

**Session Abstracts – by Speaker Alphabetically****Brannon, Ronnie**

Session Working Title: Thursday January 23, 9:45am to 11:00am

**Never too Late to Educate in Logistics & Supply Chain**

The global supply chain is a \$26 trillion per year industry and it's only getting more complicated. The Baby Boomer generation makes up the second largest generation of 72.56 million individuals. Another report by research firm, Supply Chain Insights states that, "25 to 33% of the [supply chain] workforce already is at or past retirement age." (Cecere, 2017) As Baby Boomers are entering retirement, Millennials – defined as those born between 1980 and 1996 – are now the largest segment of the workforce at 38 percent. (Gallup, 2016) Who is choosing to work in logistics? Supply & Demand Chain Executive noted that between 2010 and 2020, the number of available jobs in supply chain will grow by 26 percent. (Clark, 2018) Yet the availability of labor and expertise in this segment is decreasing. What can we do to address this issue?

**Canitz, Henry (Hank)**

Session Working Title: Keynote (breakfast), Friday January 24, 8:15am to 9:45am

**Supply Chain Transformation – I Feel the Need, the Need for Speed**

"Time Compression" is the biggest challenge facing businesses today and your supply chain will need to transform to support increased business speeds. This session will focus on how companies can increase speed—effectively, economically, sustainably—through advanced supply chain capabilities that unlock significant value and create a competitive advantage.

**Learning Objectives:**

- Understand why time compression is critical to business success
- Learn the keys to transforming your supply chain for increased speed
- Transformation case studies of actions taken and value gained



2019 6Packed Supply Chain Conference  
San Antonio, TX  
23 and 24 January 2020

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**Canitz, Henry (Hank)**

Session Working Title: Thursday January 23, 3:45pm to 5:00pm

**Winning with a Recession-Proof Digital Supply Chain**

Economic crashes occur on average every 9 years. The last recession took place 10 years so the next one is already overdue. Managing during lean times is a distant memory for most supply chain practitioners. Did your company learn from the 2008 recession and is your supply chain ready for the next downturn? This session will explore the keys to effectively managing the supply chain during lean times and what can be done today to make your supply chain recession-proof.

Learning Objectives:

- Understand the key differences of operating during growth and recessionary economies
- Learn the keys to recession-proofing your supply chain
- Transformation case studies of actions taken and value gained

**Carr, Ron**

Session Working Title: Thursday January 23, 9:45am to 11:00am

**Optical Industry Supply Chain**

A snowflake; no two are exactly alike. Now, imagine no two humans have vision exactly alike. Since vision is the most important of the five senses, it's critical that each Make To Order (MTO) job for eyewear received is sourced, made, and delivered with the highest quality and efficiency.

More than 12,000 MTO jobs daily, four million jobs annually across two manufacturing and distribution facilities. Adhering to the APICS Supply Chain Operations Reference (SCOR) Model, Visionworks sources frames, lens, and cases from manufacturers in more than five countries on three continents, manufactures complete eyewear in Texas and delivers to 700 stores nationwide on a daily basis. How to optimize the Optical Supply Chain to provide best value to our patients is key. Be Simple. Be Human. Be Bold.

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**Frindell, Wayne**

Session Working Title: Thursday January 23, 11:15am to 12:30pm

**Procurement Metrics**

*Key performance indicators* (KPIs) help your organization track what's important. They are the non-financial measures of a company's performance - they do not have a monetary value but they do contribute to the company's profitability. They can be qualitative or quantitative but not open for interpretation. KPIs link key business drivers to the wider strategic goals so that effective decisions can be made. KPIs in the supply chain are some of the most important since they monitor many of the elements that directly affect the cost structure of a company. The KPIs can relate not only internally but also to supplier activity.

Monitoring KPIs can be done in many different ways. One of the most effective tools to use, of course, is the spreadsheet. Data collection and analysis can run from the simple to the complex, but it is important to choose KPIs that truly will have an impact on the overall operation of the organization.

**Garcia, Henry**

Session Working Title: Thursday January 23, 2:15pm to 3:30pm

**Managing the Triple Constraint**

In Project Management the Triple Constraint can be defined as the relationship between the three factors of time, cost, and scope. Ideally these three factors or constraints remain neutral throughout the lifecycle of a project.

The Triple Constraint is the combination of the three most significant constraints/restrictions on any project: – scope (specification), time (schedule) and cost (budget). The Triple Constraint is sometimes referred to as the Project Triangle or the Iron Triangle. This so-called Iron Triangle model empowers project managers and stakeholders to measure external factors and forces and their effect on one or more “legs” of the triangle.

Both Project Management and Supply Management are focused on what the Project Management Institute (PMI) calls the Triple Constraint or the interdependent relationship among scope, time and cost. From a supply management perspective, any

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change to any one of these three factors must result in a change in the other two — adjusting accordingly to keep the balance.

These three constraints affect the overall success of a business because they determine how well the business supply chain functions. Having a detailed understanding of the Triple Constraint and how it affects the business supply chain is critical for an efficient and profitable operation.

**Kilty, Jerry**

Session Working Title: Friday January 24, 10:00am to 11:15am

### **Achieving Inventory Accuracy**

Are your inventory records 99+ % accurate? Does your company shut down, at least annually, and take a complete physical inventory? Does this action improve the inventory record accuracy? Is cycle counting being performed at your company? If so, are the inventory records any more accurate and is cycle counting being done correctly at your company? Is precisely tracking all inventory movements required?

Answers to these questions and many more will be discussed in this interactive presentation, which will cover the right and the wrong way to audit inventory records.

Attendees will benefit from this session by learning:

- The real reason for taking a physical inventory
- The multiple methods of accuracy measurements
- Three ways to conduct cycle counting
- How to effectively improve inventory record accuracy fast
- The real meaning of a four-wall inventory

Oh, by the way, bring your controller!



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**Kilty, Jerry**

Session Working Title: Thursday January 23, 11:15am to 12:30pm

### **The Value of My APICS Certifications**

Professional development can be a life long journey, but the earlier you start all the better. During this session, we will identify the lessons learned over a 60-year career and how the APICS certifications provided an immense value to that career.

Once a passing score is achieved for a certification credential and the resume is updated accordingly, this should be just the beginning, not the end. Applying that education with critical thinking is key for professional development success.

And finally, the value of an active network is priceless!

Attendees will benefit from this session by learning:

- How to apply the knowledge obtained with certification credentials
- Valuable practical tips for developing and using a professional network
- Three key tips for a successful career

**Loughrin, Mike**

Session Working Title: Thursday January 23, 3:45pm to 5:00pm

### **Value of Continuous Improvement Education**

Change is a constant and supply chain teams always need a focus on continuous improvement.

An easy answer to the boss is how “you are always working on continuous improvement” and you toss out an example of something done in the past month. But consider how the tools and techniques of continuous improvement are always changing and improving. Or consider how you might always reach for the same improvement tools and might have “forgotten” there are better ways. As they say: “if all you have is a hammer, then every problem looks like a nail.”

In this session, you will:

- Discover where continuous improvement fits in terms of organizational change
- Assess your organization’s approach to continuous improvement
- Craft an outline on where you could benefit from new and refreshed education on the tools and techniques for delivering continuous improvement



2019 6Packed Supply Chain Conference  
San Antonio, TX  
23 and 24 January 2020

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**Loughrin, Mike**

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**Mastering Complex Improvement Projects**

Supply chain teams always seem to be working on improvement projects. Many are relatively small in scope and only involve a few people. These are great projects and are often viewed as low hanging fruit. Eventually, the low hanging fruit is picked, and the team needs to transition to more challenging needs. This is a game changing moment for many organizations.

This workshop will explore techniques for identifying where organizations are with their project management skills and how to evaluate which tools and concepts are needed for people to “up their game” and continue advancing.

In this session, you will:

- Discover how picking low hanging fruit is a good thing, but carries an unintended consequence of dulling the skills needed for challenging projects
- Assess your organization’s project management skills
- Craft an outline on how to prepare for the road ahead

**Nemer, Chuck**

Session Working Title: Thursday January 23, 2:15pm to 3:30pm

**Supply Chain Strategy and Alignment - Purchasing’s next frontier in cost reduction**

Your suppliers typically have no supply chain strategy. Supplier employees are working hard but not in alignment with each other. These same employees are not collaborating well. Because of this, they are wasting 43 cents on the dollar in labor, direct and indirect, because of this. Imagine what you could bring to YOUR bottom line if you could tap into this and improve your suppliers

In today’s meeting we will show you where the opportunities are and what you can do about it by interactively trying to fix a manufacturer. We will try to save the Fresh Connection by making better decisions. This will be a guided session where you will be asked a series of supply chain questions based on the condition of the company, and see if we can save the company. What we will see at the end, is the savings are out there if we get our suppliers to identify “North on the compass (strategy), rowing the boat in the same direction (alignment of decisions), and everyone plays in the sandbox together (collaboration). At the end of our time together, you will see that what needs to be



2019 6Packed Supply Chain Conference  
San Antonio, TX  
23 and 24 January 2020

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done by your suppliers can be driven by the position you hold in the supply chain and in your company

Chuck Nemer is a trainer/consultant with over 40 years of experience in Supply Chain Management, Lean, and Leadership as a supply chain management expert. He provides world-class training for corporations seeking supply chain training to better improve their supply chain performance. As a result of his work, companies achieve the supply chain knowledge necessary, so they can improve the competitiveness and effectiveness of their supply chain with confidence and trust.

**Nemer, Chuck**

Session Working Title: Thursday January 23, 11:15am to 12:30pm

**Sustainability, Supply Chains, and the Circular Economy**

Sustainability and the circular economy are coming whether we like it or not. So what are you doing in your supply chain to get prepared? Gartner, in a September post stated companies better be there in 10 years or they will be going out of business. The reality as well is our customers are starting to demand it as well.

In this presentation, I will show you the business landscape and opportunities that exist for us as organizations. We will then move quickly into a common definition for us to work from and then have you experience what the decisions look like that we have to make as supply chain professionals. You'll find they are not as easy to make as you think! We will finish with looking at a proposed map of the path companies have to consider if they are to become a circular supply chain



2019 6Packed Supply Chain Conference  
San Antonio, TX  
23 and 24 January 2020

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**Sherman, Rich**

Session Working Title: Keynote (breakfast) Thursday January 23, 8:15am to 9:30am

**I Can See Clearly Now – The Constraints Are Gone**

As more companies move to online, they are embracing Omni channel Fulfillment strategies. Piece pick, parcel ship, and home delivery combined with pick in store with multiple order pickup and delivery options increases the volume of small orders and requires new space requirements in existing distribution facilities.

As a result, to free up space to implement the new strategies, retailers are pushing back on supplier VMI initiatives and returning to more frequent ordering in smaller quantities that puts pressure on load building and increased transportation cost due to the inability to consolidate orders into efficient full truckload, plant direct shipments.

**Sherman, Rich**

Session Working Title: Friday January 24, 10:00am to 11:15am

**Purpose-driven Ethical Supply Chain Management**

In 2019, the influential Business Roundtable announced a new purpose for corporations which addresses the responsibility of corporations in improving the future of our environment, the citizens, their employees and other business partners. Maximizing profits for Shareholders is no longer the only objective of corporations. How will this new-found purpose directly affect the way corporations run their business and their Supply Chain? Companies competing in the 21st Century have to make a commitment to operating Purpose-driven Ethical Supply Networks. The truth is that more and more people are judging large corporations, not by how fast they can deliver products, but by how sincere they are in doing good. The session will describe how “NextGen” technologies, such as Blockchain, will leverage supply network management and collaboration for doing well.





2019 6Packed Supply Chain Conference  
San Antonio, TX  
23 and 24 January 2020

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**Sutton, Simeon**

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**Conflict Minerals**

Conflict mineral (noun) - (especially in Africa) a mineral mined in an area of armed conflict and traded illicitly to finance the fighting. Conflict resources are natural resources extracted in a conflict zone and sold to perpetuate the fighting. There is both statistical and anecdotal evidence that belligerent accessibility to precious commodities can prolong conflicts. The most prominent contemporary example has been the eastern provinces of the Democratic Republic of the Congo, where various armies, rebel groups, and outside actors have profited from mining while contributing to violence and exploitation during wars in the region.

Is your company in scope of conflict mineral laws such as the new European Union Conflict Minerals Regulation and Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act? Learn about your company's obligations concerning conflict mineral compliance and supply chain transparency.

**Tarver, Pat**

Session Working Title: Keynote (lunch) Thursday January 23, 12:30pm to 2:00pm

**Supply Chain Risk Management**

A business is only as strong as the chain of suppliers it works with. Leaders must recognize and work to understand the factors that promote strong risk management in the supply chain. Ensuring that your goods arrive on time is only a piece of the whole. Managing vendor relationships, building strong payment protocols, and knowing the geographic challenges associated with growth can help keep risks under control

In 2019 Forbes reported 73% of business experienced supply chain disruptions costing billions of dollars. As supply chain professionals we've all experienced threats and/or actual disruptions of our supply chain. Effective supply-chain risk management (SCRM) is essential to a successful business. It is also a competence and capability many enterprises have yet to develop. It is the objective of this presentation to help supply chain professionals manage and mitigate the risk of supply chain disruptions.

Attendees will better understand and learn:

- The supply chain global landscape in 2020
- Key terms associated with supply chain risk management



2019 6Packed Supply Chain Conference  
San Antonio, TX  
23 and 24 January 2020

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- Define the types of supply chain risks
  - The 4 step process for managing risk in the supply chain
  - Risk management standards and frameworks
  - Additional ways to strengthen your supply chain

**Tarver, Pat**

Session Working Title: Thursday January 23, 2:15pm to 3:30pm

**APICS Certification and Educational Programs**

The program will be provided with an overview of the key APICS educational programs. Your presenter will guide you through the key topics covered in the APICS Certification series (CPIM, CLTD and CSCP and SCORP). Additional APICS educational offerings contained in the Principles of Operations Management will also be discussed.

**Wenthold, Rita**

Session Working Title: Thursday January 23, 3:45pm to 5:00pm

**Strategic Supply Management Procurement Process**

Hear about methods successfully used for leading an organization that was fixed on using good tactical purchasing processes into a strategic planning procurement organization, by engaging and encouraging alignment of all available critical thinkers. Tap into more subject matter experts to develop a continuous improvement focus on your industry with suppliers who may be able to partner for maintaining longer-term competitive advantage or greater success with breakthrough advancements. Develop a supplier relationship management model that truly engages bottom-up thinking with top-down approval of new ideas that take a more lock-step approach to achieving expert performance management. Take a few of these proven tools and ideas back to your company for developing your people into enthusiastic supporters of some of the very best strategic supply chain management processes.