

# THE HORIZON



<i>Highlights</i>	1
<i>President's Message</i>	2
<i>Event Calendar</i>	3
<i>When "Corporate" Gets in the Way</i>	4
<i>Certification Schedule</i>	5
<i>CSCP</i>	6
<i>It's not about "Productivity"</i>	7
<i>Career advice</i>	8
<i>Rules for US Importers</i>	9
<i>6-Packed</i>	10
<i>CPIM in a Year</i>	11
<i>List of Company Coordinators</i>	12
<i>October PDM</i>	13

**APICS Definition of the Month Page 7!**

Visit us at:  
[www.APICS-Houston.org](http://www.APICS-Houston.org)

## OCTOBER 17, PDM— WHY PROJECTS ARE LATE



If your organization is like many, you continue to experience failure to deliver projects to schedule, budget, and scope, and may experience cancelled projects at an alarming rate. It affects all projects from basic R&D to construction, in all industries.

*Successful projects are NOT the result of successful planning. They're the result of skillful execution.*

**Read more details on page 14**

## WHEN CORPORATE GETS IN THE WAY

One of the things that pains me the most is when I hear people saying they can't make improvement because "Corporate" won't allow it or a policy stands in the way of common sense. I recently witnessed this at my local Starbucks. I watched as a worker who was grinding a pound of coffee beans for me struggled to see into the grinder to see if all the beans had been ground. **Read more on Page 4**

## IT'S NOT ABOUT "PRODUCTIVITY" IT'S ABOUT LIVING PURPOSEFULLY

In the time you've read this sentence, your brain has processed about 200 "bits" of information. Your brain can handle roughly 100 bits of information per second which then become part of your awareness.

Following a conversation between two people takes about that much bandwidth (have you ever noticed how hard it is to follow three or more people talking at the same time?). **Read more details on page 8**

## RULES FOR US IMPORTERS NON-COMPLIANCE CAN BE COSTLY

Increasing concerns about national security in recent years has prompted U.S. Customs and Border Protection, or CBP, to develop the Importer Security Filing, known as ISF. Since Jan. 26, 2009, shippers transporting goods by vessel have been required to transmit detailed information to a CBP warehouse, allowing CBP to identify high-risk imports. **Read more on Page 10**

## PRESIDENT'S MESSAGE



Last week I flew to Orlando for the APICS 2013 International Conference. I attended the Cut Score Workshop for the CPIM Detailed Scheduling and Planning (DSP) course. The workshop is a step in the process to establish the test score for passing the DSP exam. The process is interesting since test questions differ in difficulty for a number of reasons, yet each question answered correctly counts as one correct question. The result of the workshop process is a consensus from the team of over twenty people for the minimum test score that will pass the exam.

On Saturday, the APICS Leadership Summit begins with several educational presentations. The summit is followed by the APICS Scholar Meet & Greet event where our Chapter Board Members and other mentor volunteers will meet the APICS Student Chapter member mentees. The evening has Welcome Reception networking event which reviews the accomplishments of APICS Society, APICS Chapters and Members that won special recognition. On Sunday, the conference will formally open with Educational Sessions and General Sessions (keynotes) that will last through Tuesday.

Today, the University of Houston started their Student Case Competition which continues into the night and through Saturday. Despite being involved with the Cut Score Workshop, I spoke with a few of the students and they were both excited and a little nervous. Next month, I will present the results of the completion.

### 6-PACKED CONFERENCE

The Terra Grande District of APICS will present the 10th annual 6-Packed Supply Chain Conference in Dallas, Texas on March 6th and March 7th at the Crowne Plaza Dallas. Requests for presentation titles and abstracts will be sent shortly after the APICS 2013 International Conference. The event will feature over 30 sessions presented by recognized supply chain leaders covering several topical areas including:

- Implement Lean Initiatives
- Successfully Reduce Inventory Costs and Investment
- Improve Your Supplier's Performance
- Plan Better to Execute Better
- Pragmatically Implement "Green" Initiatives

For attending the event both days, you will earn 16 certification maintenance hours. The following link and people can provide more information:

<http://www.6packed.org/>

### General Questions

Chuck Connelly CFPIM, CSCP, CPA  
[VPEducation@APICSHouston.org](mailto:VPEducation@APICSHouston.org)  
 713-256-7500

### General Questions Speakers, Sponsorship, Vendor Exhibits

Chet Frame CFPIM, CSCP  
[Cframe1@elp.rr.com](mailto:Cframe1@elp.rr.com)  
 915-203-8040

### Registration

Cheri Freedman  
[Cframe1@elp.rr.com](mailto:Cframe1@elp.rr.com)  
 907-690-1462

### PROFESSIONAL DEVELOPMENT MEETINGS

In October, Mark Woepfel, President of Pinnacle Strategies, will discuss "Why Projects are Late (and How to Prevent Them Being So); An Introduction to Visual Project Management." The presentation will examine seven principles at the core of project execution.

Attendees of Mark's presentation will learn:

- The 4 most destructive myths about project management
- Why projects – all projects – perform so poorly
- Which behaviors are most important to produce results
- What can be done to reduce project meetings by 75%

In September, Jim Rooney, owner of People Smart Tools, presented on "Applying Reverse Logic to Improve Business Operations". His interactive presentation illustrated using reverse logic principles for discovering solutions. By illustrating this methodology, he showed how the method yields solutions that would be overlooked using standard decision making tools. For those attending the PDM, Jim provided his book that describes the methodology for free. In the future, Jim will provide an occasional guest article for *The Horizon*.

### CLASSES

Registration started September for our classes starting in January. If you have interest in registering for our classes, I highly suggest planning ahead and registering early to insure availability. For more details, please see the APICS Education and Certification page in this newsletter or visit our website at [www.apics-houston.org](http://www.apics-houston.org).

**Respectfully submitted,**  
 Eddie Whitfield CPIM, CIRM, CSCP, MBA, P.E.  
 President, 2013-2014  
 APICS Houston Chapter 36  
[President@APICS-Houston.org](mailto:President@APICS-Houston.org)

## APICS HOUSTON CHAPTER EVENT CALENDAR—NEXT MONTHS

13-Oct			
Date	Event	Speaker	Location
17-Oct	Why Projects are Late—And How to Prevent Them From Being So	Mark Woepfel	Hess Club
22-Oct	Strategic Management of Resources	CPIM Instructor	Baker Hughes
13-Nov			
Date	Event	Speaker	Location
9-Nov	Master Planning of Resources	CPIM Instructor	Baker Hughes
14-Nov	PDM—To be announced	TBD	Hess Club
14-Jan			
Date	Event	Speaker	Location
7-Jan	Basics of Supply Chain Management	CPIM Instructor	Baker Hughes
18-Jan	CSCP Certification Class (Winter 2014 Series)	CSCP Instructor	Baker Hughes

For more information, go to [www.APICS-Houston.org](http://www.APICS-Houston.org), under **Events**

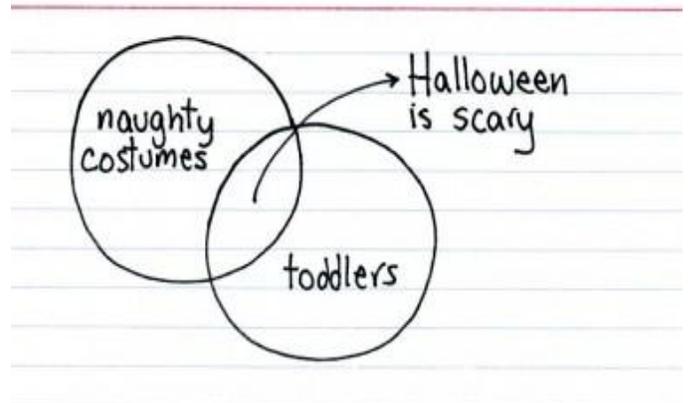
### COORDINATE AND AMPLIFY

If you've got an idea or you're working in marketing, the temptation is to seek out and evangelize those that 'don't get it,' to find and sell to the skeptics.

In fact, real change comes from finding and embracing and connecting and amplifying those that are inclined to like you and believe in you.

Ideas spread from person to person, not so much from you to them. So find your biggest fans and give them a story to tell.

### ABSOLUTELY BONE CHILLING

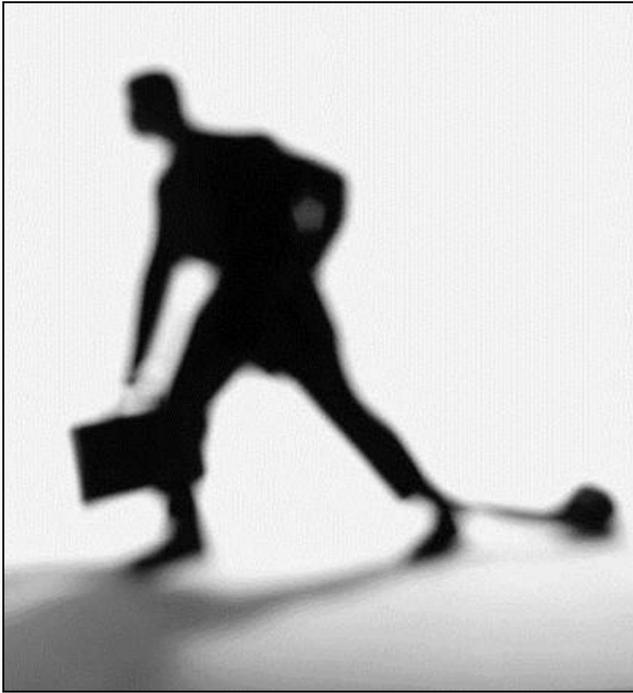


**Seth Godin**, Best selling author and speaker  
<http://sethgodin.typepad.com/>

Courtesy of Jessica Hagy, [www.ThisIsIndexed.com](http://www.ThisIsIndexed.com)

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## WHEN “CORPORATE” GETS IN THE WAY



One of the things that pains me the most is when I hear people saying they can't make improvement because "Corporate" won't allow it or a policy stands in the way of common sense.

I recently witnessed this at my local Starbucks. I watched as a worker who was grinding a pound of coffee beans for me struggled to see into the grinder to see if all the beans had been ground. She was particularly short and the coffee grinder was positioned at the back of a wide shelf. She leaned forward unsteadily on her tiptoes and used a long spoon to try to push the beans that may be remaining on the sides into the center of the grinder.

Ergonomically, nothing she did was particularly safe. Yet she was trying to do the right thing: deliver to me a full pound of ground beans. (Which is yet another example of something I regularly say: "Most people will do **whatever** it takes to get the job done. So be careful what behaviors you encourage due to poor processes or workplace design.")

After watching her for a few minutes, I mentioned feeling bad for her and asked if she had talked with her manager about how awkward it was for her to be successful

performing a simple task. We got talking a bit and, after she explained their cramped space problem, I suggested a simple solution of putting a mirror on the underside of the upper cabinet that was above the grinder (yes, I recognize that I was not in coaching mode). She lit up and then her smile faded and she said, "We'd never be allowed to do that. Corporate won't let us."

About a week later, I was fortunate to have two Starbucks managers in a workshop I delivered. When I shared the story with them during a break, they acknowledged that in its zest for standardization, "Corporate" may have gone overboard and created too many restrictions—or perceived restrictions—for stores to adjust to local conditions. They said they'd take the story back to Corporate and find a way to strike a better balance between standardization and common sense kaizen.

Keep in mind that this isn't just a Starbucks problem. This is an every-organization problem. Starbucks happens to be one of the best-run organizations I encounter as a consumer. So if Starbucks can fall prey to this pesky disease, so can any organization. And they do.

While standardization is absolutely necessary, concurrent flexibility and continuous improvement needs to be built into the system and embedded into the culture to enable the business to adapt on a dime. Employees need to be authorized to make minor improvements that make work easier and safer. Without giving employees freedom with boundaries, we create systems of disrespect that disengage and, in the worse cases, strip people of their dignity.

Workplaces are meant to be vibrant venues to meet customer needs, make a profit, and allow workers to realize their full potential as human beings. It's really that simple. Why do we make it so difficult?

**Karen Martin**

Author of *The Outstanding Organization*

The Karen Martin Group, Inc

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**Follow us on LinkedIn!**  
Look for APICS Houston Chapter Group Page



**Follow us on Facebook!**  
Look for APICS Houston Chapter



# APICS EDUCATION AND CERTIFICATION

## 2013 COURSE SCHEDULE

Certified Supply Chain Professional (CSCP)					
Class	Schedule	Days	Time	Location	Early Reg Ends
Winter CSCP	Jan 18 to March 29 *	Saturdays	8:00am to 12:00pm	Baker	24-Jan
Certified in Production and Inventory Management (CPIM)					
Class	Schedule	Days	Time	Location	Early Reg Ends
<b>CPIM in a Year (All Five Modules) - Save \$350 By Committing to All Five Modules</b>					
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](mailto:VPEducation@APICS-Houston.org) or 713-256-7500

# CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP) FOR 2014

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](http://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
- Five years of related business experience.

Class	Schedule	Days	Time	Location	Early Registration Ends
Winter CSCP	Jan 18 to March 29 *	Saturdays	8:00am to 12:00pm	Baker Hughes	1/7/14
Spring CSCP	March 25 to June 17	Tuesdays	6:00pm to 9:00pm	Baker Hughes	3/7/14
Fall CSCP	Sept 9 to Nov 11	Saturdays	8:00am to 12:00pm	Baker Hughes	8/26/14

Class	Member Price		Non-Member Price	
	Early	Late	Early	Late
CSCP	\$1,940	\$2,040	\$2,140	\$2,240

- Contact Chuck Connelly CFPIM, CSCP, CPA at [VPEducation@APICS-Houston.org](mailto:VPEducation@APICS-Houston.org) for more information
- For more information on our programs or to register, please visit our website at [www.APICS-Houston.org](http://www.APICS-Houston.org)

## IT'S NOT ABOUT "PRODUCTIVITY." IT'S ABOUT LIVING PURPOSEFULLY

In the time you've read this sentence, your brain has processed about 200 "bits" of information.

Your brain can handle roughly 100 bits of information per second which then become part of your awareness. Following a conversation between two people takes about that much bandwidth (have you ever noticed how hard it is to follow three or more people talking at the same time?).

Reading quickly will take about 50 bits per second, leaving the rest for sounds, sights, and smells of the environment around you. Everything we perceive as human beings takes up some allotment of our brain's processing power. Having a deep conversation with a loved one, watching TV, doing mindless work, and sitting quietly and watching the world around you, all draw from the same pool of attentional resources.

If we assume your brain can process 100 bits of information a second, we can extrapolate how much information your brain can process in your entire lifetime (assuming you live to be about 80 and you sleep for eight hours a night). That number comes out to be roughly 150 billion bits of information.

That sounds like a huge number, right? However, we're talking about the entirety of your experiences as a human being being encapsulated in one simple number. Every emotion, thought, sensation, and conversation you'll ever have is included in that number and the way you've allocated those 150 billion bits of attention over the course of your life will make up the entirety of who you were and what you accomplished.

Suddenly, 150 billion doesn't seem so big.

We're talking about the entirety of your experiences as a human being being encapsulated in one simple number.

For some, productivity is about fiddling with new tools or shaving seconds off an ultimately meaningless task. It can be

fun to read about others' productivity hacks and try them in our own workflows. But really, thinking about productivity means coming back to those 150 billion bits that make up who you are and who you will be.

It becomes less about tips and tricks and more about making sure you're allocating the most scarce resource in the universe, your attention, in ways that most closely align with who you are and what impact you want to have on the world. It's about eliminating the unnecessary tasks and demands that are eating away at your 150 billion bits so you can focus on something that helps another person or creates a little more beauty in the world or solves an important problem or makes you feel like you're on this planet to do something worthwhile.

"Being productive" isn't about getting more work done. It's about making sure those 150 billion bits are spent as wisely as possible.

Watching TV and having a conversation with a loved one will take about the same number of bits of information for your brain to process. Mindlessly flipping through the channels after work and brainstorming a new creative endeavor take about the same number of bits to perform. Which is more meaningful to you? Which will you be glad you did more of when bit number 1,499,999,999 rolls over?

*A thank you must be given to my professor Mihaly Csikszentmihalyi for first sharing this perspective regarding attention and it's impact on who we are and ultimately, who we end up being.*

**By Sam Spurlin Coaching and Consulting**

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[samspurlin@gmail.com](mailto:samspurlin@gmail.com)

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Originally posted on [99u.com](http://99u.com)

## APICS DICTIONARY 13<sup>TH</sup> EDITION DEFINITION: KAIZEN

**Kaizen** – The Japanese term for improvement; continuing improvement involving everyone-managers and workers. In manufacturing, kaizen relates to finding and eliminating waste in machinery, labor, or production methods.

# MAKE A GREAT FIRST IMPRESSION IN YOUR NEXT JOB INTERVIEW



The first 30 seconds of a job interview can make or break your chances of a job offer.

Interviewers gather clues about you based on the way you look, how you shake hands, the eye contact you make and the first words that come out of your mouth.

Here are three tips for starting your interview off on the right foot.

1. **Dress your best.** Never dress business casual for a job interview. Your suit should be classic in style, and conservative in color. Women, don't wear low necklines or short skirts. Men, make sure your shirt is pressed to perfection and your tie isn't too loud. Likewise, avoid all perfumes, scented deodorants and aftershave lotions. By the way you dress you announce to the interviewer how important you see him and his company.
2. **Your handshake tells all.** Your interviewer will read your character in your handshake. He/she will decide how honest you are by the way you shake his hand. A limp handshake reveals lack of interest. An aggressive handshake gives the impression of an overly eager or desperate candidate. A tip-of-the-fingers shake says lack of sincerity. Sweaty palms shows fear.

3. **Mirror your interviewer speaking style.** The quickest way to connect with your interviewer is to mirror their speaking style. If he speaks fast, you should also speak fast. If he has a slow manner of speaking, so should you. More importantly, you must match the level of detail that your interviewer speaks with. If you provide too much detail to one who is direct, you will overload them with information. They will quickly lose interest in you. On the other hand, if you are too direct in your answers to one who enjoys details they will suspect that you are trying to hide facts.

It's true that you only have one opportunity to make a first impression. If you blow the first few minutes of your interview you may have lost your chance at a great job.

Remember, you'll most likely interview several people for each job opportunity. You'll have to make a great first impression with each interviewer. Don't get lax in your first-impression strategy.

Use these tips for each and every person you interview with and you'll be on your way to your next best career opportunity.

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**Deborah Walker**, Certified Career Management Coach

Contact at [Deb@Alphaadvantage.com](mailto:Deb@Alphaadvantage.com)

Website: <http://alphaadvantage.com>

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## 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](mailto:VPMembership@APICS-Houston.org)

## RULES FOR US IMPORTERS NON-COMPLIANCE CAN BE COSTLY

Increasing concerns about national security in recent years has prompted U.S. Customs and Border Protection, or CBP, to develop the Importer Security Filing, known as ISF.

Since Jan. 26, 2009, shippers transporting goods by vessel have been required to transmit detailed information to a CBP warehouse, allowing CBP to identify high-risk imports.

CBP has yet to issue a Final Rule on ISF, which would enforce liquidated damage assessments against noncompliant shippers. Regardless, these assessments could be issued up to six years after the ISF filing or the lack of filing. Proper execution and issuance of the ISF filing — including procurement of a CBP bond — is already an essential element of the ocean import process.

In most cases, the shipper or shipper's agent must transmit several data elements to CBP's ISF team 24 hours prior to loading the goods onto the ship. They also must post a CBP bond to guarantee the completeness, accuracy and timeliness of the transmission.

CBP requires five or 10 data elements in the ISF filing. Five data elements are required for cargo such as freight remaining on board the vessel or freight not imported into the U.S. but passing through for export. Ten data elements are required for goods that will be imported into the U.S.

When only five data elements are required, the following must be provided: (1) booking party name and address, (2) foreign port of unloading; (3) city code for the place of delivery, (4) name and address of the first deliver-to party scheduled to physically receive the goods and (5) the six-digit harmonized tariff number describing the goods.

When more detailed filing is necessary, CBP requires the following 10 data elements: names and address of the (1) seller, (2) buyer, (3) importer of record, (4) consignee, (5) manufacturer, (6) ship to party, (7) container stuffing location, (8) consolidator, (9) goods' country of origin, and (10) the six-digit tariff number.

Breakbulk shipments must complete ISF filings and require a CBP bond. There is an exemption available to carriers who apply, but the exemption only applies to the timing of the ISF transmission to CBP, changing the due date of the data transmission to 24 hours prior to the arrival at the port of discharge.

Other ISF exemptions include:

- Bulk cargo stored loose in the hold, such as oil, grain or coal. See [cbp.gov](http://cbp.gov) for a detailed definition of "bulk cargo" and a list of examples.
- Instruments of international traffic.
- Shipments with no sea voyage component.

Items that require ISF filing, but for which a CBP bond is not required:

- Household goods and personal effects.
- Government and military entries.
- Diplomatic entries.
- Carnets.
- International mail.
- Informal shipments.

ISF is frequently filed using continuous import bonds (Activity Code 1) and ISF single transaction bonds (Activity Code 16).

Since the 2009 enforcement date, surety data reflects a distinct trend away from the ISF single-transaction bond in favor of the continuous import bond, as many sureties set limits on the aggregate number of ISF single-transaction bonds that can be filed per principal. These bonds can be secured through a licensed customs broker.

Awareness of the implications of ISF, knowing your supply chain and working with experienced professionals are best

practices for compliant shippers. Proper execution of these practices will help mitigate the risks of financial loss due to liquidated damage assessments.

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*Jason Palumbo is an account executive in Roanoke Trade's New York office. His e-mail is [jason.palumbo@roanoketrade.com](mailto:jason.palumbo@roanoketrade.com).*

# 10<sup>th</sup> Annual 6-Packed Supply Chain Conference

Presented by ILDI and the APICS Chapters of the Terra Grande District



Thursday, March 6<sup>th</sup> and Friday, March 7<sup>th</sup> 2014 in  
Dallas, Texas

ILDI and the APICS Chapters of the Terra Grande District proudly present the 10th annual 6-Packed Conference in Dallas, Texas on March 6<sup>th</sup> and 7<sup>th</sup>, 2014. Once again, we will feature over 35 sessions presented by recognized supply chain leaders covering 8 topical areas in the General Sessions and a Special Planning Certificate Program. Earn 16 certification maintenance hours when you attend both days.

**Why Attend:**

1. Learn best practices from supply chain experts
2. Develop your people and yourself
3. Network and share best practices

**General Sessions (5 concurrent sessions) covering**

- Improving the Supply Side of your Supply Chain
- Continuous Improvement
- Developing Leaders and Enhancing Your People Skills
- S&OP and Supply Chain Planning
- Sustainability and Risk Management
- Fresh Connection Workshop – Friday Only
- Practical Development Workshops

**Special Session (enrollment is limited)**

- Advanced Production Planning Certificate Program

**Registration**

1. Go to our website at [www.6Packed.org](http://www.6Packed.org) and click on the Register page.
2. Choose from:
  - One-Day Registration - Thursday Only or Friday Only
  - Two-Day Registration - Select General Session or Special Session

If you register a group, each person can pick what they want to attend each day.

*Pay for four people from your organization and send the 5<sup>th</sup> person free!*

Group Registrations  
**Cheri Freedman**  
[cheri.freedman@gmail.com](mailto:cheri.freedman@gmail.com)

**Pricing**

*Early Registration ends on February 18<sup>th</sup>, 2014*

Price includes	Two-Days	One-Day
continental breakfast and lunch		
Early Registration	\$550	\$350
Late Registration	\$595	\$395

**Conference Hotel**

**Crowne Plaza Dallas Near The Galleria**  
14315 Midway Road  
Addison, Texas 75001

**Special Room Rate:** \$99/night with complimentary Internet in guest's room.  
Must register by February 18, 2014

**To Reserve Your Room:**  
Call 972-980-8877 (local) then press option 1.

Visit our website at:  
[www.6Packed.org](http://www.6Packed.org)

Join us at our LinkedIn group:  
**6 Packed Supply Chain Conference**

**Contacts:**

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915-203-8040

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
<b>Basics of Supply Chain Management</b>		10/12/13		
<b>Master Planning of Resources</b>	11/09/13	12/14/13	11/28/13	
<b>Detailed Scheduling and Planning</b>	01/25/14	03/01/14		
<b>Execution and Control of Operations</b>	04/05/14	05/03/14		
<b>Strategic Management of Resources</b>	06/07/14	7/12/14	7/5/14	

**Students should schedule exams between classes.**

## 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	<a href="mailto:President@APICS-Houston.org">President@APICS-Houston.org</a>
Secretary	Reid Garrett	<a href="mailto:Secretary@APICS-Houston.org">Secretary@APICS-Houston.org</a>
Treasurer	Steve Hasson, MBA, CSCP	<a href="mailto:Treasurer@APICS-Houston.org">Treasurer@APICS-Houston.org</a>
Ex Officio President	Tish Patel	<a href="mailto:Ex-Officio@APICS-Houston.org">Ex-Officio@APICS-Houston.org</a>
VP of Education	Chuck Connelly, CFPIM, CIRM, CSCP, CPA	<a href="mailto:VPprofessionaldevelopment@APICS-Houston.org">VPprofessionaldevelopment@APICS-Houston.org</a>
VP of Student Activities	Gozde Capar, MS, CSCP, CSSBB	<a href="mailto:VPStudentActivities@APICS-Houston.org">VPStudentActivities@APICS-Houston.org</a>
VP of Membership	Tom Chambers, MBA, CSCP	<a href="mailto:Membership@APICS-Houston.org">Membership@APICS-Houston.org</a>
VP of Marketing	Duane Chandler, CPIM, CSCP	<a href="mailto:VPmarketing@APICS-Houston.org">VPmarketing@APICS-Houston.org</a>
VP of Communications	Santiago Velasquez	<a href="mailto:VPCommunications@APICS-Houston.org">VPCommunications@APICS-Houston.org</a>
Director of Education	Michael Cole CPIM, CSCP	<a href="mailto:Education@APICS-Houston.org">Education@APICS-Houston.org</a>
Director at Large	Chris Agner	<a href="mailto:Co-CompanyCoordinators@APICS-Houston.org">Co-CompanyCoordinators@APICS-Houston.org</a>
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Director of Job Bank	Marisa McNevin	<a href="mailto:JobBank@APICS-Houston.org">JobBank@APICS-Houston.org</a>
Director of Horizon	Josh Howard	<a href="mailto:Editor@APICS-Houston.org">Editor@APICS-Houston.org</a>
Director of CCs	Guillermo Lucero	<a href="mailto:CompanyCoordinators@APICS-Houston.org">CompanyCoordinators@APICS-Houston.org</a>
Director of Programs	John Burks	<a href="mailto:Programs@APICS-Houston.org">Programs@APICS-Houston.org</a>

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

**Return Address:**

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## OCTOBER 17, PDM — WHY PROJECTS ARE LATE (AND HOW TO PREVENT THEM BEING SO)

If your organization is like many, you continue to experience failure to deliver projects to schedule, budget, and scope, and may experience cancelled projects at an alarming rate. It affects all projects from basic R&D to construction, in all industries.

ViewPoint™ Visual Project Management enables you to deliver project success in half the time, all the time. Users also report increased quality of work life for project team members. Lean thinking adds other ways to reduce waste during project delivery.

**Successful projects are NOT the result of successful planning. They're the result of skillful execution.**

### Attendees of Mark's presentation will learn:

- The 4 most destructive myths about project management
- Why projects – all projects – perform so poorly
- Which behaviors are most important to produce results
- What can be done to reduce project meetings by 75%



Mark Woeppel is the founder and President of Pinnacle Strategies International, a management consulting firm focused on operations management in production, project management, and supply chain management.

He was a very early adopter of Material Requirements Planning (in the 70's!) and of the Theory of Constraints (in the 80s). He is known for taking the theory of things and making them practical (otherwise, why bother?). So – while he understands the theory – he would much rather apply it.

He is the author of two books and numerous white papers and presentations on the topic of improving process performance as they relate to operations, production, supply chain, project management, and performance management, having taught at the university level and at many executive conferences.

**Where:** Hess Club **When:** October 17<sup>th</sup> **Dinner:** 6:00 pm  
**Presentation:** 7:00 pm **How Much:** Members: \$25.00 Non-Members: \$30.00 APICS Student Chapter Members: \$10.00