivy Tech and seized the opportunity.

*Carl's new salary was \$42,000, but the best part of the story was that his family now had health care benefits. Seizing that opportunity changed the trajectory of Carl's own life and the lives of his family members.*

Within 12 months, Carl earned the certification and was recruited to work for a Fortune 500 company as a planner. Carl's new salary was \$42,000, but the best part of the story was that his family now had health care benefits. Seizing that opportunity changed the trajectory of Carl's own life and the lives of his family members.

We could see a company we'll call ACME, perhaps one of the many medical device companies in Warsaw,

Indiana. ACME had struggled with the high costs of their in-process inventories. ACME's management heard about custom CPIM classes through Ivy Tech and sent their material management team through the classes. ACME then implemented Just-In-Time, an industry best practices, reducing its in-process inventories by 30%. With the additional floor space and capital freed-up from inventories, ACME was able to buy some new equipment, expand its product line, and hire more people in the process.

We could see the Partridge Company, a small family business in Paoli, Indiana. Mr. Partridge, the business founder and owner, learned about the new CSCP through Ivy Tech. Mr. Partridge sent his son Junior, the company's sales manager, to the nearby campus to learn about customer relations management. Junior did some analysis using his new tools and discovered that 30% of Partridge's current business was actually losing the company money. With the money saved by re-negotiating those contracts, Partridge was able to expand the business and give Junior a well-earned bonus.

Best of all, we could see a network of professional connections and life-long friendships that developed as businesses of all sizes came together to become more efficient and more competitive. Our Chapter, Ivy Tech, the IEDC, and the Indiana Statehouse are working hard to make these visions a reality. We choose to do these things; to replace inventories with information, to optimize decision-making across all the links of our supply chains, to stretch our minds with new ideas, to stretch our enterprises with new processes, to stretch our workforce with new tools; not because they are easy, but because they are hard. John F. Kennedy was fond of saying that a rising tide lifts all boats. Get ready, Indiana, because the tide is coming in!

*Hoss*

APICS-CIND: [www.apics-cind.org](http://www.apics-cind.org) | APICS-FTW: [www.apics-fortwayne.org](http://www.apics-fortwayne.org)  
 APICS-MICH: [www.apics-michiana.org](http://www.apics-michiana.org) | IndyASQ: [www.indyasq.org](http://www.indyasq.org) | PMI: [www.pmicic.org](http://www.pmicic.org)

## Indiana Training At A Glance

Date	Title	Certification	Sponsor	Location
5/5	Fast-Track Execution & Control of Operations	CPIM	APICS-CIND	Indianapolis
5/17	Fast-Track Strategic Management of Resources	CPIM	APICS-FTW	Fort Wayne
5/19	Fast-Track Certified Supply Chain Professional	CSCP	APICS-CIND	Indianapolis
6/2	Fast-Track Strategic Management of Resources	CPIM	APICS-CIND	Indianapolis

## Professional Development Meetings & Seminars

Date	Title	Sponsor	Presenter
May 8	Future of Manufacturing in North America	APICS-MICH	John Layden
May 10	Professional Development Meeting	IndyASQ	
May 10	Improving Cost of Global Supply Chain	APICS-CIND	Kurt Peterson
May 10	Vera Bradley Plant Tour	APICS-FTW	
May 11&16	Toyota Plant Tour	APICS-CIND	
May 17	Mind Mapping	PMI	Rick Belengar
June 14	Professionalism in the Workplace	APICS-CIND	Eric Schaudt
June 21	Behaviors to Master When Dealing with Leaders	PMI	Neal Whitten
July 19	Bringing "Stake" to Stakeholders	PMI	Charlotte Franck

### The Central Indiana Chapter welcomes the following professional members:

- **New Professional Member**
  - Betelehem Hamde
  - Cynthia Jessup
  - Ken Jones
  - Sandra Jones
  - Jesse Martinez
  - Megan Mills
  - Edward Moore
  - Pravin Thakkar
- **New Student Associates:**
  - Monica Donahue
  - Fuping Chen
  - Daniel Schnur
  - Nicolaas Bressers
  - Jeffrey Schindler
  - Jason Bowman
  - Brody Norris
  - Brandon White
  - Michael Timmerman
- **New Corporate Membership**
  - Wabash National**
    - Brian Deno
    - Todd Gish
    - Curt Knotts
    - Randy Maffett
    - Ryan Snyder

**Ming Chan** – VP Membership

# Chapter Continuity

BY DAVE HINKO, CFPIM & CSCP

**The APICS Central Indiana Chapter has long been recognized by Society as one of the best run chapters in the country. A lot of work has gone on in the past to create efficient processes that have endured the test of time. An equal amount of work goes on today to keep the chapter vibrant and to offer further benefits to our members, to our profession, and to the state of Indiana.**

One of the most important processes we follow involves how we select and elect the next set of leaders for our chapter. Each year, the chapter elects an Executive Vice President among a slate of about 15 Directors as governed by our bylaws. It is the primary responsibility of the Executive Vice President to spend the year focusing on the future, developing a strategy to further the chapter, and finding talented volunteers to give advice and to help execute the strategy. With guidance from the current Board of Directors, the Executive Vice President proposes a slate of officers that is published in our monthly newsletter in April and May. During the May professional development meeting, the chapter members present elect the leaders for the coming Board Year (beginning in July and ending the following June).

At the May election, any professional APICS member of the chapter may choose to run independent of the slate for any office, however, it is almost always more efficient to work with the current Board of Directors to be included in the slate. Immediately following the May election, the then President-Elect holds a series of meetings to set the agenda and further build the team for the coming year. Our Chapter is in the process of revising our bylaws to move the election timing forward a month from May to April to better facilitate strategic planning.

Our chapter is very fortunate to have Jason Wheeler as our current Executive Vice President. Jason is part of the Rotational Development Program at Roche Diagnostics and currently works as the Supervisor of Physical Logistics. Jason holds his Certification in Production & Inventory Management and is also a Certified Supply Chain Professional. Last year, Jason was selected as Co-Board Member of the Year for our chapter. In addition, Jason recently completed the chapter requirements to instruct chapter review classes. Jason continues to serve on both the APICS Region XIII Staff and as one of the few two-year members of the Society-level Chapter Development Committee.

The Board of Directors of the APICS Central Indiana Chapter is pleased to present to you the slate of officers for 2007–2008:

Board Position	Officer
President	Jason Wheeler
Executive Vice President	Javier Rodriguez
Past President	David Hinko
VP Education	Rick Haynes
VP Programs	Deborah Applegate
VP Finance	Nassir Patel
VP Professional Associations	Jim Tilton
VP Publicity	Norman Poteat
VP Marketing	David Juskow
VP Quality	Jim Conner
VP Membership	Lisa Elick
VP Company Coordinators	Mollie Earnhart
VP Student Chapters & Career Development	Sheela Yadav
VP Administration	Kimber Rueff
VP Information Technology	Dan Speith
Director	Susan Gentry
Member-At-Large	Bryan Mitchell

# Corporate Member Benefits

BY DAVE HINKO, CFPIM & CSCP

During April, the Board of Directors of APICS, the Association for Operations Management, met and discussed changing the benefits of corporate membership. In the past, companies could pay for 5 memberships and get member discounts for all other employees as corporate associates. The downside of the old corporate membership program was that corporate associates did not receive any of the APICS communications from the Association, the Region, or the Chapter. During their meeting, the Board of Directors discussed extending an unlimited number of free one-year professional memberships for corporate members to use in place of the past corporate associate status. With this proposal, APICS would better communicate at all levels with the employees of corporate members. A committee led by Eric Schaudt, the Vice President of Chapter Development, was tasked with further studying this and other proposals and bringing a more detailed proposal

to the next meeting of the Board during the summer.

One of the benefits APICS-CIND offers is free posting of career opportunities on our web site ([www.apics-cind.org](http://www.apics-cind.org) and click on job bank). Our job bank has seen increased activity over the past twelve months, with companies of all sizes and corporate recruiters placing positions. If you have not been to our job bank in a while, you might be surprised by the number and caliber of opportunities posted.

In addition to the past benefits of corporate membership, the Central Indiana Chapter is pleased to offer an additional benefit. As many of you know, APICS-CIND supports student chapters at Purdue University, Indiana State University, Ball State University, and the University of Indianapolis. We have collected resumes of students from those universities and are forwarding them by compact disc to each of our corporate members. Sheela Yadav, our

## Professionals Teaching Professionals

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Vice President of Career Development, came up with the idea. We have shared the idea with APICS Headquarters and they are excited about rolling out this program for all corporate members and all student chapters during the next twelve months. Given the shortage of operations and supply chain professionals and managers, student chapters offer an important recruiting channel.

The annual cost of corporate membership is only \$825. For more information about the benefits of corporate membership or to become a corporate member, please contact any member of Central Indiana's Board of Directors.

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The Production Line is published monthly by the Central Indiana 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 welcomed and encouraged.

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**APICS**  
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