



Council of Supply Chain  
Management Professionals

Educating and Connecting the World's Supply Chain Professionals.™

# MEET A MEMBER



## Guy Arcure

**Education:**

The University of North Carolina - Greensboro  
/ BS Information Systems and Operations  
Management

**Company/Title:**

National Gypsum Company/Manager, Demand  
Planning and Business Forecasting

### *When and why did you join CSCMP?*

I joined CLM in 1992 on the advice of my Director at QMS Minolta. He suggested that I broaden my profession and learn about Logistics (Supply Chain was not an acronym at this time) as it will become the next 'big thing' with many opportunities. He was correct and quite a visionary too.

### *What advice do you have for new CSCMP members on how they can maximize their membership value? What membership benefit do you find most valuable?*

Actively participate on a roundtable and attend the annual conferences. You will make significantly more valuable connections across the organization by interacting with people face to face.

The most valuable membership benefit for me is networking to explore new career horizons.

### *What has been the most impactful connection you have made through CSCMP membership?*

There have been many, but the single most impactful connection came through a CSCMP friend who became a CEO and assisted me with my career.

### *How did you get into supply chain management/logistics?*

One of my first jobs out of college was as a 'Materials Systems Analyst' implementing bar code systems, from there it led to a Global Logistics Project Manager role... this led to more roles...

### *Describe your job in a tweet (i.e. 140 characters or less)*

*To assist my company navigating the near and mid term business dimensions across highly complex market segments through comprehensive demand planning processes. Working integrally with Sales, Marketing, Finance and the Supply Chain to create profitable customer value and resource alignment within our business sectors.*

### *What are your top three job responsibilities?*

1. Lead the Demand Planning Team.
2. Work integrally across the business.
3. Actively participate on the Supply Chain Leadership and Business Strategy Teams.

## *What is the biggest challenge you face on the job, and how are you managing it?*

The continual evolution of our customers; consolidation, demand and finite resources are the largest challenge.

The best way to manage this is by getting closer to the customer through both process and agility.

## *What technologies, trends, or disruptive forces do you see having the biggest impact on supply chains?*

The biggest negative disruptive forces come from poor foundational practices across the Supply Chain; lack of a clear operating strategy, execution and accountabilities will impact the bottom line negatively every time. Moving people up too fast is also an internal failure that has widespread, devastating effects on an organization; you truly cannot not lead what you don't understand.

## *If you were to start a company from scratch, what values would you build it on?*

If I started a company it would be valuing people and selecting people who create value. People will make or break any company - I clearly navigate toward solid individuals with the core competencies to create value and work well across teams. Having a baseline of respect, transparency, fair compensation and inclusion would be a solid starting point.

## *What are you proudest of?*

After 30 years in this profession I still love all of its challenges, opportunities and rewards. Making the difference in so many past employees careers that to this day they still ask 'if there is an opening'.

## *If you could interview anyone, who would it be and why?*

David Foster. Anyone who has 45 Grammy nominations and won 16 of them is doing something right from a leadership standpoint. It would be interesting to see how he extracts talent from such a diverse group of people and holds a high degree of success with nearly everything he touches.

## *What was your childhood dream job?*

I wanted to become an Architect, the tuition was not within reach at the time.

## *When you retire, what will be the first adventure you take, or what will be the first thing you will do for which you may not otherwise have had the time?*

Given that we have now seen 7 continents and so many cities...I just want to buy one of those unreliable JEEPs again and get back to fly fishing with a couple large dogs. Absolutely no time for that now.

## *Write your own question and answer! What have we not asked that would be interesting for other CSCMP members to learn about you?*

What insights would you share for those just starting out in Supply Chain roles?

Take risks by exploring new opportunities in new cities during the first 15 years or so of your career. So many things to gain through new friendships and networking opportunities. Focus on roles that build foundational excellence which will lead to higher salaries and your ability to maintain them. Get a global assignment as nothing is forever except the experience. Navigate and surround yourself with excellent people. Distance yourself from the non professionals as they will zap your energy and cannot advance your career.