

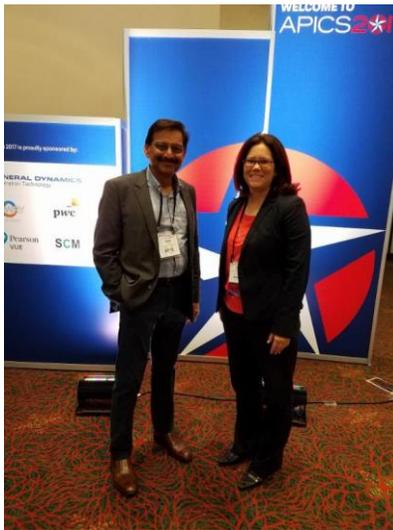


October 2017 - Issue #140

Welcome from Lisa

Who knew it would be so crazy month after month! During October, I attended APICS 2017 in San Antonio, went to my best friend's daughter's wedding in the Outer Banks, NC, taught APICS CSCP and CLTD class sessions, went to AZ to visit my mom for her birthday and to help with various errands, was preparing for APICS Inland Empire's executive panel and networking symposium and worked with quite a few clients. Thus, I am barely awake as I write this!

This month, I'll highlight my favorite sessions at APICS 2017. One of those highlights was seeing one of APICS Inland Empire's student teams, Harvey Mudd College, compete in the global student case competition, following their win at the West Coast student case competition. Kash (the head of their manufacturing practice and clinic program) and I are featured below:



Keeping up with the latest trends can be paramount to success. How else will you know how to respond to disruptions, threats, and even more importantly, opportunities?

IN THE NEWS

Please check out my latest speeches, articles & quotes:

- Quoted in the *Society for Advancement of Consulting's* article on "[Businesses Must Adapt to Evolving Customer Expectations](#)".
- Spoke at the *APICS Inland Empire's Executive Panel and Networking Symposium* on "[Leveraging Technologies for Supply Chain Success](#)".
- Taught class sessions for APICS's [Certified Supply Chain Professional \(CSCP\)](#) and [Certified in Logistics, Transportation and Distribution \(CLTD\)](#).

Last but not least, if you are a YPO member, please check out my upcoming global conference call on [MRP and CRM How They Can Improve Your Business](#).

Enjoy!

Lisa

[Email](#)

LMA Consulting Group, Inc.

P.S. If you know of anyone who could benefit from improved service levels, decreased lead times or increased levels of cash due to improved inventory processes, please refer them.

Profit through People

Whole Foods CEO and Conscious Capitalism

John Mackey, the CEO of Whole Foods, was a keynote speaker at APICS 2017. Of course, we were all interested because of the recent acquisition by Amazon and what it means for the grocery business. What is telling is that John Mackey still works at Whole Foods and thought it made sense to partner with Amazon. He stopped taking a salary more than \$1 in 2006 and sold his business earlier this year, and so he certainly doesn't have to work!

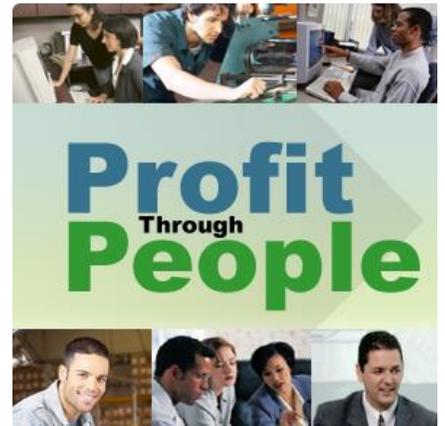
John is passionate about conscious capitalism which also happens to be the title of his book - [Conscious Capitalism: Liberating the Heroic Spirit of Business](#). He argues that both business and capitalism are inherently good and used some examples such as Southwest Airlines. He said that business is about the real lives of real people. A few of the tenants of conscious capitalism include:

1. Instead of profit maximization, he sees purpose maximization. Thinking about higher purpose can yield interesting results.
2. Stakeholder integration - I see this as focusing the extended team on purpose maximization.
3. Conscious leaders - it all starts with leadership!
4. Conscious culture - since culture is the set of beliefs that governs behavior, a conscious culture is bedrock to ensuring success.

John is interested in creating strong businesses, moving capitalism closer to its higher potential and fostering a positive environment for all....a noble purpose. Perhaps we should pay attention and consider themes that might be valuable. After all, he grew Whole Foods from scratch to \$16 billion!

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[Vision Backed by BIG Goals and Leadership](#)



Eagle Eye

The Value of Your Cross-Functional Network

One of the keys emerging from APICS 2017 wasn't from a session; instead, it was seeing the value of your cross-functional network. Since I've been a member of APICS for over 25 years and actively involved for over 10, of course I see a wide variety of colleagues while at the conference. This year was no exception.



Have you taken a step back to think about the value of your network? There is no doubt about it that my network is my #1 asset! I bet that is true for the vast majority of the most successful executives. I know it's true for the ones I talk with on a frequent basis. Beyond your network, have you thought about the cross-functional nature of your network?

For example, I had interactions with the following types of people and networks while at APICS 2017:

- Clients - it was fabulous seeing [Shannon Reininger](#) and catching up with war stories and more! Shannon is top notch (see us with Shannon's colleague below).
- APICS colleagues who are top notch trainers such as [Sue Franks](#) and [Maryanne Ross](#) - they are always on the leading edge of how to gain the best learning from the APICS materials. My consulting practice is quite different from these folks' practices, and so it is always interesting to learn more about the art of training.
- APICS colleagues with a specialty with large corporations and interactive training events - [Debra Hansford](#) stands out in my mind. And she is one crazy Broncos fan!
- Student case competition participants - one of APICS Inland Empire's teams, Harvey Mudd College, represented the West Coast at the global student case competition. It is interesting to hear their thoughts as well those from their mentor and professor, [Kash Gokli](#) (already pictured in my intro).
- Consulting colleagues who I collaborate with (and only the BEST) such as [Diane Garcia](#) (see below)
- APICS leaders such as [Jerry Gonzalez](#)
- Meeting new connections such as the speakers and more....

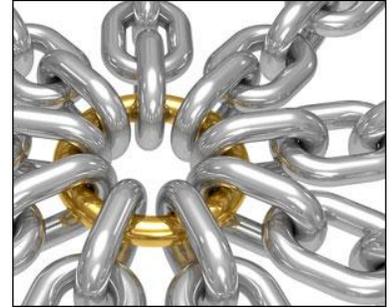


Several of these folks are dramatically different - not only in profession but also in terms of age, background, interest and more. There is something to be learned from almost every situation, every supplier, every customer, every employee, every trusted advisor and more. Are you looking for these opportunities?

Did you like this article? [Continue reading on this topic:](#)
[***The Manufacturing Forum and the Value of Relationships***](#)

The Strongest Link in Your Supply Chain Blockchain Anyone?

One of the most fascinating speakers talked about the value of blockchain. I knew to pay attention because the former head of the Drucker supply chain program also specifically noted the down-the-line value of blockchain, and I'm glad I did! Blockchain had some immediate potential down-the-line application for a key client, and it is certainly good to be on top of emerging technologies and related applications. Are you considering out-of-the-box applications you might have dismissed previously?



The first application of blockchain was bitcoin which didn't really inspire my interest. On the other hand, when you look at it like a revolutionary shared ledger technology which is immutable, immediate, collaborative, secure and permanent, it opens the mind to many possibilities. Who wouldn't wish to track something like fish or paintings from origin through transportation to delivery and have technology close the loop with payment, knowing it is authentic? It is interesting that there is a counterfeit prevention aspect tied into this technology as well.

Blockchain provides a potential solution for complex, multi-party, high-friction processes. There seem to be vast possibilities such as VMI, conflict minerals, customs clearance, cold chain for foods, supplier certification and much more. Do any of these types of situations apply to you? Or could they? Why wait until the technology is officially launched before exploring. It could become an integral aspect of supply chain technology, and you do not want to be left in the dust..

Did you like this article? [Continue reading on this topic:](#)

[Robots, IoT, AI, Autonomous Vehicles and More - Update from APICS 2017](#)

The Systems Pragmatist

Logistics Innovation - Where is it Going?

The global logistics industry will grow from its current hefty size of \$8 trillion to \$23 trillion by 2023 - what a sharp contrast! Have you thought about how to be viable with these massive shifts going on? If not, you sure should as it is coming and will just pass you by.



What is noteworthy in logistics innovation? Several keys to success include:

1. Interestingly, blockchain arose again. It could completely change the landscape so it's worth paying attention.
2. Next generation technology and machine learning - there is more and more discussion on this topic everyday. This gets into artificial intelligence as well.
3. Autonomous vehicles - last we heard, it will be here by 2020. Time flies - undoubtedly, it will be here before we realize it. There is vast opportunity to address a critical component of speed in the supply chain - keep trucks moving more frequently to deliver goods more quickly in a safe and automated way with minimal human intervention. It isn't all theory; there are road tests being performed in Southern California in conjunction with governmental entities.
4. Capacity aggravation / visibility - there is a large potential for this topic. One example in reviewing large amounts of data for carriers. Convoy has built an app to match trucking companies with shippers that need to move freight. The speaker talked about how they could even tell which trucker might be interested in a particular route or to get home for a special occasion that they could take into effect. Very interesting!

There is vast disruption with emerging technologies in this rapidly growing \$8 trillion dollar industry. Perhaps we should pay attention.

Did you like this article? Continue reading on this topic:
[*The World Logistics Center & the Sheer Relevance of Logistics*](#)

Connections

- Do you know a top notch commercial real estate broker in the Inland Empire or surrounding area? Please introduce **me**.
- A client is looking for an Operations Manager with solid execution skills and an understanding of related impacts (such as cost). It will be a good opportunity for the right candidate. **Contact me** with referrals.
- A client is searching for a Demand Planner/ Master Scheduler with SIOP experience in Valencia. **Contact me** if you have a referral.
- A colleague and experienced VP of Operations in the food and beverage industry is searching for his next opportunity. If you know of a good position, please refer **Craig Young**.
- A soon-to-be graduate from Chapman University is interested in getting into aerospace. If you have an introduction, please contact **Sarah Thomas**.
- An APICS colleague is looking for a new opportunity to lead the manufacturing, supply chain, and/or engineering of technical physical products. If you have a referral, please email **Nate Hurvitz**.
- And a client in the City of Industry is looking for a planner/ inventory analyst. **Email me** if you have a referral.



NOTE: To submit an item for this section, please send me an email with a short description of your needs and an email address. Please note that NOT all requests will be published as it must fit the guidelines and align with the Profit through People brand.

What is Profit through People?

I've used the Profit through People brand since my newsletter's inception in 2006 as it resonated with me. Although I consult on topics within each of my service lines--Eagle Eye Strategic Focus, The Strongest Link in Your Supply Chain, the Systems Pragmatist & Profit through People--I find that people are key to success in every situation. If you are interested in elevating your business performance, please [contact us](#).



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