



# The Production Line

APICS GREAT LAKES DISTRICT CENTRAL INDIANA CHAPTER • VOLUME XXVII • NUMBER 12 • October 2012

OCTOBER PROFESSIONAL DEVELOPMENT MEETING

## RISK MANAGEMENT: Securing the Distribution Channel

On the dark and stormy night in March 2010, thieves penetrated an Eli Lilly and Co distribution center in Enfield, CT. The thieves made off with approximately \$75 million of Eli Lilly and Company pharmaceutical products. The investigation of this robbery and Lilly's ongoing efforts related to product protection, anti-counterfeiting, and supply chain security provide the basis for a very insightful real-world case study.

### About the Speaker:

*Mark Seitz (Global Supply Chain/Logistics Advisor) supports Lilly's site and regional distribution operations and directly contributes to a variety of strategic logistics projects.*

*He has an MBA in Supply Chain Management from Michigan State University and has been an APICS member for over 25 years.*

*Mark is a member of Lilly's Global Logistics Lead Team, and Anti-*

*Counterfeiting Lead Team. He works closely with members of the company's Trade Relations and Government Affairs organizations in distribution related issues such as product serialization, importation, and emerging national and state product track-and-trace laws.*

*He actively participates on a number of PhRMA (Pharmaceutical Research and Manufacturing Association) and HDMA (Healthcare Distribution Management Association) trade association committees and is a long time instructor of APICS Supply Chain certification courses. Mark also serves on the editorial board for Pharmaceutical Commerce magazine.*

### PDM MEETING INFORMATION

Date/Time	Thursday, October 11th, 2012
5:30 pm	Registration—Networking; 6:15 pm Dinner Served
7:00 pm	Dinner & Speaker (cash bar and complimentary coffee will be available)
Location	The Mansion at Oak Hill 5801 East 116th Street, Carmel, IN 46033
Pricing	\$30 Members; \$40 Non-members; \$20 Students
Registration	Register online at <a href="http://www.apics-cind.org">www.apics-cind.org</a>

We will also be holding roundtable discussions on various Risk Management topics, and giving away a networking prize. We look forward to seeing you there!



**SIGN-UP NOW**

[http://www.apics-cind.org/events/100\\_538001.aspx?PROG=PDMG](http://www.apics-cind.org/events/100_538001.aspx?PROG=PDMG)



## **November 9th - Sales & Operations Planning Seminar**

**Seminar led by:** Michael D. Ford, CFPIM, CSCP, CQA, CRE, CQE

Ford combines his technical expertise with personal skills to develop a unique "outside the box" approach to life's challenges. He offers training that is "edu-taining"!

**Location Sponsor:** [Flexware Innovation](#)

Sales and Operations Planning (S&OP) is the driving force for establishing valid production plans, meaningful forecasts, appropriate inventory levels and adequate resource requirements. It is the most vital level of planning for any business operation because it affirms forecasts and authorizes plans to satisfy strategic directives, manage demand, spend large amounts of working capital, improve resource management, and maximize customer satisfaction.

This workshop will provide attendees with the practical knowledge they need to keep their businesses on track, or get them back on track! Participants will learn to manage forecasts, constraints, inventory and other resources to ensure that SUPPLY matches DEMAND. Registration is now open!

Whether your environment is manufacturing, distribution, retail, service, or nonprofit-and no matter what the size of your organization is--this hands-on S&OP Workshop is your necessary ingredient to survival and profitability.

After directly participating during this workshop, attendees will be able to:

- CREATE a suitable forecast for demand management
- DEVELOP a Sales and Operations plan
- VALIDATE the S&OP through resource planning
- DISAGGREGATE the S&OP into the master schedule
- ESTABLISH relevant performance measurements
- INITIATE appropriate corrective actions

A solutions tutorial will include the templates used in this workshop in MS Excel, with practical examples of the following exercises:

- Quantitative forecasting techniques
- Measurement of forecast error
- Heuristic problem solving
- Bill of Resources to manage capacity
- Optimization of the S&OP
- Disaggregating the S&OP into master scheduling

### **Event Details**

#### **Date and Time:**

Friday, November 9<sup>th</sup>, 2012

8:00am – 4:30pm

*Breakfast, lunch, snacks, beverages provided*

#### **Location:**

Flexware Innovation

9128 Technology Ln

The Bunker Training Room

Fishers, IN 46038

#### **Fees:**

\$295 Members

\$350 Non-members

[Sign-up Today!](#)

#### About the instructor:

*Michael D Ford is Principal of TQM Works Consulting, based in upstate NY. He provides innovative solutions based on 27 years of experience in retail, distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He has presented at over 250 industry events to local, regional and international audiences across the US, Canada, Nigeria and S. Africa.*

*Ford is the author of the following works: APICS "Distribution Inventory Management" workshop; Accenture's "MFG 862: Scheduling Production, Projects and Operations" online course; APICS "Beyond the Basics of MRP" Webinar; many newsletter articles; a variety of white papers for conferences he has presented at; and a half dozen "Lessons Learned" features in the APICS magazine.*

*Ford combines his technical expertise with personal skills to develop a unique "outside the box" approach to life's challenges. He offers training that is "edu-taining"!*



## PRESIDENT'S CORNER

BY Jim Conner, CHAPTER PRESIDENT

# SUPPLY CHAIN MANAGEMENT: A CAREER CHOICE FOR YOU AND YOUR KIDS

My son Drew, a junior in high school, receives lots of mail from colleges and universities asking him to consider their school for his higher education. Many of them offer degrees in Supply Chain Management or Logistics among their numerous degree choices. When I was a junior in high school (and according to my son, rode my dinosaur to school), no one had heard of a Supply Chain Management degree, and only a few colleges offered degrees in Logistics or a related field.

At least annually, Conexus has spoken about the need for Supply Chain and Logistics degrees and programs at the high school and college level at our APICS Central Indiana Professional Development Meetings (PDMs). We've heard that for Indiana to be competitive in the area of Advanced Manufacturing, we need qualified candidates in Supply Chain. We've also been told how the many jobs in our state are still available due to the lack of qualified candidates. Your APICS Central Indiana Chapter offers many activities to help resolve these education gaps.

Members of the chapter have worked with Conexus to develop the "Conexus Hire Technology Curriculum" for use in high schools. The "Curriculum for Operations - Semester One" has been implemented in four Indiana regional high schools in Gary, Fort Wayne, Evansville, and Indianapolis (Ben Davis High School). Semester two is being reviewed and developed while you are reading this article. The students will be awarded a certificate that

is the first of its kind since it will have both APICS and Conexus on it.

Once a high school student becomes interested in Supply Chain, upon graduation, two-year degrees are available through Ivy Tech and Harrison Colleges. Your chapter continues to work with Ivy Tech to offer the Certification in Production and Inventory Management (CPIM) and we are planning to expand our course offerings with Harrison College. The chapter also offers Certification in Production and Inventory Control and Certified Supply Chain Professional (CSCP) courses twice a year. Our chapter is working closely with the following universities: Indiana State, Ball State, Indiana at IUPUI, and Purdue in West Lafayette. College students have attended and presented at our PDMs, and have competed quite successfully at local and regional case competitions. Additionally, our chapter sponsors student members to attend the APICS International Conference.

Supply Chain Management training and continuing education can be a life-long journey. Whether you are currently a high school student or a professional who hasn't attended a formal classroom session for quite some time, our chapter has ongoing opportunities for all. Please contact us if you have any questions about or interests in additional training sessions.

Jim Conner, CPIM  
[president@apics-cind.org](mailto:president@apics-cind.org)

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

Vishnu Dwadasi  
Gerry Stillions  
Danielle Carpenter  
Robert Simmons

Diana Sanchez-Ramirez  
Lynn Zimmerman  
Tracy Brown  
Adam Dollarhide

Brian Madore  
Emily Bielefeld  
James Skulski  
Dae Ho Kim

Melissa Amberger  
Justin Hendricks  
Michael Jones

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Tammy Lantz, CPIM - VP Membership

## 2012-2013 Education Opportunities – CPIM

Members: \$500  
Non-Members: \$550  
Late Fee: \$100

Date	Description	Location
Oct 13, Sat 8a	<b>Master Planning of Resources</b> Fast Track Meets 10/13 and 10/20; Registration Deadline: 10/3/2012	University of Indianapolis
Nov 10, Sat 8a	<b>Detail Scheduling and Planning</b> Fast Track Meets 11/10 and 11/17; Registration Deadline: 11/1/2012	University of Indianapolis
Dec 8, Sat 8a	<b>Execution and Control of Operations</b> Fast Track Meets 12/8 and 12/15; Registration Deadline: 11/29/2012	University of Indianapolis
Jan 5, Sat 8a	<b>Strategic Management of Resources</b> Fast Track Meets 1/5 and 1/12; Registration Deadline: 12/27/2012	University of Indianapolis

[http://www.apics-cind.org/education/apics\\_educ\\_signup.aspx?PROG=CPIM](http://www.apics-cind.org/education/apics_educ_signup.aspx?PROG=CPIM)

## 2012-2013 Education Opportunities – CSCP

Members: \$1,250  
Non-Members: \$1,500  
Late Fee: \$100

Date	Description	Location
Nov 3, Sat 8a	<b>CSCP Review Class</b> Meets 11/3, 11/10 and 11/17; Registration Deadline 10/4 /2012 <b>Late Fees Apply!</b>	University of Indianapolis
Mar 9, Sat 8a	<b>CSCP Review Class</b> Meets 3/9, 3/16, 3/23; Registration Deadline 2/7/2013	University of Indianapolis

[http://www.apics-cind.org/education/apics\\_educ\\_signup.aspx?PROG=CSCP](http://www.apics-cind.org/education/apics_educ_signup.aspx?PROG=CSCP)

## 2012 Professional Development Meetings

Date	Title	Presenter/ Sponsor	Location
October 11, 2012	Facing Challenges in Supply Chain Risk Management	Mark Seitz, CPIM	Mansion at Oak Hill
November 8, 2012	Workshop: From Job Shop to Lean Flow	Michael Ford	Mansion at Oak Hill
December 13, 2012	Annual Joint Meeting with IAPS	Gerry Dick	Mansion at Oak Hill

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)  
APICS-GREAT LAKES: [www.apicsgreatlakes.org](http://www.apicsgreatlakes.org)  
IndyASQ: [www.indyasq.org](http://www.indyasq.org)  
PMI: [www.pmicic.org](http://www.pmicic.org)

**ADMISSION:** Members: \$30.00  
Non-Members: \$40.00  
Students: \$20.00

**SIGN-UP:** 5:30 p.m.

### 10th Annual Indiana Logistics Summit

Top national experts in transportation, distribution and logistics will descend upon the Indiana Convention Center on Oct. 17 for the 2012 Indiana Logistics Summit. The 10th annual conference will feature presentations by industry experts, extensive networking opportunities and booth displays.

[Click here for more information.](#)



YOUR MIDWEST CONNECTION TO THE WORLD



## Upcoming Events:

### **Facing Challenges in Supply Chain Risk Management** (OCTOBER 11, 2012) — Location: Mansion at Oak Hill in Carmel

Time: 5:30 pm

[http://www.apics-cind.org/events/100\\_538001.aspx?PROG=PDMG](http://www.apics-cind.org/events/100_538001.aspx?PROG=PDMG)

### **APICS International Conference & Expo** (OCTOBER 14-16, 2012) — Location: Denver, CO

Elevate supply chain performance: Value creation through market alignment and integration.

<http://www.apics.org/careers-education-professional-development/events/conferences/2011/11/04/2012-apics-international-conference-expo>

### **October Board Meeting**

(OCTOBER 24, 2012) — Location: APICS Training Office

Time: 6:00 pm

[http://www.apics-cind.org/events/100\\_538001.aspx?PROG=BORD](http://www.apics-cind.org/events/100_538001.aspx?PROG=BORD)



## Check out the APICS Central Indiana Job Board

10 Current jobs posted!

<http://www.apics-cind.org/jobs/jobboard.asp>

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## BOARD OF DIRECTORS CONTACT INFORMATION:

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## Professionals Teaching Professionals

The School of Business offers master's, bachelor's, and associate's degree programs.

(317) 788-3378  
<http://business.indy.edu>

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INDIANAPOLIS.

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.

Editor: **Sam Kingdon**, VP Publicity — [publicity@apics-cind.org](mailto:publicity@apics-cind.org)



**APICS**  
The Association for  
Operations Management  
Central Indiana Chapter