The global economy continues to become more complex and dynamic. The ability to keep customers satisfied is a continuous battle and businesses are always looking for ways to be more competitive. With these challenges clear, the focus of the Logistics and Supply Chain (LSC) Team in 2015 is to continue to find ways to help companies improve their process and to become more competitive by helping reduce cost, time, and risk within their supply chain. Companies will be able to take advantage of the strengths, knowledge, and experience of the many supply chain stakeholders in Michigan with whom partnerships are being developed.

Michigan has many assets in our supply chain capabilities, but one of the strongest is our ability to be cutting-edge in our supply chain expertise. This is due to our great industry expertise and world-renowned university supply chain programs. In fact, three of Michigan’s universities are in the top 10 in rankings by both U.S. News and World Report and Gartner, with Michigan State ranked #1 in both. No other state can make that claim.

This focus on innovation and cutting-edge supply chain thinking is our theme for 2015. Finding ways to share the most innovative thinking on supply chain transportation, talent, technology and tools will help drive competitiveness for business and will be our priority this year.

This task will be accomplished with actions in six areas: Business Development; Talent; Infrastructure Development; Marketing; Stakeholder Engagement; and Efficient Process. Specific actions include:

- Supply Chain Acceleration Tool – a set of services that can be accessed by business to help them efficiently connect with logistic and supply chain service providers.
- Freight Mapping Tool – an online map that will provide data and information on our transportation assets and logistic companies.
- Talent Initiatives – focus on increasing truck driver capacity and aligning community colleges to provide logistics and supply chain certification.
- Infrastructure Development – focus on the Statewide Logistics and Supply Chain Study and development of freight infrastructure.
- Company and Regional Forums – focus on outreach to industry and regions to help educate on supply chain innovation and to better understand the challenges and opportunities our regions face in regards to logistics.

Our team looks forward to continuing to accelerate supply chain actions in Michigan in 2015. This bulletin will keep you abreast of activities as they unfold. Also, please follow us on LinkedIn here.
JOIN THE ACTION: LSC IMPLEMENTATION TEAMS NOW FORMING
The MEDC’s LSC Team is seeking stakeholders to assist with the development and implementation of various initiatives that will bring the statewide logistics and supply chain strategy to life. Below are short descriptions of work groups organizing right now. If you are interested or would like more information, please contact the MEDC staff listed below or send an email message to lsc@michigan.org. You will be contacted about upcoming planning and work sessions.

- **LSC Acceleration Tool**
  Build a menu of services – both existing and new – that will help Michigan firms improve their logistics and supply chain operations. **MEDC staff lead:** Salifou Mahaman, mahamans1@michigan.org

- **Developers Showcase**
  Help showcase Michigan’s logistics and supply chain assets to visiting developers who may consider Michigan for future investment. **MEDC staff lead:** Tom Rico, ricot@michigan.org

- **Infrastructure Working Group**
  Evaluate a variety of potential infrastructure projects and priorities around the state. The soon-to-be-released infrastructure report by Parsons Brinckerhoff will be at the center of the discussion. **MEDC staff lead:** Peter Anastor, anastorp1@michigan.org

- **Supply Chain Innovation Summit**
  Plan and organize the inaugural Michigan Supply Chain Innovation Summit in Dearborn on August 30 – 31, 2015. **MEDC staff lead:** Tom Rico, ricot@michigan.org  
  **Partner Lead:** Sheri Greenhoe of Prima Civitas, Sheri.Greenhoe@primacivitas.org

LSC BUSINESS FORUMS: WANT TO HOST ONE IN YOUR REGION?
The LSC Team is beginning to line up a series of business forums around the state. The sessions are intended to be “feed back forums” whereby local company representatives may discuss logistics and supply chain challenges, issues, and priorities. The team has been in touch with a few local partners about potential sessions around the state. It is also working with AIAG in Southfield to identify dates in April or May to hold discussion forums with auto suppliers.

Local partners and stakeholders are invited and encouraged to hold a LSC-oriented forum for local businesses or business organizations. The LSC Team will collaborate with local organizers on the – no pun intended – logistics and details of organizing the events. For more information, please contact Tom Rico at 517-599-4640 or via email at ricot@michigan.org
HIGHER EDUCATION COLLABORATION & COOPERATION

The MEDC LSC Team met in Kalamazoo on Friday, February 13, 2015, with Western Michigan University’s Center for Integrated Supply Management (ISM), which ranked 5th nationally by Gartner. Just the day before, on Feb. 12, ISM was ranked the No. 2 in the nation by a research organization for its emphasis on teaching technology, software, and quantitative tools. The team met with Ken Jones, Director of Executive Education at ISM, and local supply chain partners from Southwest Michigan First and the Michigan Small Business Development Center (SBDC). The day’s agenda included a tour of the facility, a briefing on ISM’s programs, and a discussion of potential collaborations on supply chain-related projects. The visit included discussions with company participants, including Chris Campagna from Command Electronics and Susan Fogleson of Impact Label.

The MEDC LSC Team has been fortunate to have access to some of the world’s best SCM academic programs and talent pools. The team met with the administration and faculty of the SCM program at Eastern Michigan University’s College of Business in Ypsilanti. This was an opportunity to explain Michigan’s statewide LSC strategy and to compare notes on possible future collaborations.

The LSC team continues to build on its already strong ties with the SCM programs at Michigan State University (MSU) and Wayne State University (WSU). Furthermore, the team has made initial contacts with Grand Valley State University (GVSU), Oakland University (OU), and Michigan Technological University (MTU).

Finally, more news and information is expected in the future from the Michigan network of community colleges, as a working group is exploring improvements and expanding access to supply chain certification for students and working adults. More will be reported as details emerge from the effort.

SAVE THE DATE

MICHIGAN SUPPLY CHAIN INNOVATION SUMMIT
AUGUST 30 - 31, 2015

Preparations are starting for an inaugural Michigan Supply Chain Innovation Summit on August 30 - 31, 2015. Details will be released within the next 30 days. Logistics and supply chain stakeholders should mark your calendars now. Event sponsorships are available.
MEDC SPONSORS SCHOLARSHIPS FOR THE 2015 SUPPLY CHAIN CERTIFICATION PROGRAM

The inaugural Supply Chain Management (SCM) Certification Program through the combined efforts of Wayne State’s SCM program and the Auto Information Action Group (AIAG) received high marks from the 31 professionals who took the 24-session extracurricular course last year. The non-degree certification program has been offered again this year and is being held at AIAG’s offices in Southfield.

This year’s course started February 19, 2015. Classes are held on scheduled Thursdays, 3:30 p.m. - 7 p.m. The course will take a hiatus during the summer months and resume in September.

The MEDC’s LSC team offered scholarships to tier 2 and tier 3 auto suppliers that may want to send students to the class but have limited training budgets. Targeted auto suppliers are those with less than 500 employees and less than $50 million in sales. MEDC will cost-share half ($1,897.50) of the $3,795 course fee for qualified participants. Five scholarships were available. Three participants took advantage of the offer this year.

Business clients who fit the profile are encouraged to consider this opportunity in the future for their employees, especially those employees who may be working in supply chain positions yet do not have the well-rounded experience or education in the field. More information is available online at the MEDC LSC webpage or AIAG website. Interested clients may also feel free to contact Prof. John Taylor at Wayne State University at 517-719-0275 or Tom Rico at ricot@michigan.org or by phone at 517-599-4640.

Course participants will learn about a broad range of vehicle industry-oriented supply chain topics including SCM strategy, SCM finance, forecasting, negotiations, procurement strategy, supplier development, risk management, production operations, quality management processes and Six Sigma, trade management, logistics, and transportation management.

Last year’s class included participants from Fiat Chrysler Automobiles, General Motors, Cooper-Standard Automotive, Magneti Marelli, Ryder Systems, Lear, Magna International, Delphi, Meritor, Lowry Solutions, American Axle, Tianhai Electric North America, and others. Additionally, Tom Rico was one of the participants who successfully completed the course.
FTZ FACT SHEET UPDATED
A long-standing fact sheet on Foreign Trade Zones (FTZs) has been given a new, fresh re-write in collaboration with the zone specialists from around the state. LSC Intern Grace Li pulled together editorial comments, suggestions and edits from FTZ coordinators at the seven zones and she produced a final four-page document highlighting the company benefits of using a FTZ. The document is now available for use and download on MEDC’s web page here.

A similar collaborative process was used last year in the development of the updated fact sheet on Next Michigan Development Corporations (NMDCs), as the corporation coordinators all contributed content and editing suggestions. That document is also available online here.

FTZ ANNUAL REPORT AVAILABLE
The National Association of Foreign Trade Zones (NAFTZ) just published its 2014-2015 Annual Report, which highlights the growth of the FTZ program, the achievements of the association, and the goals for 2015. The report confirms the importance of FTZs to U.S. trade and economy, as it makes note of these two important facts:

- FTZ exports reached a record $79.5 billion in 2013.
- FTZ imports now account for 12.7% of total U.S. goods imports.

The annual report is available online here.

LINKEDIN UPDATE
The MEDC has eight specialized Showcase Pages on LinkedIn, the popular online business network. The fastest growing MEDC page is the one dedicated to Michigan’s logistics and supply chain network, which now has over 340 followers. For LSC news, information and trends that touch every company in the state, please follow the showcase page here – and be sure to invite your connections and colleagues to do the same.
Upcoming Events/2015 LSC Schedule

March 11, 2015
Conference: 12th Annual Midwest Supply Chain Management Conference
Location: GVSU Eberhard Center, Grand Rapids, Michigan
Hosts: APICS-Grand Rapids, CSCMP, ISM-Grand Rapids, MSU, MMTC, The Right Place
Registration: Regular - $250, Student - $35, Group rates available. Online registration available here.

March 31 & April 1, 2015
Conference: Georgia Logistics Summit
Location: Georgia World Congress Center, Atlanta, Georgia
Host: Georgia Center of Innovation for Logistics
Registration: Individual - $50
Conference information and details are available online here.

April 9, 2015
Conference: Michigan Commission for Logistics and Supply Chain Collaboration
Location: MEDC Lansing Office, Lansing, Michigan
Host: MEDC
Registration: Open to the public. Starts at 9 a.m.

June 12 – 14, 2015
Conference: Leadership Summit of the Great Lakes and St. Lawrence Governors and Premiers
Location: Quebec City, Quebec, Canada
Host: Quebec City
Registration: Invitation-only summit of Great Lakes Governors and Premiers. Event theme is "Connecting Across Borders" and focus areas will be Maritime, Tourism, and the Environment.

June 16, 2015
Conference: AIAG Supply Chain Summit
Location: Laurel Manor Banquet and Conference Center, Livonia, Michigan
Host: Auto Industry Action Group (AIAG)
Registration: Early registration - $200 member, $250 non-member by April 15; regular registration - $250 member, $300 non-member. Conference information and details are available online here.

July 9, 2015
Conference: Michigan Commission for Logistics and Supply Chain Collaboration
Location: MEDC Lansing Office, Lansing, Michigan
Host: MEDC
Registration: Open to the public. Starts at 9 a.m.

August 4 - 7, 2015
Conference: Logistics Development Forum
Location: Park City, Utah
Host: BNP Media
Registration: Online registration now open here. Early bird (by 7/4/15) - $1,400.
August 19 - 20, 2015
Conference: Michigan Rail Conference
Location: Grand Rapids, Michigan
Hosts: Michigan Tech Rail Transportation Program and MDOT Office of Rail
Registration: Save the date (online registration not yet available).

August 30 – 31, 2015
Conference: Michigan Supply Chain Innovation Summit
Location: Henry Ford Museum and Henry Ford Conference & Event Center, Dearborn, Michigan
Hosts: MEDC and Prima Civitas
Registration: Save the date (online registration not yet available).

September 2015 (Date TBD)
Conference: Automotive Logistics Global Conference
Location: Marriott Renaissance Center, Detroit, Michigan
Host: Automotive Logistics
Registration: Online registration not yet available.

September 27 – 30, 2015
Conference: CSCMP’s 2015 Annual Conference is Supply Chain’s Premier Event™
Location: San Diego Convention Center, San Diego, California
Host: CSCMP
Registration: Regular - $2,490, Member - $1,895, Educator - $995, Young Professional Member - $995, Student Member - $450. Conference information and details are available online here.

September 29 – October 1, 2015
Conference: NASCO Conference
Location: Caesar’s Windsor Hotel & Casino, Windsor, Ontario
Host: North American Strategy for Competitiveness (NASCO)
Registration: Save the date (online registration not yet available).

October 5, 2015
Conference: APICS 2015
Location: Las Vegas, Nevada
Hosts: American Production and Inventory Control Society (APICS)
Registration: Individual $1,079; Team discount available. Conference information and details are available online here.

October 8, 2015
Conference: Michigan Commission for Logistics and Supply Chain Collaboration
Location: MEDC Lansing Office, Lansing, Michigan
Host: MEDC
Registration: Open to the public. Starts at 9 a.m.
Peter Anstor
Phone: 517-243-2710
Email: anastorp1@michigan.org
Peter is the Managing Director for Logistics, Supply Chain and Manufacturing with responsibility for implementing the States Logistics and Supply Chain Strategy and impacting MEDC’s goal of more and better jobs and investment in Michigan. He is a Flint native who enjoys everything the state has to offer from Lake Michigan beaches to Tigers games in Detroit.

Tom Rico
Phone: 517-599-4640
Email: ricot@michigan.org  
Twitter Handle: TomRico1
In 2015, Tom Rico marks 29 years in economic development for the State of Michigan, mostly as a specialist in business costs, taxes, and incentives. After helping launch the Economic Gardening and PMBC efforts, Tom’s newest challenge is with the implementation team supporting the state supply chain strategy. He grew up in Saginaw and is a proud graduate of MSU’s James Madison College. You will find him on the ice hockey rinks during the winter and on the softball pitching mound during the summer.

Salifou Mahaman
Phone: 517-335-8784
Email: mahamans1@michigan.org
Before joining the team, Salifou was a Corporate Projects Analyst with MEDC’s Strategy and Policy team. He has a B.S. degree in Economics and a MBA in Supply Chain Management. Salifou’s main focus is to identify opportunities for business development with respect to LSC operations and he also produces the weekly automotive opportunities report. In his spare time, Salifou teaches Judo and Taekwondo at EMU and likes to ride high speed motorcycles and watch documentaries on the Discovery Channel.

Grace Li
Supply Chain Management Intern
Phone: 517-373-6203
Email: lig@michigan.org
Grace Li, a senior majoring in Supply Chain Management at MSU, will graduate in May 2015 with a Bachelor’s degree. After graduation, she will start a full-time job in the Greater Detroit Area as a management consultant. While at MSU, she was dedicated to applying her supply chain knowledge to internships and on-campus jobs. In her free time, Grace loves to go to Asian restaurants and to cook Asian food, as well.

Matt Silvis
Supply Chain Management Intern
Phone: 517-373-4359
Email: silvism@michigan.org
Matthew Silvis will be graduating from MSU in December 2015 with a major in Supply Chain Management and a minor in Economics. He is passionate about business and likes to keep up to date with business news in his free time. Matt is also an avid Detroit sports fan and tries to get out on the golf course as much as possible.