

THE HORIZON

*“Inspiring Minds,
Shaping Lives”*
Eddie Whitfield, *President*



<i>Highlights</i>	1
<i>President's Mes- sage</i>	2
<i>Event Calendar</i>	3
<i>Certification Schedule</i>	4
<i>CSCP 2013</i>	5
<i>Job Bank</i>	6
<i>Career Tips</i>	7
<i>Mastering the Meeting</i>	8
<i>Student Research</i>	11
<i>List of Company Coordinators</i>	12
<i>Optimizing the Supply Chain</i>	13

**Bauer MBAs Place in
district competition
Page 11!**

Visit us at:
www.APICS-Houston.org

Optimizing the Supply Chain: Capturing Value and Creating Competitive Advantage



Global and smaller organizations continue investing millions of dollars each year to improve, to optimize their supply chains with the stated objectives of improving: margins, customer satisfaction and return on investment. Sadly, the majority of dollars invested fail to achieve the desired return within the expected timeframe, if ever.

Read more details on page 14

Mastering The Meeting

Meetings are often the bane of many a creative's existence, especially those working for a big outfit. "Death by meeting" is a common complaint, the lament usually being one of frequency, length, or lack of productivity. Despite the many books written on the subject, meetings remain a sore spot for many. There may be a practical solution.

Read more on Page 8

Students Research Supply Chain Control Towers and Take Second Place in District

Two MBA students from the C. T. Bauer College of Business at the University of Houston claimed one of the top spots at a recent district competition in supply chain management.

Read more on Page 11

Five Ways To Keep Your Job Search Moving Forward In Summer

Managers are on vacations. Here are five ways you can keep your job-search momentum going during July and August.

Read more details on page 7

PRESIDENT'S MESSAGE

The Houston Chapter of APICS kicked off the 2013 – 2014 fiscal year in July with our annual Board of Directors Transition Meeting. The new APICS Houston Board of Directors (BODs) is organizing several events throughout the year including monthly Professional Development Meetings (PDMs) at the Hess Club, plant tours at several locations, seminars on various subjects, plus has a full slate of educational classes. In addition, the APICS International Conference and 6-Packed Conference provide top notch educational and networking opportunities for both members and non-members of APICS.

In June, we held our Top Management Night. Clay Williams, COO of National Oilwell Varco (NOV), spoke to about 200 people at the event on "Perspectives on Oil and Gas Production and Industrial Magic". During the event, a number of awards were presented to recognize outstanding individual effort in support of the APICS Houston Chapter. The following awards were presented:

Company of the Year - National Oilwell Varco, Inc.
Educational Partner of the Year - Norriseal
Instructor of the Year - Michael Cole
Company Coordinator of the Year - Peter Cayea
Volunteer of the Year - Chuck Connelly
Lifetime Achievement Award - Dr. Robert Vokurka
Bill Ridings CPIM in Year Scholarship Award - Glenn Sieffert

Again, congratulations to these volunteers who make our Chapter so successful.

MEETINGS

On August 15, 2013, APICS Houston hosts Jeffrey Howard at our Professional Development Meeting. Jeffrey will speak on "Optimizing the Supply Chain through Organizational Process Improvement". This interactive presentation discusses why organizations investing in supply chain management fail to achieve their desired return and how organizational design, performance management and human behavior affect the return.

CLASSES

The APICS Houston Chapter will start a new round of CPIM and CSCP classes. CPIM in a Year starts on Saturday, September 7. In addition, an Execution and Control of Operations class starts August 20 and is held on Tuesdays and Thursdays. A CSCP class starts Tuesday, September 3 immediately following our Labor Day weekend. For more details, please see the APICS Education and Certification page in this newsletter or visit our website at www.apics-houston.org.

The APICS Houston Chapter's instructors are all qualified through the APICS Instructor Development Program. The

program provides the instruction techniques such that our students succeed in passing APICS exams and attaining certification.

ELECTION RESULTS

At Top Management Night, the election results were announced and the 2013 – 2014 APICS Houston Board of Directors were installed by Dr. Robert Vokurka. The BODs are:

President—Eddie Whitfield, CPIM, CIRM, CSCP, MBA, PE

Ex Officio President—Tish Patel CSCP

Secretary—Reid Garrett

Treasurer—Steve Hasson, CSCP, MBA

VP of Education—Chuck Connelly, CFPIM, CIRM, CSCP, CPA

VP of Student Activities—Gozde Capar, CSCP, CSSBB, MS

VP of Membership—Tom Chambers, CSCP, MBA

VP of Marketing—Duane Chandler, CPIM, CSCP

VP of Communications—Santiago Velasquez

After seven years as the VP of Student Activities and one year as Ex Officio President, I am excited about the opportunity to return to the APICS Houston President position with such a great leadership team.

APICS INTERNATIONAL CONFERENCE

APICS 2013 is an interactive environment for supply chain and operations management professionals. The event will be held in Orlando, Florida, September 29 – October 1, 2013. With an expected attendance of more than 1600 professionals, the conference provides a cost-effective way to learn tools and solutions to address your ongoing business challenges. The event will be held at the Gaylord Palms hotel and if interested, more information and registration instructions can be found at www.apics.org.

APICS Houston Chapter will be well represented at the Conference. First, the University of Houston Supply Chain Management Graduate Students will be competing with other APICS Student Chapter District winners at the International Conference because of their First Place finish in the West Coast District Case Competition. Second, several APICS Houston BODs will be attending the Volunteer Leadership Summit training workshops, volunteering as Student Mentors and attending the conference sessions. Third, our Chapter sponsors student scholars through our donation to the APICS Education and Research Foundation program. Of course, many APICS Houston members attend the Conference as well. I hope to see you there.

Respectfully submitted,
 Eddie Whitfield CPIM, CIRM, CSCP, MBA, P.E.
 President, 2013-2014
 APICS Houston Chapter 36
President@APICS-Houston.org

APICS HOUSTON CHAPTER EVENT CALENDAR—NEXT MONTHS

13-Aug			
Date	Event	Speaker	Location
15-Aug	Optimizing The Supply Chain	Jeff Howard	Hess Club
20-Aug	Execution and Control of Operations	TBD	Baker Hughes
13-Sep			
Date	Event	Speaker	Location
3-Sep	Fall 2013 CSCP Review Class	TBD	Baker Hughes
3-Sep	Fall 2013 CPIM in a Year (all 5 Modules)	TBD	Baker Hughes
13-Oct			
Date	Event	Speaker	Location
22-Oct	Strategic Management of Resources	TBD	Baker Hughes

For more information, go to www.APICS-Houston.org under Events

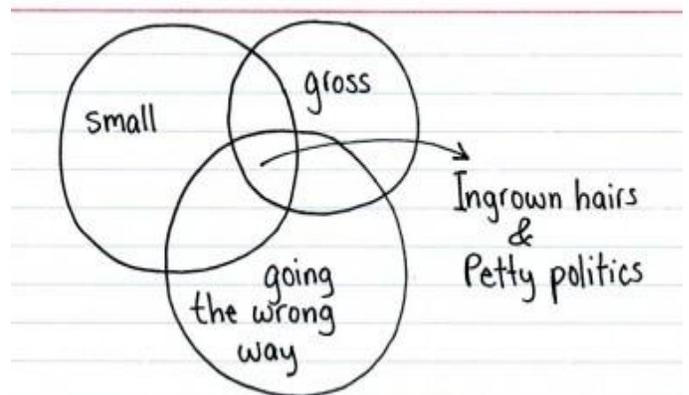
“PEOPLE LIKE US DO STUFF
LIKE THIS”

PAINFUL AND UGLY

There is no more powerful tribal marketing connection than this.

More than features, more than benefits, we are driven to become a member in good standing of the tribe. We want to be respected by those we aspire to connect with, we want to know what we ought to do to be part of that circle.

Not the norms of mass, but the norms of our chosen tribe.



Seth Godin, Best selling author and speaker
<http://sethgodin.typepad.com/>

Courtesy of Jessica Hagy, www.ThisIsIndexed.com

Reproduced with permission of Seth Godin

APICS EDUCATION AND CERTIFICATION 2013 COURSE SCHEDULE

Certified Supply Chain Professional (CSCP)					
Class	Schedule	Days	Time	Location	Early Reg Ends
Winter CSCP	Sep 3 to Dec 3	Tuesdays	6:00pm to 9:00pm	Baker	20-Aug
Certified in Production and Inventory Management (CPIM)					
Class	Schedule	Days	Time	Location	Early Reg Ends
CPIM in a Year (All Five Modules) - Save \$350 By Committing to All Five Modules					
Fall CPIM in a Year	Sep 7 to July 12	Saturday	8:00am to 12:00pm	Baker	23-Aug
Class	Schedule	Days	Time	Location	Early Reg Ends
Fall 2013 Individual Classes					
Execution & Control of Ops.	Aug 20 to Sep 19	Tue and Thu	6:00pm to 9:00pm	Norriseal	5-Aug
Basics of Supply Chain Mgmt	Sep 7 to Oct 12	Saturday	8:00am to 12:00pm	Baker	23-Aug
Strategic Mgmt of Resources	Oct 22 to Nov 14	Tue and Thu	6:00pm to 9:00pm	Norriseal	7-Oct
Master Planning of Resources	Nov 9 to Dec 14	Saturday	8:00am to 12:00pm	Baker	24-Oct

COURSE AND EVENTS LOCATIONS

Location	Address	City	State	Zip
Baker Hughes (Beltway 8 and 290 area)	9100 Emmott Road	Houston	TX	77040
Hess Club (Galleria area)	5430 Westheimer Road	Houston	TX	77056
Norriseal (Beltway 8 and West Little York area)	11122 West Little York	Houston	TX	77041
TSP (Northwest corner of 610 Loop)	3303 West 12th St	Houston	TX	77008

QUESTIONS ABOUT EDUCATION?

Do you have questions on how the Supply Chain Education Programs can:

- Improve your company's bottom line while improving customer satisfaction
- Enhance your career and make work more fun

Please contact

Chuck Connelly CFPIM, CSCP, CPA

VP of Education , APICS Houston Chapter

VPEducation@APICS-Houston.org or 713-256-7500

CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP) FOR 2013

The APICS CSCP designation is for professionals who are interested in increasing their knowledge and expertise in the field of global supply chain management. This program is ideal for individuals and organizations that are:

- Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics
- Facilitating operational and financial improvement both within and across supply chain functions
- Interested in increasing knowledge and expertise in the field of global supply chain management.
- Mastering the tools to effectively manage global supply chain activities that involve suppliers, plans, distributors and customers located around the world
- Implementing new or modifying their existing Enterprise Resources Planning (ERP) system(s)
- Desiring to create a common standard of understanding, vocabulary, best practices and frameworks within your company to address your supply chain challenges and seize opportunities
- Best practices in the day to day functions of supply chain professionals



The CSCP learning system includes:

- Approximately 1,000 pages of printed learning materials
- Interactive Web based study tools:
- Pre and Post tests
- Module specific tests
- Glossary, E-flashcards and Information Center

Candidates must apply for eligibility in order to register and take the exam. Eligibility requirements for the APICS CSCP designation are listed below. A candidate must pass just the ONE exam. Please consult www.APICS.org for additional information.

- APICS CPIM, CFPIM, or CIRM, and C.P.M. designations plus two years of related business experience, or
- Bachelor's degree or equivalent plus two years of related business experience, or

Class	Schedule	Days	Time	Location	Early Registration Ends
Fall CSCP	Sep 3 to Dec 3 **	Tuesdays	6:00pm to 9:00pm	Baker Hughes	8/20/2013

Class	Member Price		Non-Member Price	
	Early	Late	Early	Late
CSCP	\$1,850	\$1,950	\$2,050	\$2,150

Contact Chuck Connelly CFPIM, CSCP, CPA,
VP of Education at VPEducation@APICS-Houston.org

For more information on our programs or to register, please visit our website at www.APICS-Houston.org

NEW HOUSTON APICS CHAPTER MEMBERS

APICS Houston Chapter welcomes it's new chapter members:

New Members Information	
Type	Number
Professional Member	34
Academic Professional	1
Enterprise Professional	8
Young Professional	5
Total	48

To view the detailed list of new members, go to www.APICS-Houston.org/recognition/default.aspx

CAREER CENTER JOB BANK UPDATE FOR AUGUST 2013

The APICS Houston Chapter is pleased to highlight the following new opportunities for our members.

- **Planning Manager**, NOV Downhole
- **Sr. Director of Strategy and Global Logistics**: SPX Corporation
- **Senior Buyer** Sysco
- **Supervisor Material Management**; HighMount E&P

More information about job opportunities can be found at

www.APICS-Houston.org under **Job Board**.

If you have additional questions please contact:

Marisa McNevin, Director of Job Bank,

JobBank@APICS-Houston.org or 832-643-5415

YOUR PERMANENT RECORD

"I'm going to record this conversation, okay?"

How Nixonian! The idea of being on the record is a scary one. It's the hot button of, "This is added to your school transcript." Forever, it seems, you will be marked by what you did or said, a pristine record, besmirched.

Today, of course, the post-Nixon reality exists. So much is on your permanent record that we've all been besmirched. That video response you posted, that comment, that update. The fact that you didn't actually work on that team your resume claims you did. The customer who left your restaurant angry and posted a negative review on one site or another.

In a heartbeat we went from special, [gap-free makeup](#) for TV stars on HD to online candid photos of every celebrity, [without makeup](#).

If you don't know how to speak with confidence on tape, you've now entered a culture where you will never be able to speak. Because it's all on tape, it's all online, it's all on your permanent record.

Everyone has failed, everyone has misspoken, everyone has meant well but done the wrong thing. Your favorite restaurants, cafes and books have all gotten a one-star review along the way. No brand is perfect, no individual can pretend to be either.

Perfect can't possibly be the goal, we're left with generous, important and human instead.

Seth Godin, Best selling author and speaker
<http://sethgodin.typepad.com/>

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CAREER TIPS BY DEBORAH WALKER



Planning For The Unexpected Job Interview

Don't wait until you start a job search to begin polishing your interview skills. Important interview opportunities can present themselves at any time. For example:

- **Unplanned internal job openings present themselves**
- **A recruiter calls you out of the blue**
- **A former colleague introduces you to his boss**

Those who continually grow in their careers are always prepared for these situations. Their interview skills are sharp at all times. To know if your skills are sharp enough to handle a surprise interview, see if you can answer the following three questions:

1. Can you concisely state your value proposition in 30 seconds or less? A concise value proposition can make a critical difference in winning you a new position.

2. Do you know your top five accomplishments, and can you communicate their impact to your employer's bottom-line initiatives? Accomplishments give employers a way to associate your skills with their needs and gives them a reason to remember you.

3. Are you prepared to answer your own toughest interview questions, or do you hope they just won't come up? Think about the questions that will be your biggest pitfalls—and be prepared to answer them.

Be prepared to answer all these questions and more. With those answers in hand, you'll be ready for the unplanned interview so that you take your career from mediocre to marvelous with "always-ready" interview skills.

Summer is typically a slow time for job seekers. Interviews and hiring decisions get delayed while recruiters and hiring

Five Ways To Keep Your Job Search Moving Forward In Summer

Managers are on vacations. Here are five ways you can keep your job-search momentum going during July and August.

- 1) Check in with recruiters once a week just to let them know you are still interested.
- 2) Take former coworkers to lunch or coffee to uncover potential job leads with their employer.
- 3) Attend your professional association Summer events, especially picnics or fundraisers.
- 4) Fine tune your resume to make sure it's in line with current trends and key words.
- 5) Don't get discouraged by the season's slow process. Just keep plugging away.

Remember, much of your competition has decided to take the Summer off from their job search. Make good use of this time to stay productive in your job search. When that hiring manager gets back from vacation you'll be ready to convince him/her that you're the best person for the job.

Deborah Walker, Certified Career Management Coach

Contact at Deb@Alphaadvantage.com

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The APICS Houston Chapter has an online presence through social networks. **Please join us!**

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Look for APICS Houston Chapter Group Page



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Mastering The Meeting

by Matthew E. May



the

Meetings are often the bane of many a creative's existence, especially those working for a big outfit. "Death by meeting" is a common complaint, the lament usually being one of frequency, length, or lack of productivity. Despite the many books written on the subject, meetings remain a sore spot for many. There may be a practical solution.

Introducing the "Lean" Meeting

One of the most interesting things I observed over the eight years I spent as a creative advisor to Toyota was how a team of designers or engineers working on the same project might hold several short meetings over the course of the day—sometimes as many as five different times. The interesting aspects were three-fold:

The meetings were not necessarily scheduled. They were held as needed, on a just-in-time basis. Further, they weren't anchored by any scheduling software timeblocks. In other words, they weren't slave to some multiple of 15 minutes. They might be 7 minutes, or 22 minutes. I saw one meeting last barely over a minute.

Little discussion occurred. The meetings were held for a single purpose: to make a key decision.

The meetings were in essence a formality. I learned that the Toyota project teams held a completely opposite view of the "meet and confer" philosophy held by most organizations. The "confer" part was held outside the meeting, conducted by individuals in one-on-one dialogs, so that by the time the meeting was held, all team input had been gathered and an informal consensus had been achieved.

Born in the factories of Toyota, "lean" was the term coined the 1996 book *Lean Thinking* and recently re-popularized by

2011 book *The Lean Startup*. A lean practitioner looks at the world of work as being one of two things: value-adding, or non value-adding. The ultimate goal of becoming lean is to add value by eliminating everything that doesn't.

While some of the success can be contributed to Toyota's overall mindset of keeping things lean, the good news is that you don't have to be Toyota to dramatically improve the results of your meetings in much the same fashion.

The critical starting point is to think of meetings as you would any other process: to be considered lean, a meeting must be characterized by minimal, and preferably absent, non value-adding work.

The 3 M's

The words *muri*, *mura*, and *muda* in Japanese hold a special place in the heart of a well-trained lean practitioner. They are the brainchild of Taiichi Ohno, the founding engineer of the vaunted Toyota Production System.

Muri means **overload**, and is described as stress, strain, or undercapacity.

Mura means **inconsistency**, and can take the form of irregularity, imbalance, or interruption.

Muda means **waste**, and comes in seven basic flavors: overproduction, overprocessing, waiting, unnecessary motion, transportation, defects, and inventory.

Although most meetings are fraught with all three, *muda* is the easiest of the three to target because it is generally more visible. In fact, most people view meetings as a complete waste, as they so often steal precious time and productivity without adding anything remotely resembling real value.

Take a forensic look at your last meeting and ask yourself a few questions:

(Continued on page 9)

Mastering The Meeting (Continued)

Did it add value for everyone, or was it mostly arm-waving (i.e. **overproduction**)?

Was there a – focus on a critical issue, or did we simply brush the surface of too many subjects (i.e. **overprocessing**)?

Did we start and stop precisely on time, or were we **waiting**?

These are just a start, but if the answers to those questions reveal three negative answers, it's time to make your meetings lean. Start with a simple three-point strategy:

1. Limit yourself to keep it under 12 minutes.

Part of what constitutes any lean operation is the absence of “batch and queue,” meaning piling and lining up. A Toyota process is characterized by small lots, often a single piece, and high frequency...conducted in a just-in-time fashion.

You can employ the same strategy. Keep your meetings short, but higher frequency. Commit to meetings under 12 minutes, and use your calendar software to help you avoid the 15-, 30- and 6-minute timeblock default. That forces you to simplify the purpose of the meeting.

2. Only have meetings around a single purpose or goal.

Commit to using meetings for the singular purpose of making a decision. That forces you to employ the third strategy:

3. Unsocial meetings.

At Toyota, the principle of *nemawashi* is used to gain consensus on ideas and plans. The term comes from the art of bonsai, and means “preparing the roots for planting.” In other words, socialize your content before the meeting using quick huddles, office fly-bys, one-on-one conversations. Gain input and consensus outside the meeting context, so that the whole notion of “next steps” is limited to being decisive in meetings.

How about you?

What methods have you tried to make meetings more efficient?

Matthew E. May is an innovation catalyst and the founder of EDIT Innovation, an L.A.-based creative consultancy. He's the author of four critically acclaimed books on innovation, his latest being *The Laws of Subtraction*.

www.matthewemay.com

(This article originally appeared on [99U](#). Illustration by Oscar Ramos Orozco.)

DISCOVER APICS MEMBERSHIP BENEFITS

The APICS Houston Chapter kindly invites you to become an APICS member, joining thousands of professionals world wide. By joining APICS, you obtain the following benefits:

- Access the extensive APICS body of knowledge—the most expert, current, and relevant education in operations and supply chain management.
- Connect to an impressive community of nearly 40,000 members around the globe—all committed to building excellence in operations management.

APICS offers a broad range of memberships:

- **Professional**
- **International e-membership**

- **Joint international**
- **Academic professional,**

For more details, Contact

Tom Chambers, VP of Membership
VPMembership@APICS-Houston.org

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APICS Houston Presents

CPIM in a Year - Fall 2013

Register at:

www.APICS-Houston.org

Dates:

Saturdays
See schedule below

Times:

8:00am to 12:00pm

Location:

Baker Hughes
9100 Emmott Road
Houston, TX 77040

Pricing

Members:

- Early: \$2,050
- Late: \$2,200

Non-Members:

- Early: \$2,250
- Late: \$2,400

Does NOT include testing fees.

Contacts:

Chuck Connelly
CFPIM, CSCP and CPA
Chuck.Connelly@gmail.com



Save MONEY by signing up for All 5 CPIM Modules

Start in September 2013 & Finish in July 2014



Since 1973, the CPIM program has educated more than 75,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

APICS CPIM PROGRAM BENEFITS

- Increase your functional knowledge of production & inventory management.
- Improve efficiency of your organization's supply chain.
- Streamline operations through accurate forecasting.
- Predict outcomes more accurately.
- Maximize ROI on systems and technologies.
- Increase profitability by optimizing your organization's inventory investment.
- Enhance your credibility among peers, employers, and customers

PROGRAM SCHEDULE

	Start	End	No Class	Test
Basics of Supply Chain Management	09/07/13	10/12/13		
Master Planning of Resources	11/09/13	12/14/13	11/28/13	
Detailed Scheduling and Planning	01/25/14	03/01/14		
Execution and Control of Operations	04/05/14	05/03/14		
Strategic Management of Resources	06/07/14	7/12/14	7/5/14	

Students should schedule exams between classes.

Innovative Angle Gives Bauer MBAs Edge in Supply Chain Paper Students Research Supply Chain Control Towers and Take Second Place in District Competition



Bauer MBA students Magdalena Gonzalez and AbdulAhed Farooqi tackled a hot topic in supply chain and earned second place for their research in a recent competition.

Two MBA students from the C. T. Bauer College of Business at the University of Houston claimed one of the top spots at a recent district competition in supply chain management.

Bauer MBA candidates Magdalena Gonzalez and AbdulAhed Farooqi earned second place at the recent APICS Terra Grande District Chuck K. Nelson 2013 Student Paper Contest for their work, "Improving Supply Chain Performance through Supply Chain Control Towers." The paper bested other submissions from Arkansas, Colorado, Louisiana, Oklahoma and New Mexico.

The topic of supply chain control towers is a fairly new concept that improves supply chain visibility and the decision-making process, Gonzalez said. Control towers involve a

system of people, technology and processes to oversee and manage an end-to-end view of supply chains using real time data.

"We chose this topic because it is cutting edge and because we knew it would be a challenge," Gonzalez said. "We came across a few supply chain bulletins online that cited supply chain control towers as the next 'big thing' to hit supply chain management in 2013. What was once just a conceptual idea is now actually being rolled out in a few yet prominent companies."

Gordon Smith, who teaches supply chain management at the Bauer College and mentored the student team, said the recognition emphasizes the strength of the college's program.

"I am absolutely delighted with the outcome of the recent paper competition and extremely proud of our students," he said. "I feel that this result speaks very highly of our MBA program."

The students said they were intrigued to research such a hot topic in the supply chain discipline and add to the emerging discussion.

"The supply chain industry is an ever growing and evolving industry with new concepts emerging yearly," Farooqi said. "Competitions can help students form a new understanding of the industry and push us to think beyond that which has been thought. This competition in particular has improved my own understanding and has made me more confident with dealing with new challenges in the industry."

Content provided by Bauer College of Business at the University of Houston bauer.uh.edu

WANT TO BECOME A COMPANY COORDINATOR?

Company Coordinators act as liaisons between the Houston Chapter Board of Directors and fellow employees to help their companies derive maximum benefit from its APICS membership. The Company Coordinator promotes APICS within their own Company by defining the benefits of membership participation and be a key source of information regarding APICS within your organization .

For more information, please contact **Jim Nolan,**
Director of Company Coordinators,
CompanyCoordinators@APICS-Houston.org

To see the **list of current company coordinators,** go to
www.APICS-Houston.org/recognition/default.aspx

APICS HOUSTON CHAPTER

BOARD OF DIRECTORS 2012 – 2013

The Houston APICS Chapter Board is a dedicated team of people that work to provide relevant events and services to chapter members. Your **feedback is essential** for continuous improvement, so please contact us with comments, suggestions and improvement ideas.

Position	Name	Contact
President	Eddie Whitfield, CPIM, CIRM, CSCP, MBA, PE	President@APICS-Houston.org
Secretary	Reid Garrett	Secretary@APICS-Houston.org
Treasurer	Steve Hasson, MBA, CSCP	Treasurer@APICS-Houston.org
Ex Officio President	Tish Patel	Ex-Officio@APICS-Houston.org
VP of Education	Chuck Connelly, CFPIM, CIRM, CSCP, CPA	VPprofessionaldevelopment@APICS-Houston.org
VP of Student Activities	Gozde Capar, MS, CSCP, CSSBB	VPStudentActivities@APICS-Houston.org
VP of Membership	Tom Chambers, MBA, CSCP	Membership@APICS-Houston.org
VP of Marketing	Duane Chandler, CPIM, CSCP	VPmarketing@APICS-Houston.org
VP of Communications	Santiago Velasquez	VPCommunications@APICS-Houston.org
Director of Education	Michael Cole CPIM, CSCP	Education@APICS-Houston.org
Director at Large	Chris Agner	Co-CompanyCoordinators@APICS-Houston.org
Director of Seminars	Mauricio Hernandez, MBA, CPIM, CSCP	Seminars@APICS-Houston.org
Director of Job Bank	Marisa McNevin	JobBank@APICS-Houston.org
Director of Horizon	Josh Howard	Editor@APICS-Houston.org
Director of Programs	John Burks	Programs@APICS-Houston.org

LIST OF COMPANY COORDINATORS

Below, a list of the company coordinators that are currently working with the APICS Houston Chapter. Please contact your **local company coordinator** for more information about Chapter services and events.

Company Coordinator	Company	Company Coordinator	Company
Chris Agner	National Oilwell Varco - Westchase	Ken Jamison	Weatherford - Gulf Bank
Bharat Parikh	Emerson Process Management	Bob Kirkpatrick	National Oilwell Varco - Bammel
Peter Cayea	Cameron International	Lisa Leroux	Weatherford
Prasanth Chakra	Bayer	Larry McClellan	Schlumberger - HPC
Duane Chandler	Weatherford International	Heidi McKnight	National Oilwell Varco - FM 529
Madhavi Chiru-	Toshiba	Gary Mundell	National Oilwell Varco - FM 529
Lana Forrest	Baker Hughes	Jim Nolan	FMC Technologies
Bob Gardner	Pathfinder/Schlumberger	Patrick Paro	Del Packaging
Steven Hasson	TSP	Giovanni Ramirez	National Oilwell Varco - Galena Park
Chuck Hayes	Cameron - Flow Control	Angelina Rodriguez	National Oilwell Varco - Air Center Blvd
Kevin Helm	Oceaneering	Chaitanya Saha	National Oilwell Varco - West Little York
Cathy Hernan-	Halliburton Energy Services	Ram Santhanavaradan	National Oilwell Varco - Conroe
Mauricio Her-	Shell	Don Thomas	Unisource
Carol Hickman	Hewlett-Packard	Kevin Tye	Weatherford International - Northwoods
Mark Hoffman	Cameron Drilling Systems	Lee Currier	Hunting Energy Services - Subsea Technol-
Tracy Hughey	Akzo Nobel	Robert Yagel	Goodman Manufacturing



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Optimizing the Supply Chain



Global and smaller organizations continue investing millions of dollars each year to improve, to optimize their supply chains with the stated objectives of improving: margins, customer satisfaction and return on investment. Sadly, the majority of dollars invested fail to achieve the desired return

within the expected timeframe, if ever. Management often asks:

- Why is this the case?
What alternative(s) exist that will affect desired changes that:
Improve visibility
Deliver timely results...consistently
What are the costs and benefits?
How can any alternative be successfully implemented?
Which course of action is best for us?

Our presentation leverage several examples from traditional organizations including Energy and beyond. During the presentation we will have an interactive discussion on means to address these challenges and share some successful case examples. By reviewing performance objectives from various levels within the organization and examining how these affect performance, specifically supply chain performance, a number of competing factors appear. These indicate how well an organization is positioned to achieve or to miss objectives. Surprisingly, case experience shows many factors running counter to organizational can be overcome and are within management's control.

When: August 15th at 5:30
Where: Hess Club
How Much:
Members: \$25.00
Non-Members: \$30.00
Students: \$10.00

Capturing Value and Creating Competitive Advantage Though Organizational Process Improvement enabled via Enterprise Aligned Performance Metrics

The answers lie in organizational design, performance measurement and human behavior including their alignment.

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