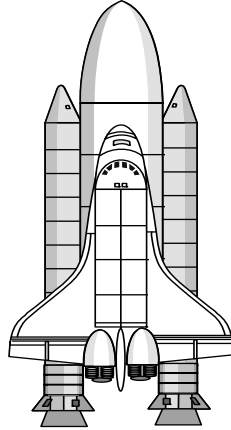


Chapter 16

Leading Edge Logistics Strategies

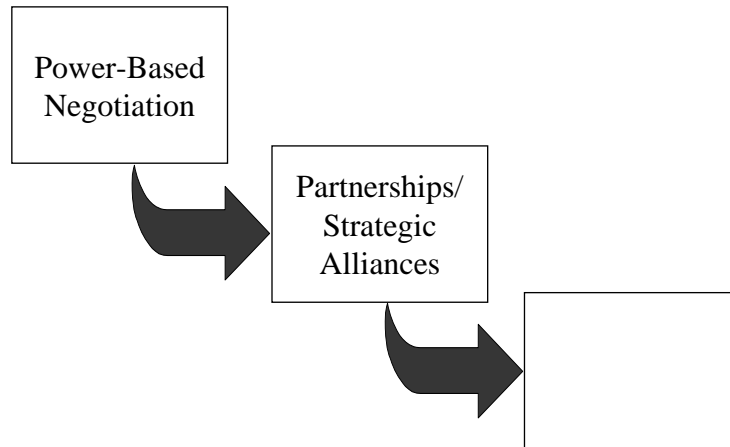


- Future Trends in Logistics
- Key Skill Sets for the Next Century

Requirements for Logistics Success Beyond the Year 2000

- Customer Value
 - Create
 - Quantify
- Channel Simplification
- Logistics Responsiveness
- Leverage Information Technology
- Continuous and Breakthrough Improvement
- New Relationships with Customers, Suppliers and Logistics Partners

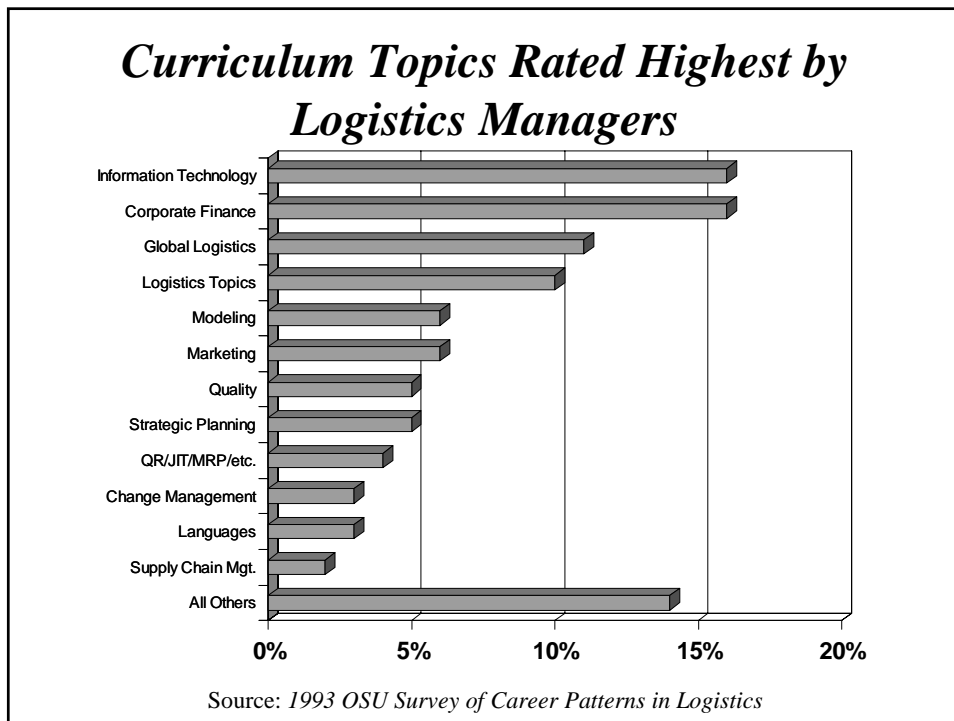
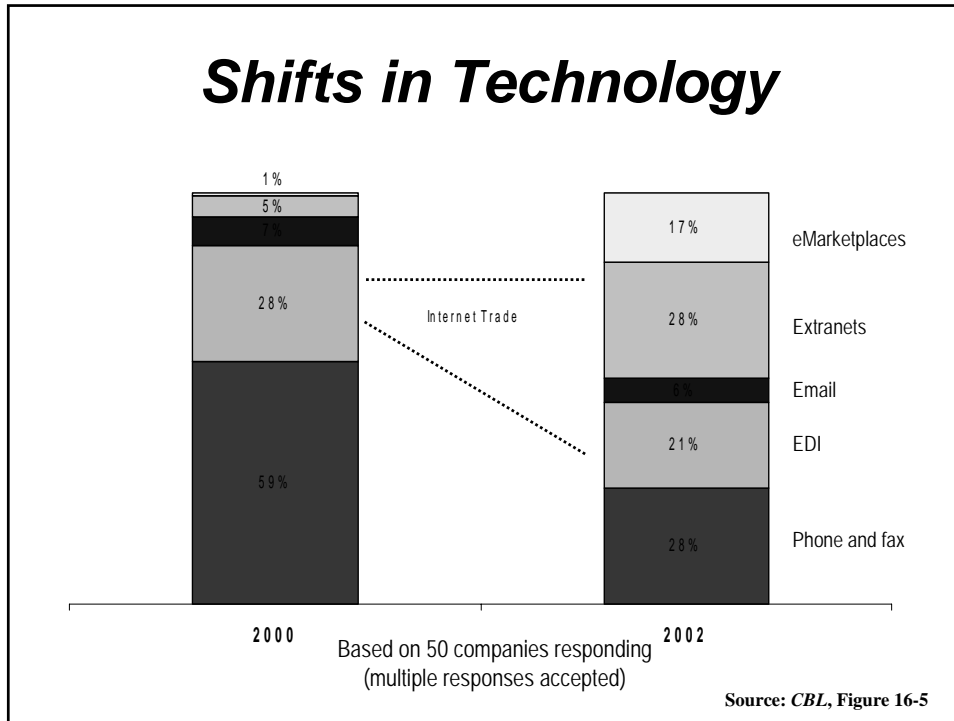
Fundamental Inter-Firm Relationships Are Changing

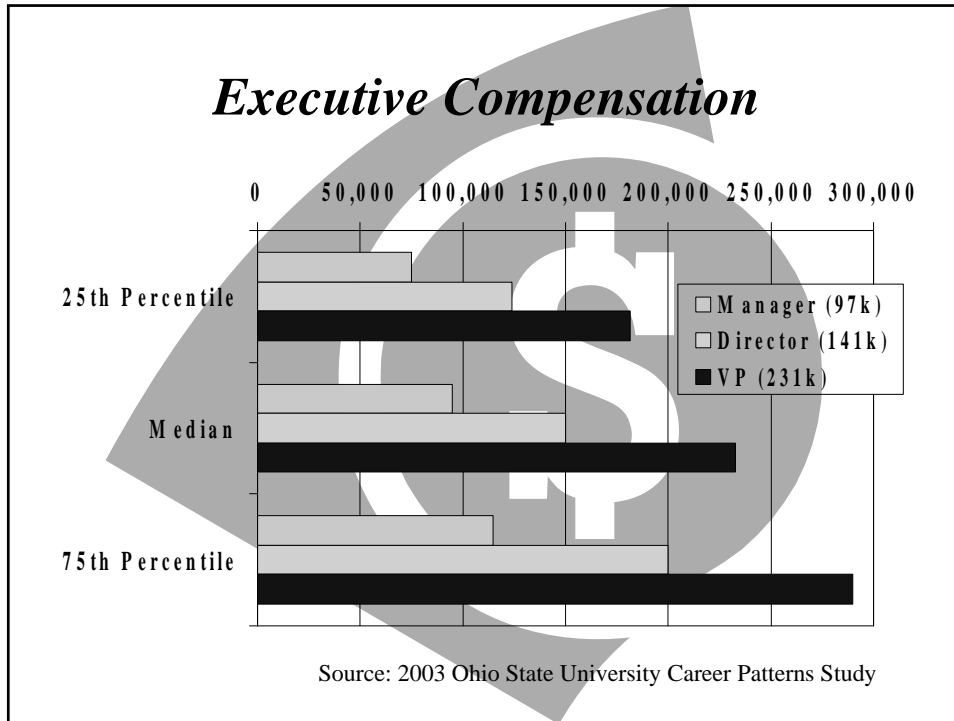


Logistics Re-Integration Model for the 21st Century

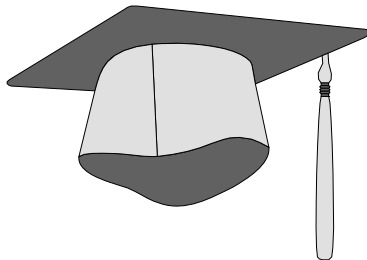
Dimension	1960-1970	1980-1990	21 st Century
Focus	Internal (functional)	Firm	Supply Chain
Geography	Regional	National	Global
Organization	Stable	Downsized	Cross-Functional Team/Group
Work Force	White Male	Transition	Diverse
Technology	Activity Based	Activity/ Network Based	Information Network Based
Performance Metric	Functional Efficiency	Benchmarking/ Quality	Cycle-Time Responsiveness
Analytical Approach	Trade-off	Modeling	Inter-org. Problem solving
Channel Control	Manufacturer Push	Mixed	Customer Pull
Logistics Objective	Cost Reduction	Profit Improvement	Customer Value

Source: LaLonde and Powers, "Disintegration and Re-Integration," *IJLM*, Vol. 4, No. 2, 1993





End of Section



- Exam 4 will cover material to this point
- Study guide will be posted on the Internet
- Exam will be about 35 multiple choice.
- Remember page 4 of the *Language of Logistics* terms.