

About our Chapter

The APICS Triangle Chapter provides lifelong development of knowledge and skills in supply chain operations management serving the Greater Raleigh-Durham-Chapel Hills and the Central North Carolina region.

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President's Corner

Bob Myers, CPIM

To start out the newsletter, I want to thank the Board and our volunteers for a great first half of the year. Your efforts have allowed the Chapter to provide a host of educational and networking events to the Raleigh-Durham and Central North Carolina region. We are proud to have presented our first seminar in years. Bob Stahl, a world renowned expert in Sales and Operations Planning "S&OP", conducted a one-day seminar in January to rave reviews. We are also excited to offer a breakfast and tour event at the NC State Textile Manufacturing Facility on April 8th.

Student involvement and participation has become one of our strategic priorities over the last several months, as we cannot grow the Chapter without a strong backbone of oncoming membership. I am proud to communicate that our student membership has grown to over 100 members with strong support from NC State, Duke University and UNC Chapel Hill. Moreover, Student Presidents now attend our monthly board meetings and hold positions on our Chapter Board. We also have set the agenda for our first formal student case competition and are expecting participation from locally-enrolled students. The case competition will take place in March, and students will have the opportunity to present at our April Professional Development Dinner Meeting (PDM). The winners of the competition will have the opportunity to earn a trip to the 2016 APICS conference in Washington, D.C. I wanted to thank all our members, but especially to Corey Haynes, Sarah Goodwin and Erica Walsh for all their efforts to attract a new generation of members and future leaders who will continue to build the vibrancy of our Chapter.

We also have spent considerable time updating our Chapter's By-Laws, which were ratified at our last membership vote and will serve as the operating guideline for our Chapter.

Indeed, it has been a great first half of the year. Membership has increased, our financial state is stable, and we have ramped up our marketing efforts to continue to promote the Chapter's activities. Educational programs have also been outstanding. I encourage you to check out our Website for upcoming certification classes and our increasingly popular Professional Development "PDM" dinner meetings. Our APICS certification programs, which serve as the educational core of our organization, will allow you to stand out in a volatile employment environment.

Upcoming Events:

All locations in Raleigh, NC Metro Area

Professional Development "PDM" Dinner Meetings (from 6pm to 8pm)

PDM Dinner **March 15**

"Principles of SCOR & Top Mgmt Night"

PDM Dinner **April 5**

"Student Chapter Case Competition and Education Night"

PDM Dinner **May 17**

"Supply Chain Best Practices for Global Brand Expansion"

Tours

Textile Manufacturing **April 8**

8am – 1030am

Breakfast and Tour at NC State Textile Manufacturing Facility

Certification Education:

CPIM **March 3 – April 21**

Thursday evenings (6 to 9pm)

Master Planning of Resources (MPR)

CPIM **April 23 – June 4**

Saturdays (9am to 3pm)

"Basics of Supply Chain Mgmt Review Course (BSCM)"

CSCP **April 7 – August 18**

Thursday evenings (6 to 9pm)

"CSCP Professional Review Course"

President's Corner - continued -

As a final note, we have announced our nominating committee for next year's Board. Please check out our Website and contact Jeff McDaniels to volunteer. Our Chapter will become stronger as we grow the number of volunteers. If you have any questions, please contact any of our board members, who are listed on the organization's Website at www.apics-triangle.org.

New Logistics Certification (CLTD) Program coming in 2016



APICS announced in the last quarter of 2015 the development of a new certification program in Logistics, Transportation and Distribution (CLTD) designation. This new program is a result of last year's merger with the American Society of Transportation and Logistics (AST&L), giving APICS an opportunity to provide

members and customers with more comprehensive content. The certification is intended to provide members with body of knowledge, best practices, technology know-how and standards for those in logistics, transportation and distribution industries. The program is expected to be launched this year in the form of self-study and instructor-led learning options and a single exam.

Primary Areas of Focus

Members who complete the program will be able to demonstrate knowledge of the following areas:

- Logistics and Supply Chain Overview
- Capacity Planning and Demand Management
- Order Management
- Inventory and Warehouse Management
- Transportation Management
 - Including modes, routing, carrier selection
- Global Logistics Consideration
 - Including regulatory framework, currency, tax
- Logistics Network Design
- Reverse Logistics and Sustainability

The Triangle Chapter will continue to provide updates on the roll-out of this program. In the meantime, please visit the APICS Website to learn more about the program at www.apics.org.

Annual Election of Officers - Your Opportunity to Make a Difference



Robert M. Hurley, CSCP

Have you ever wondered whether you, or one of your colleagues, might have the opportunity to be elected as an Officer or appointed as a Director of the Triangle Chapter? You might have noticed that, at one meeting each spring, you are asked to vote for a new Board of Directors. How did we get to the election? We want you to know how our Chapter functions and to be as involved as you want.

The Officer Election Process

Nominees for Chapter Officer are made by a Nominating Committee of four current and active APICS Chapter Members. This Committee, which was appointed by the Board in February, is tasked with seeking Chapter Members who are interested in serving and willing to make the time commitment necessary to support our Chapter.

The Committee may find you, or you may go to the Committee. If you would like to be considered, please submit your self-nomination by March 20th to Jeff McDaniels at Jeffrey@scmtrainer.com

The Committee will meet with every interested candidate and discuss the responsibilities of that position. This slate of candidates will be announced in the April Business Meeting at the PDM. The Nomination committee will also solicit self-nominations from those who wish to contest the election for any position.

Elections will be held during the May Business Meeting by vote of all Active Members present. Then it's time to get to work, because the new Officers' first meeting is in June!

What About Directors?

Directors are appointed by the Officers with whom they work. There are multiple Director positions, including the people you see working at the PDMs and Plant Tours. There are also behind-the-scenes Director positions in which Members do a lot of work to support our Chapter

Any Other Opportunity?

YES! We are always in need of Volunteers. A Volunteer can be a valuable contributor, especially if you have time to do only one or two activities. It also gives you the opportunity to work more closely with the leadership team and determine if you'd like to contribute in another position.

Professional Development Dinner Meetings "PDMs"

Alan Pendleton, CSCP

The mission of the APICS Triangle Chapter is to help local supply chain professionals enhance their abilities and accelerate their careers. At the heart of this mission is a vibrant community that brings together supply chain professionals from numerous industries and at various stages in their careers to share experiences, discuss and promote the value of our field, and stay abreast of the latest thinking. We are privileged

to live and work in an area that boasts such a community. With a membership roster pushing 500 strong and representing nearly 150 organizations, the Triangle is among the top ten APICS chapters in the United States. One of our aspirations for this year has been to host monthly Professional Development Meetings (PDMs) that are worthy this distinction. As we approach the last quarter of our fiscal year, let's pause to reflect.

So far this fiscal year, which began in July 2015, we have held six PDMs and one site tour. Topics have included manufacturing strategies,

Professional Development - continued -

procurement transformation, emerging technologies, supplier co-development, and careers in supply chain. Speakers have hailed from the C-Suite of their organizations, from functional leadership, and from academia, providing event attendees with diverse perspectives from the board room to university halls. Along with traditional PDMs, we have held a joint event with other professional associations (ISM and CSCMP), a tour of technology capabilities at NC State University, and an event hosted by the chapter Board of Directors focusing on The Year Ahead. These events, which generally include dinner for participants, have also become the leading networking events in the Raleigh-Durham area for the supply chain and operations management fields.

As a member-led association with a Board of Directors comprised entirely of volunteers, we are here to serve you. Consequently, it gives us great pleasure to report that total attendance has increased by nearly 30% versus the same period last year, and surveys have recorded an average Net Promoter Score of 9.19 (out of 10), indicating a high willingness to refer others to a Triangle APICS event.

For those who have attended a PDM this year, thank you for helping to keep our supply chain community vital. Your participation is how we keep the chapter smart, current, and connected. If you have not been able to join us, we encourage you to take a look at the exciting schedule of upcoming events that we have in store for you.

Upcoming Professional Development Events

Event	Date	Time	Featured Speaker	Event Description
PDM Dinner	March 15, 2016	6pm - 8pm	Jeffrey McDaniels	Principles of SCOR and "Top Management" Night
PDM Dinner	April 5, 2016	6pm - 8pm	APICS-Triangle Board	Student Case Competition and Education Night
Tour	April 8, 2016	8am - 1030am	Dr. George Hodge	Breakfast and Tour of NC State Textile Manufacturing Facility
PDM Dinner	May 17, 2016	6pm - 8pm	Susan Evans	"A Primer on Supply Chain Best Practices for Global Brand Expansion"
PDM Dinner	June 14, 2016	6pm - 8pm	APICS-Triangle Board	Year in Review of APICS Triangle Chapter

Are You Ready?

Suren Palakkal, CPIM, CSCP

With rapid strides in harnessing technology as a key enabler in supply chains and with speed and operational efficiency being the hallmarks of most innovative and competitive supply chains, Supply chain organizational leaders are grappling with the situation of getting their supply chain managers equipped with the right skills and expertise for operational success. Against that backdrop is the painful fact brought out in several research reports that only a small portion of available talent has the tactical, strategic and technical expertise needed to function in a knowledge-based global economy. With most organizations having global supply chains, it is often the case that the same

supplier supplies to many customers who compete globally. Innovative design and speed and agility will alone make an organization's supply chain be the leader. To make complex, but efficient supply chains operate, a multitude of skills and competencies are called for from supply chain managers. Traditional silo skill sets with deep expertise in one function have proven not to be effective any longer. Today's complex supply chains with huge risk exposure call for supply chain managers to have not only the necessary depth of expertise in their chosen line but also the breadth across all cross-functional areas needed to make the end-to-end supply chain a well-lubricated and efficient machine. Skills essential for such competitive success reflect both hard and soft skills. Deeper cross-functional business, product and supply chain

Are You Ready? - continued -

knowledge that spans across functions and geographies is considered an essential skill set. Ability to leverage appropriate technology and tools for the problem at hand together with a knowledge of cross-functional areas and cross-organizational team leadership nurtured in a collaborative business culture is just the right recipe for success in this economy. Realizing the importance of resource skill set necessary for organizational supply chains to be successful, APICS, the premier professional association for supply chain and operations management, has come up with the Supply Chain Manager Competency Model framework. The model is organized into tiers of competencies and includes descriptions of the activities and behaviors associated with each competency. While all the above competencies need careful planning in terms of hiring and continuous improvement of supply chain personnel, organizational leadership is often confronted with difficulty in choosing the right education and training from a plethora of offerings.

Tailoring a particular offering to meet the needs of the business has always been a challenge. Even though executive education, cross-functional mentoring and knowledge-sharing could help, a carefully planned formal training approach with mandatory supply chain certification from organizations like APICS could help immensely in bridging this gap.

Are you ready to take that next step?

If you are an employer, think about how APICS certifications can help you create a more efficient, more successful business. If you are a supply chain or operations management employee, reflect on how earning your APICS certification can demonstrate your knowledge and commitment. Visit <http://www.apics.org/careers-education-professional-development/certification> to find out more.

Suren Palakkal currently serves as Executive Vice President of the APICS Triangle Chapter. He holds both CPIM and CSCP certifications. In addition, he is an APICS recognized Master Instructor on CPIM and an APICS recognized Associate Instructor on CSCP.

Duke Student Chapter Hosts Panel and Network Event

The APICS Duke Student Chapter invited the APICS Triangle Chapter to

participate in a panel and networking session at Duke's Fuqua School of Business on February 24th. Panelists from Republic Wireless, Carolinas Healthcare System and Coty, Inc. shared their experiences and insights of the supply

chain, operations and lean functions to their organizations and industries. The panel session was followed by a networking event.



Student Case Competitions

If you are a student and looking for a challenge with exciting rewards, there are two student case competitions taking place in March and April.

Triangle Chapter Student Case Competition

Yes, the APICS Triangle Chapter is hosting a Student Case Competition! Students from local universities are invited to compete in teams of three students (undergrad, graduate, or mixed). Participants will be presented details of the case on March 21st and are to submit a 3 page, single-spaced report by March 25th. The top 5 teams will be announced on March 31st and will each present a ten minute PowerPoint presentation at the April 5th Professional Development "PDM" Meeting. The first place team will then be announced and will win a trip to the 2016 International APICS Conference in Washington, DC or \$500 scholarship per student. Cost to participate is free!

Registration: Deadline to register is March 15th and is subject to change. For questions, please contact Corey Haynes (membership@apics-triangle.org).

"Fresh Connections" Student Competition

In addition to the Triangle Chapter's competition, the APICS Southeast District invites teams of four college students (juniors preferred) to compete in Fresh Connections.

This web-based simulation involves three rounds:

- Practice week of March 28
- 1st round week of April 4
- 2nd round week of April 11

Results will be provided at the end of each week so teams can evaluate performance. The winning team will represent the Southeast District and compete against APICS students from around the world at the 2016 International APICS Conference in Washington, D.C. Cost to participate is free!

Registration: Deadline to register is March 15th. For questions, please contact Corey Haynes at membership@apics-triangle.org or Steven Rudnicki SEDMSteve@gmail.com.

While both competitions offer a trip to the 2016 International APICS Conference in Washington, D.C., there are a few key differences. The winners of the Triangle Chapter competition will not be competing in the global student competition at Conference, but do have the option of selecting the \$500 scholarship instead of conference attendance. The Triangle Chapter competition is also open to all college levels, freshman to Masters students. The District asks that Fresh Connections students be current college juniors, or those that will not graduate before Conference

The International Conference will be held between September 25-27, 2016, in Washington, DC, and is expected to be attended by more than 2,000 operations and supply chain professionals from around the world. Past conferences featured well-known and respected industry leaders and educational programs covering a broad spectrum of supply chain topics. This is a non-stop networking opportunity with optional facility tours. For details regarding the conference, please visit <http://www.apics.org/annual-conference>.