

THE HORIZON



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Upcoming FREE Pre Meeting Workshop on Page 12!

Visit us at:
www.APICS-Houston.org

PDM, APRIL 17 — SOFTWARE APPLICATION ACQUISITION



In today's manufacturing environment, software applications have become critical tools in successful operations and extended supply chain. However, the process of selecting and procuring software applications may be challenging.

Whether the goal is to acquire and integrate a single application into an existing infrastructure or multiple systems for a plant expansion or new facility, similar process steps should be considered. This presentation will discuss some major steps in the process and identify potential problems to avoid when they arise.

And, why should I, as a SCM professional "care" about Software Acquisition? Read more details on page 11

2014 CPIM-IN-A-YEAR FALL — HOUSTON FOOD BANK LOCATION

Our APICS CPIM in a Year starting April 2014 quickly sold out during the first quarter of 2014.

In order to continue to offer education services, The APICS Houston Chapter is proud to announce it's new CPIM In a Year class for Fall, being held at the Houston Food Bank!



Enroll now! Read more on Page 4

UPCOMING SEMINAR, APRIL 10 BASICS OF S&OP SEMINAR!

APICS is partnering with the APICS Houston Chapter to present the Principles of S&OP seminar. This seminar gives managers and planners a thorough understanding of the principles and functions of sales and operations planning (S&OP).

Attendees will acquire an abundance of practical tools to enable their organizations to run more efficiently, increase productivity and reduce operational costs. This is a not-to-be-missed event for anyone wanting to advance their knowledge in S&OP.

Earn seven certification maintenance points and qualify for seven hours toward the S&OP certificate when you attend this seminar.

Read more details on page 9

PRESIDENT'S MESSAGE



In March, the APICS Houston Board of Directors (BODs) started the process of nominating our 2014 - 2015 BODs. This year, the nomination committee includes Michael Cole, Santiago Velasquez and me. During the process, we are actively recruiting volunteers to fill some open Director positions to learn about the APICS Board and perform some important duties in several areas. Several potential volunteers are visiting our BOD meeting in April to learn more about potential opportunities.

PROFESSIONAL DEVELOPMENT MEETINGS

On April 17, I am proud to present **“Software Application Acquisition – Not a Simple Task!”**. In today's manufacturing environment, software applications have become critical tools in successful operations and extended supply chain. However, the process of selecting and procuring software applications may be challenging. Areas to be considered include the development of functional and technical specifications, criteria for software vendor selection, understanding software life cycles and dependencies, negotiating software license agreements, submitting requests for quotation (RFQ) or invitations to bid (ITB), negotiating the terms and conditions, issuing purchase orders, training the application users and system administrators, performing the installation, configuration and integration with other systems and supporting, upgrading and maintaining the application. Furthermore, decisions on placing the software applications on individual personal computers, network servers, or utilizing client / server must also be considered. Takeaways include discussing some major steps in the process and identify potential problems to avoid when they arise.

AS A SPECIAL EVENT, at our Professional Development Meeting in April, a free pre-meeting starting at 5:00 pm sharp is included for our members. Dr. Shahrukh A. Irani, the President of Lean and Flexible, LLC, will host An Interactive Simulation on Lean for High-Mix Low-Volume Manufacturing Facilities.

Thousands of high-mix, low-volume (HMLV) manufacturers, whose facilities machine, forge, injection mold, fabricate, cast, repair, laser cut, etc. have hundreds of parts with different manufacturing routings. This one hour interactive simulation, *“Stamping Out Chaos®”* was developed to teach the core principles and best practices of JobshopLean. For more information, visit our website at www.apics-houston.org or contact Catherine Brown at Programs@APICS-Houston.org

One cannot forget at our March PDM, Dr. Gordon Smith presented **“Is the Supply Chain Broken”**. Dr. Smith suggested a series of questions that senior leadership should ask regarding their supply chains. These questions uncover a series of issues that subsequently require leadership focus and action. This meeting assumed a broad definition of the supply chain: movement of materials, information, and money between all supply chain members. Dr. Smith highlighted several business case studies as examples and identified action items for operations, supply chain, program/project management, and senior leadership to strengthen the supply chain with a renewed focus on best practices.

STUDENT PAPER COMPETITION

Again this year the Terra Grande District and the Heartland District will be conducting a student paper contest. As many of you know, Chuck Nelson was a great leader in APICS, especially in the Terra Grande District, prior to his passing away in 2007.

The deadline for submissions will be April 15, 2014 and winners will be announced in June 2014. Papers must be submitted to me electronically at rharris@msstech.com. Prizes of \$1000 and \$500 will be awarded for first place and second place for both Undergraduate and Graduate papers. Please see attached submission forms and rules.

APICS CLASSES

A couple of our late spring classes are still open for registration. This month, we have opened registration for the fall classes. Again, if you have interest in registering for our classes, I highly suggest planning ahead and registering early to insure class availability. Unfortunately, we continue to have to decline registrations when our classes are full.

APICS Houston is now holding classes in new locations during 2014. Check out our Powell Industries and Houston Food Bank locations on our website. Look for more locations and classes to satisfy our customer needs.

For more details, please see the APICS Education and Certification page in this newsletter or visit our website at www.apics-houston.org.

Best regards,

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

Apr-14				
Date	Event	Speaker	Location	Hour
10-Apr	Principles of S&OP Seminar	Anthony Zampello, CPIM, CIRM, CSCP	Hess Club	9 AM to 5 PM
17-Apr	PDM: Software Acquisition Not A Simple Task!	Eddie Whitfield	Hess Club	5:30 PM to 8:30 PM
17-Apr	Workshop: JobShopLean	Dr. Shahrukh A. Irani	Hess Club	5 PM to 5:30 PM
May-14				
Date	Event	Speaker	Location	Location
7-May	Mitsubishi Caterpillar Tour	Catherine Brown, Programs	2121 W. Sam Houston Pkwy. N. Houston, TX 77043	3 PM to 4:30 PM
15-May	PDM: To Be Defined	TBD	Hess Club	5:30 PM to 8:30 PM
Jun-14				
Date	Event	Speaker	Location	Location
19-Jun	Top Management Night!	TBD	Hess Club	5:00 PM to 8:30 PM

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

THE CURE OR THE STORY

ARE YOU SURE?

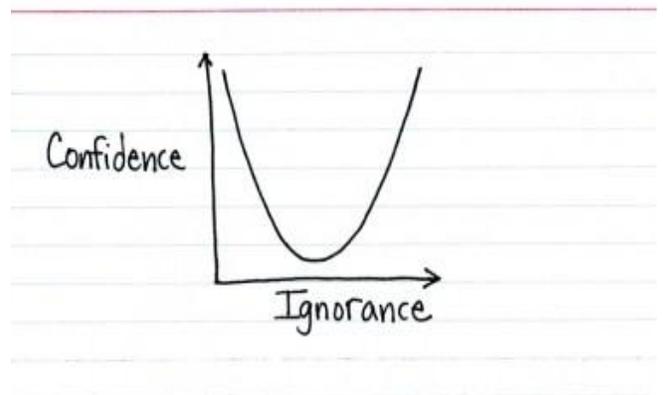
The Cure Or The Story

The plumber, the roofer and the electrician sell us a cure. They come to our house, fix the problem, and leave.

The consultant, the doctor (often) and the politician sell us the narrative. They don't always change things, but they give us a story, a way to think about what's happening.

Often, that story helps us fix our problems on our own.

The best parents, of course, are in the story business. Teachers and bosses, too.



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

2014 COURSE SCHEDULE

Certified Supply Chain Professional (CSCP)					
Class	Schedule	Days	Time	Location	Early Reg Ends
Spring CSCP	March 25 to June 17	Tue and Thu	6:00pm to 9:00pm	FULL	
Fall CSCP	Sept 9 to Nov 11	Saturdays	8:00am to 12:00pm	Hou Food Bank	26-Aug
Certified in Production and Inventory Management (CPIM)					
Class	Schedule	Days	Time	Location	Early Reg Ends
CPIM in a Year (All Five Modules) - Save \$380 By Committing to All Five Modules					
Spring CPIM in a Year	April 29 to Jan 29	Tue and Thu	6:00pm to 9:00pm	FULL	
Fall CPIM in a Year	Aug 23 to June 06	Saturdays	8:00am to 12:00pm	Baker	8-Aug
Winter 2014 Individual CPIM Classes					
Master Planning of Resources	March 4 to April 3	Tue and Thu	6:00pm to 9:00pm	FULL	
Spring 2014 Individual CPIM Classes					
Execution & Control of Operations	April 5 to May 3	Saturdays	8:00am to 12:00pm	FULL	
Basics of Supply Chain Mgmt	April 29 to May 29	Tue and Thu	6:00pm to 9:00pm	FULL	
Detailed. Sched. & Planning	May 6 to June 3	Tue and Thu	6:00pm to 9:00pm	Baker	19-Apr
Strategic Mgmt of Resources	June 7 to July 12	Saturdays	8:00am to 12:00pm	Baker	23-May
Summer 2014 Individual CPIM Classes					
Master Planning of Resources	July 8 to July 31	Tue and Thu	6:00pm to 9:00pm	Powell	27-Jun
Execution & Control of Operations	Aug 12 to Sept 4	Tue and Thu	6:00pm to 9:00pm	Baker	26-Jul
Basics of Supply Chain Mgmt	Aug 23 to Oct 4	Saturdays	8:00am to 12:00pm	Baker	8-Aug
Fall 2014 Individual CPIM Classes					
Detailed. Sched. & Planning	Sept 9 to Oct 7	Tue and Thu	6:00pm to 9:00pm	Powell	30-Aug
Strategic Mgmt of Resources	Oct 7 to Oct 30	Tue and Thu	6:00pm to 9:00pm	Baker	20-Sep
Execution & Control of Operations	Oct 28 to Nov 20	Tue and Thu	6:00pm to 9:00pm	Powell	18-Oct
Master Planning of Resources	Nov 1 to Dec 6	Saturdays	8:00am to 12:00pm	Baker	17-Oct
Winter 2015 Individual CPIM Classes					
Strategic Mgmt of Resources	Jan 6 to Jan 29	Tue and Thu	6:00pm to 9:00pm	Powell	20-Dec
Detailed. Sched. & Planning	Jan 10 to Feb 7	Saturdays	8:00am to 12:00pm	Baker	20-Dec
Execution & Control of Operations	Mar 7 to Apr 4	Saturdays	8:00am to 12:00pm	Baker	20-Feb
Spring 2015 Individual CPIM Classes					
Strategic Mgmt of Resources	May 2 to June 6	Saturdays	8:00am to 12:00pm	Baker	18-Apr

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
Powell (Near to Hobby Airport)	8550 Mosley	Houston	TX	77075
Houston Food Bank	535 Portwall St	Houston	TX	77029

NEXT GENERATION: SAM HOUSTON STATE UNIVERSITY PROFILE



Julian Garcia is the 2012 recipient of the Texas Business Hall of Fame Scholarship due to his entrepreneurial spirit, personal integrity, and community leadership which they look for in candidates. He received the Kimbrough-Winston Scholarship, part of the Smith-Hutson program and the Victor E.

Sower Scholarship, in which they recognize individuals for their academic achievement.

Julian Garcia attained his BBA in Management from SHSU in the Spring of 2013. He completed an internship with PROS as a Program Management Office intern. He has recently accepted an internship offer to work at National Oilwell Varco this summer.

At this time Julian Garcia works as a graduate assistant for SHSU management and marketing department and is the College of Business Administration Ambassador.

He currently serves as the President of APICS student organization at SHSU. As the President he is working towards establishing a foundation for the new organization to build upon in the future. The members have already contributed to the community by raising funds to help the Technology Center with their efforts in building a robotic hand for those born with a small or missing hand and possibly short or missing fingers (sybrachydactyly). In the future he hopes to attain his CPIM from APICS.

The Next Generation

Julian Garcia is laying the foundation for future growth at Sam Houston State University. Besides working on his Masters of Project Management degree, Julian is the current president of the APICS student chapter in Huntsville, TX. He use discipline forged during his Marine career to grow and shape the student chapter for the future.

Jason Riley PHD, Faculty advisor Sam Houston State University Assistant Professor of Operations Management
riley@shsu.edu

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

We can help you. Invest in training yourself and your employees.

Please contact Chuck Connelly CFPIM, CSCP, CPA
VP of Education , APICS Houston Chapter
VPEducation@APICS-Houston.org or 713-256-7500

RECRUITERS NOT CALLING YOU? FIVE REASONS WHY—AND HOW TO FIX IT

You've been hoping for a new job, but your phone is silent. No recruiters calling, no job offers; it's so quiet you can almost hear the crickets outside. Maybe it's time to reassess. Does this sound like your job search efforts?

You've sent out hundreds of resumes to countless job postings but received little or no response. You've left dozens of voice mails to recruiters explaining why you are a perfect fit—and they never return your call. You've tweaked your resume so many times you no longer recognize it.

If this describes your situation, you are not alone. Many talented, qualified job seekers get ignored by recruiters and hiring managers simply because their resume has one or more of the following problems.

1. Your resume highlights your lack of industry experience

Most recruiters are looking for a point-by-point candidate match when screening resumes. Industry background usually ranks high on the list of qualifying issues. If you don't have experience in that industry, your resume is going straight to the circular file—unless you can give them a compelling reason to keep your resume in the stack.

If you lack specific industry experience, but you know you have the basic skills for the job, try highlighting your transferable skills instead. Job seekers who lack industry experience can make it past the resume screener by proving their ability with skills they have that transfer from industry to industry. Examples of transferable skills include expertise gained in sales, customer service, finance, accounting, negotiation, cross-functional communications, and/or team building. Look at the skills they need, then figure out how your background is a match.

2. Your resume shouts "Overqualified!"

Nothing scares off a recruiter faster than a candidate who is obviously overqualified for the job. The two main concerns are (1) that the candidate would soon get bored and leave at his earliest convenience, and (2) that the candidate would be too expensive to hire. Even worse is the assumption that the over qualified candidate is on a downward career slope—a has-been with all his best years behind him.

There are, however, many valid reasons job seekers wish to downsize to jobs with fewer responsibilities. Whatever your reasons, tailor your resume to fit your current career objective. This means you'll want to play down your prior responsibilities, list only relevant education (don't list a PhD if you are applying for a mid-level management position!), and emphasize tactical experience over strategic planning when appropriate.

3. Your resume is crammed with information, but not the right kind

Pity the poor recruiter who must get through 200 applicant resumes before lunchtime. If your resume is in the pile, it will get a quick scan and pass over if she can't find what she is looking for in less than 30 seconds. If you have a resume that is disorganized or full of dense blocks of text, how will the recruiter learn anything about you?

You'll catch the recruiter's attention if you have a clear, easy-to-read resume that highlights your skills and accomplishments, even at a glance. The first rule of resume effectiveness is relevancy, so edit out the past data and redundant facts that aren't relevant to your current career path. Fill your resume only with the skills needed for that particular job, and you'll go a long way toward getting a recruiter's attention.

4. Your resume has too little information

While the "strong, silent type" may be attractive in men, it just plain flops in a resume. A resume that looks more like an outline just doesn't give the reader enough to work with. Recruiters don't want to guess what you did at your last job. You need to include enough information to give prospective employers a vision of the possibilities if they choose to hire you.

If you struggle with what to include in your resume, use job descriptions to help you understand what recruiters will want to find in your resume. Then review your previous jobs to determine what skills you have that will be a good match.

5. Your resume doesn't include accomplishments

If you haven't thought lately about how your employer has benefited from having you as an employee, it's a sure bet that your resume is lacking in accomplishments. Remember, as a job seeker you are selling your talents, and you are competing with many others who have the same qualifications as you do. Accomplishments give recruiters a reason to choose you over others for the interview short list.

Give screeners ample reason to select you for interview. Highlight how you have saved time, increased efficiency, cut cost and increased client satisfaction. After all, if you don't tell them, nobody else will!

Deborah Walker, Certified Career Management Coach

Contact at Deb@Alphaadvantage.com

Website: <http://alphaadvantage.com>

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APICS Houston Chapter

2014 CERTIFIED SUPPLY CHAIN PROFESSIONAL

Register Now for Fall Session— Early Registration Deadline Ends August 26

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 2014 CSCP	Sept 6 to Nov 15 *	Saturdays	8:00am to 12:00pm	Houston Food Bank	08/26/14
Winter 2015 CSCP	Jan 13 to April 7	Tuesdays	6:00pm to 9:00pm	Baker Hughes	01/05/15
Spring 2015 CSCP	March 21 to May 30 **	Saturdays	8:00am to 12:00pm	TBD	03/06/15

* No class on November 8

** No class on May 23 for Memorial Day

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

WHY A CAREER IN SUPPLY CHAIN? HOUSTON HISPANIC FORUM— DR. GORDON SMITH

APICS Houston chapter and Bauer College recently participated in the 28th Annual Career and Education Day presented by the Houston Hispanic Forum. Bauer SCM, Rockwell Career Center and members of the APICS-Houston chapter collaborated to conduct a series of panel discussions focused on careers in Supply Chain Management. Our theme was 'Choose Supply Chain, Choose Bauer, and Choose Houston'. Oliver Blanco of the Rockwell Career Center graciously accepted to co-moderate the panel sessions with me.

The panelists included a current SCM/Entrepreneur major (Roberto Bremont Diaz), two recent SCM graduates (Alejandra Bohorquez Director of Purchasing at MAN Diesel & Turbo and Zabdiel Mendoza Logistics Analyst at Baker Hughes and experienced supply chain professionals from the APICS-Houston chapter (Santiago Velasquez Sr. Market Manager Latin America at Edgen Murray Corporation and Joshua Howard from KBR). We were also assisted by Mariella De Alba from Rockwell Career Center and members of the Bauer College Hispanic Business Student Association.

We certainly had a good time and learned a lot - especially about being 'hucksters' in the corridor (trying to engage and entice students to join in our SCM presentation), getting out the message 'Why choose SCM and Why choose Bauer College' and answering some really good questions from the students in the audience. We engaged the audience with a discussion regarding how the corn flakes got into your cereal bowl this morning... And left them with a challenge regarding the number of M&M's in their take home 'fun size' package.

During the three sessions we probably had about 60 attendees. Considerable competition: next door was Careers in Business Management; Forensic Science - the real CSI; the FBI and Cosmetology were big draws.

A great opportunity to connect to the Houston community. Given the experience - can't wait until next year....

Dr Gordon Smith, gsmith@Bauer.UH.edu
Clinical Professor of Supply Chain Management
CT Bauer College of Business



APICS DICTIONARY DEFINITION

S & OP Planning

A process that provides management the ability to strategically direct its businesses to achieve competitive advantage on a continuous basis by integrating customer focused marketing plans for new and existing products with the management of the supply chain.



JOIN APICS FOR AN S&OP

Register today to reserve your spot!

APICS is partnering with the APICS Houston Chapter to present the Principles of S&OP seminar. This seminar gives managers and planners a thorough understanding of the principles and functions of sales and operations planning (S&OP).

Through participation in hands-on exercises and in-depth discussions, attendees will learn:

- The inputs needed to effectively develop the S&OP process
- What the S&OP planning grid looks like and how the data elements are calculated
- How the S&OP process translates into production and inventory plans
- The outputs from the S&OP process

- The impact that S&OP output has on the distribution plan
Attendees will acquire an abundance of practical tools to enable their organizations to run more efficiently, increase productivity and reduce operational costs. This is a not-to-be-missed event for anyone wanting to advance their knowledge in S&OP.

Earn seven certification maintenance points and qualify for seven hours toward the S&OP certificate when you attend this seminar. Learn more at www.apics.org/SOP

Where: DoubleTree Suites Hilton @ 5353 Westheimer Rd,

When: Apr 10th

Hours: 9 AM to 5 PM

For more information, contact

Mauricio Hernandez, Director of Seminars

Seminars@APICS-Houston.org

PROPOSE A SPEAKER OR PLANT TOUR!

Do you want to propose a speaker for our Professional Development Meetings (PDMs)?

Although topics related to supply chain and operations management are preferred, recommended speakers could cover any kind of subject, as long as is relevant to the development of our members.

Do you want to propose a plant tour?

If you have access or know someone with access to a plant, facility, or similar, that might help us understand better how supply chain works, please let us know! We are currently planning plant tours and are interested in your ideas, comments and suggestions!

Please contact Catherine Brown, our Director of Programs, at Programs@APICS-Houston.org

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

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
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VP of Communications	Santiago Velasquez	VPCommunications@APICS-Houston.org
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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 CCs	Guillermo Lucero	CompanyCoordinators@APICS-Houston.org
Director of Programs	Catherine Brown	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
<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

PDM, APRIL 17 — SOFTWARE ACQUISITION NOT A SIMPLE TASK! FEAT/ EDDIE WHITFIELD



In today's manufacturing environment, software applications have become critical tools in successful operations and extended supply chain. However, the process of selecting and procuring software applications may be challenging. Areas to be considered include the development of functional and technical specifications, criteria for software vendor selection, understanding software life cycles and dependencies, negotiating software license agreements, submitting requests for quotation (RFQ) or invitations to bid (ITB), negotiating the terms and conditions, issuing purchase orders, training the application users and system administrators, performing the installation, configuration and integration with other systems and supporting, upgrading and maintaining the application. Furthermore, decisions on placing the software applications on individual personal computers, network servers, or utilizing client / server must also be considered.

Whether the goal is to acquire and integrate a single application into an existing infrastructure or multiple systems for a plant expansion or new facility, similar process steps should be considered. This presentation will discuss some major steps in the process and identify potential problems to avoid when they arise.

About our Speaker

Eddie Whitfield, CSCP, CPIM, CIRM, P.E., MBA has worldwide leadership success in software specification creation and

selection, solution sales and marketing, competitive positioning, and business development. He has been involved in manufacturing and SCM for over 30 years.

Starting as a process and control engineer in the chemical industry, his expertise in both manufacturing processes and supply chain operations includes the technologies that automate these business processes including ERP, SCM, and factory automation and information systems. Eddie presents papers, lectures at universities and works with university students on Case and Paper Competitions.

He is the current President of the Houston Chapter of APICS, and has held other Board positions including President-Elect, Treasurer, VP of Student Activities and Director of Marketing. Eddie instructs CSCP and CPIM classes for the Houston Chapter and has been involved in creating certification questions for APICS exams.

He has a BS degree in Chemical Engineering from Texas A&M University and a MBA in Finance from the University of Southern California. He is currently a Senior Technical Advisor for KBR responsible for software selection and procurement for the Automation & Process Technologies Group at KBR.

Join Us Now!

Where: Hess Club **When:** March 20th **Dinner:** 6:00 pm
Presentation: 7:00 pm **How Much:** Members: \$25.00 Non-Members: \$30.00 APICS Student Chapter Members: \$10.00

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
- Explaining the certification programs and how achieving CPIM or CSCP certification is both professionally and personally rewarding

- Promote and distribute newsletters, seminar brochures, and other APICS literature to interested parties and key personnel
- Provide feedback to the Board of Directors regarding areas of improvement and your company's educational needs

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

To see the **list of current company coordinators,** go to
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WORKSHOP: AN INTERACTIVE SIMULATION ON LEAN FOR HIGH-MIX LOW-VOLUME MANUFACTURING



There are thousands of high-mix, low-volume (HMLV) manufacturers whose facilities machine, forge, injection mold, fabricate, cast, repair, laser cut, etc. hundreds of parts with different manufacturing routings. Which begs the question: If their operating conditions are not those of a Toyota assembly factory, then why should all their Lean training be?

In response to this obvious need for a modified Lean training curriculum for high-mix, low-volume (HMLV) manufacturing, the half-day JobshopLean® simulation was developed. Later, the interactive and engaging Stamping Out Chaos® simulation was developed to teach the core principles and best practices of JobshopLean within 1-2 hours. It models a high-mix stamping cell comprised of 6 different presses that has to produce 14 stamped parts with different routings. These products comprise the kit of parts that will be welded together into a single fabricated product.

Attendee Takeaways:

- Understand some of the unquestionable differences between how Lean is implemented in assembly facilities

compared to how it ought to be implemented in jobshop-like discrete manufacturing facilities

- Discover the foundations of an enterprise-wide Lean transformation for high-mix low-volume manufacturing that was pioneered by a British manufacturer, Serck Audco Valves, as early as the 1960's

Dr. Shahrukh A. Irani is the President of Lean and Flexible, llc, a consulting company that was formed in 2014 to deliver consulting and training services in Lean for high-mix low-volume manufacturing (aka JobshopLean). Previously, from 2012-2014, he gained invaluable industry experience as the Director of IE Research at Hoerbiger Corporation of America, Inc. (HCA), Houston, TX. In that position, he undertook projects to demonstrate the viability of JobshopLean in their high-mix low-volume (HMLV) manufacturing facilities.

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