

Tuesday, November 11, 2014: Professional Development Meeting

Navigating the Supply Chain in a Tight Logistics Market Risks, Challenges and Solutions for Procurement

Did you know that we are in the middle of the tightness transportation market in recent history?

Did you know that the average truck driver is in his/her mid fifties and that the industry is facing a driver shortage?

Did you know that there are new regulations in place that will scale back the driving hours within the trucking industry and potentially raise costs and impacting material delivery lead times?

Do you have a handle on how your suppliers are dealing with these challenges?

What does this mean to you?

You may not have responsibility for transportation within your organization, but these issues will certainly impact your ability to source products and materials for your organization. It will also have an impact on your organization's ability to service its customers.

Please join us Tuesday November 11 to hear our panel of experts discuss the challenges facing the transportation industry. The panel will share insight into the reasons behind the tight logistics market and discuss possible solutions to these challenges.

Register now for this insightful professional development meeting.

Panelists

Mike Hammond, VP General Manager of RGL Asset Transportation



Mike has more than 20 years of experience in dry van truckload and Supply Chain Management. A graduate of Evangel University, he started his transportation career with Schneider National Carriers in West Memphis, AR. At Schneider National Carriers Mike led both operations and customer service work groups in a variety of regions throughout the US and Canada managing fleets of up to 300 contractors and 500 company tractors. Those experiences included new business start-up's, business acquisitions and cross border operations. In the seven years prior to joining RGL, Mike also had the primary responsibility of fostering and growing significant long term customer relationships. As Global Business Leader, Mike led a number of large customer service teams responsible for providing service to global retail, automotive and paper customers. As Operations Director of Supply Chain Management, he was responsible for providing supply chain solutions that delivered quantifiable value and increased competitiveness for several multinational manufacturers. Today as VP General Manager, Mike is responsible for all aspects of sustained safe and profitable growth of RGL's Asset Transportation division.

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Navigating the Supply Chain in a Tight Logistics Market

Risks, Challenges and Solutions for Procurement

Panelists (continued)

Mike Graceffa, Manager, Corporate Transportation at Bemis Company Inc.



Mike Graceffa currently holds the role of Manager, Corporate Transportation at Bemis Company, Inc. Bemis Company, Inc. is a major supplier of packaging used by leading food, consumer products, healthcare, and other companies worldwide. In his 13 years at Bemis, Mike was previously Manager of Corporate Logistics from 2007 to 2012 and Domestic Logistics Manager since 2001. Mike started his service and manufacturing career at Federal Express and the Newell Corporation and over the course of 25 years, has held a variety of leadership roles in operations, logistics management, and corporate transportation. His experience spans multi-modal transportation and logistics services procurement, E-Sourcing, TMS, project management, distribution, network optimization, and process improvements.

Mike earned his Bachelor of Science degree in Business Administration from Cardinal Stritch University in Milwaukee, WI.

Mike Manders, Sales Manager for C.H. Robinson



Mike Manders is a Sales Manager for the company C.H. Robinson. He currently leads a team of logistics professionals who work with clients to increase their profitability by enhancing global supply chain and logistics performance. Mike has +8 years of experience in the logistics industry both selling and managing accounts. He earned his degree in Supply Chain & Operations Management from the University of Wisconsin Oshkosh, where he also served as a member of APICS. Mike currently lives in Green Bay, WI with his wife and two children.

Navigating the Supply Chain in a Tight Logistics Market

Risks, Challenges and Solutions for Procurement

PDM Schedule of Events:

4:30 p.m.—5:00 p.m. Registration
5:00 p.m.—6:30 p.m. Presentation
6:30 p.m. Dinner

Location

Liberty Hall
800 Eisenhower Drive
Kimberly, WI 54136

Menu: Roasted Butterball turkey, lightly fried Icelandic Haddock, parsley buttered baby red potatoes, confetti rice pilaf, tossed green salad, steamed broccoli and cauliflower, creamy coleslaw and stone fruit crisp dessert.

Registration Details:

Event Cost: Member (Pre-Pay): \$20.00 | Member (Pay at Event): \$25.00
Student: \$15.00 | Non-Member: \$25.00

To register: Visit <http://ism-newwisconsin.org> to register online and pay for the meeting via PayPal.
-OR-
If you have pre-paid for PDMs, sign up by contacting **Orson Fournillier**
Email: ofournillier@coating-excellence.com

Note: Anyone making a reservation that doesn't attend the meeting and hasn't paid will be charged for the meeting as ISM must pay for any reservations that are made.

Registration Deadline: Friday, November 7, 2014—cutoff at noon

NO CANCELLATIONS. This is necessary to enable coordination with the facility for seating and meal arrangements.

President's Letter



Dear ISM Member,

While some Supply Chain Professionals may work closely with logistics (or even be employed by a logistics provider), not everyone may be aware of the many challenges facing the supply chain and logistics disciplines today. Our Professional Development Meeting on November 11, 2014 will be a panel discussion featuring local logistics experts.

What are the challenges in logistics these days? Just as ISM Northeast Wisconsin has connected with Supply Chain Professionals for over 40 years, logistics providers make crucial connections to our customers and to our suppliers. To whet your appetite for logistics and better understand this topic, take a look at this article by Clifford Lynch, principal of [C.F. Lynch & Associates](#), a provider of logistics management advisory services, and author of [Logistics Outsourcing – A Management Guide](#) and co-author of [The Role of Transportation in the Supply Chain](#).

Clifford made these predictions for 2014¹.

1. *Amazon.com will continue to set the pace for supply chain innovation.* Just as Wal-Mart did several years ago, Amazon will keep raising the bar where supply chain advances are concerned. Whether it's building out a vast private distribution network, utilizing Sunday deliveries by the U.S. Postal Service, or launching drones into the supply chain skies, I believe Amazon will force other retailers to rethink their networks and capabilities.
2. *The truck driver hours-of-service (HOS) controversy will heat up again.* Even though the courts have upheld the new rule and the regulations took effect July 1, 2013, we haven't heard the end of this. I believe Congress will step in. The American Trucking Associations can be a formidable lobbying force, and it is making a full court press to get the regulations rolled back.
3. *Regardless of what happens with the HOS regulations, there will still be a shortage of drivers.* The overall lifestyle, congested roads, and various government interventions are simply making the job too unpleasant. To attract and keep qualified drivers, carriers will be forced to raise salaries.
4. *"Reshoring" and "nearshoring" will continue, although at a relatively slow pace.* Offshoring may be losing its luster, but don't expect to see a dramatic shift in sourcing patterns. While labor rate differentials are narrowing between China and Mexico, for example, it will be a few years before they equalize. Also, the large investments some manufacturers have made in Asia will keep them there for the foreseeable future.
5. *The current transportation funding act will expire in October 2014.* Although we desperately need a comprehensive bill with an adequate funding mechanism, it's doubtful we'll see a breakthrough in this area anytime soon. I believe Congress will kick the can down the road again, possibly just extending the current legislation.

Continued on next page

President's Letter

6. *More states will raise taxes to fund their own infrastructure.* In the face of Congress's continued failure to act, states will take matters into their own hands. Maryland, Virginia, Wyoming, and others have already done so.
7. *Carriers will continue to invest in alternative fuel vehicles.* The growing abundance of cleaner, lower-cost fuels will accelerate the shift away from diesel. UPS has already made heavy investments in electric, hybrid, and natural gas-powered vehicles, and others are sure to follow.
8. *The air travel experience will continue to deteriorate.* American Airlines and U.S. Airways executives have touted their recently approved merger as a good move. It may be for them, but experience has shown that consolidation in the airline industry often results in reduced service for many cities coupled with higher fares and fees, not to mention the shrinkage in personal space.

Do you think he's been on-target? What questions do you have about the challenges in logistics today?

We anticipate lively discussions during the November PDM. Please reach out and help promote this event either by bringing a guest or sharing this newsletter with a friend, co-worker or valued contact who may be interested in attending.

I look forward to seeing you on November 11th!

Kind Regards,

Cindy Goller, C.P.M.
President, ISM Northeast Wisconsin
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(920) 339-7615

¹<http://www.dcvelocity.com/articles/20131220-eight-predictions-for-2014/>, retrieved October 24, 2014.

Future Meetings & Events

ISM NE-WI PROFESSIONAL DEVELOPMENT MEETINGS		
Date Meeting Format	Event / Topic Speaker	Location
November 11, 2014	Logistics Panel	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136
December 9, 2014	Networking 40th Anniversary Celebration	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136
January 13, 2015	Best Practices	The MARQ Banquet & Catering Hall 3177 French Road DePere, WI 54115
February 10, 2015	TBD	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136
March 10, 2015	TBD	TBD
April 14, 2015	TBD	The MARQ Banquet & Catering Hall 3177 French Road DePere, WI 54115
May 12, 2015	Tour Annual Elections	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136

ISM Northeast Wisconsin Affiliate Membership Summary

October 2014	
Regular Members:	158
Associate Members:	13
Lifetime/Dues Free:	10
Student Members:	41
Total Members:	222

Membership inquiries can be directed to: **Vicki Edinger**, Director of Membership
ism.membershipnew@gmail.com

Continuing Education Opportunities



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Podcasts/ Videocasts

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Free for ISM® members.

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Eliminate travel expenses. Online courses are a powerful resource for attaining your professional goals. You can choose courses in **business, finance, manufacturing, negotiations, CPSM®/CPSD® review, sustainability and social responsibility, product development, services** and much more. For more information and to register for the ISM® Knowledge Center courses, go to www.ism-knowledgecenter.ws. All courses are active for 12 months from the date of purchase.



Seminars

ISM® public seminars are a great way to get ahead. Each seminar is presented by an expert instructor with the ability to take your knowledge further. In fact, each of our seminars receives consistently high instructor ratings as well as content ratings. In short, our instructors know the material and are committed to getting that information to you so that you can move your career forward. Furthermore, ISM® offers a wide range of topics; whether you want to get in-depth knowledge of transportation or improve your skills in risk management, ISM® has you covered.

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Free résumé critiques by a career expert. Let Tracy Laswell, JCTC, CPRW, ISM®'s career expert, turn a "typical" résumé into a powerful career marketing document (one free critique per customer).

Special EVENTS

Network with more than **2,000** peers at the **Annual International Supply Management Conference**, devoted exclusively to purchasing and supply management, emerging trends and challenging comprehensive sessions — all conducted by your peers. The Conference attracts distinguished keynote speakers to discuss current national and international issues and features several sessions highlighted by prominent corporate leaders.



Resources

ISM® Glossary of Key Supply Management Terms (5th Edition)

The *ISM® Glossary of Key Supply Management Terms* is a valuable reference tool for supply professionals, academics, researchers and students. Greatly expanded with more than 2,400 terms, it includes information from all disciplines within supply management.

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ISM®



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Tap into the incredible network of the Institute for Supply Management® with the Purchasing and Supply Sourcing Guide. Powered by MultiView, the Guide gives supply management professionals a fast and easy way to find great suppliers. Search today at www.purchasingandsupplysourcingguide.com.