

THE HORIZON

*“Inspiring Minds,
Shaping Lives”*
Tish Patel, President



**APICS Houston
Chapter 36**

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Key Messages:

- Your company’s success depends on your people’s knowledge and skills
- APICS Houston Chapter can develop your people’s skills using the latest knowledge

Visit us at:
www.APICS-Houston.org

“MODELING TRANSPORTATION NETWORKS”

SPEAKER GARY BURNS

JOINT PDM WITH ISM, FEBRUARY 16TH, 2012

Gary Burns will be speaking about the importance of modeling transportation systems using transportation cases, and will be covering topics such as:

- What are transportation cases?
- How can transportation cases be used in freight negotiation?
- What are the benefits of using transportation cases versus other models?
- What are the current trends and issues in transportation and what is their impact on the supply chain?



Gary Burns is a Supply Chain Operations Manager for LyondellBasell, one of largest plastics, chemical and refining companies in the world, with US Headquarters in

Houston, Texas.

Gary’s experience over the past 20+ years spans all major supply chain management processes, including sourcing, supply planning and fulfillment, and multi modal transportation, especially rail. He has specialized in the process industries such as the petrochemical industry and in bulk transport.

Gary holds BS and MS degrees in chemical engineering from Purdue University and the University of California at Berkeley and holds an MBA in International Business from New York University.

Gary Burns
gmceburns@yahoo.com, 713-249-7764

This Professional Development Meeting (PDM), will be a joint event with the Institute for Supply Management (ISM).

Date	Feb 16th, 2012
Location	5430 Westheimer Rd Hess Club
Time	5:30 PM to 8:30 PM
Cost	\$25 for all, \$30 after Jan 13th

GLOBAL SOURCING EXECUTIVE WORKSHOP

FEBRUARY 16TH, SPEAKER CHUCK CONNELLY

In today’s competitive and global marketplace, companies are in need of having operations and supply chain professionals with the latest knowledge about how to manage global sourcing and procurement.

The Global Sourcing Workshop Series provides a comprehensive study of the critical tasks and challenges associated with the process of sourcing and procuring internationally.

Register Now! More details on page 5

PRESIDENT'S MESSAGE



The month of January 2012 has just flown by and we are already in February. Hard to believe, and I hope all of you are sticking to your new years resolutions. For Houstonians we welcome some Spring-like weather. I hope each one of you is enjoying the outdoors before our sultry

summers come upon us. We will have to see what the ground hog's predication is this year as well for Spring. The APICS Houston Chapter sure is generating a great deal of heat already in that we have an extensive line up of seminars, workshops and classes to offer our members. We also have an awesome job bank repository on our website, so for those of you seeking new opportunities please be sure to visit our website. We have started off the year with a big bang. We had our first PDM and it was a great success!

MEETINGS

Speaking of successes, we have a fantastic line up of seminars for this Spring. We start off on February 16th conducting an executive Global Sourcing seminar, and the speaker will be Chuck Connelly our VP of Professional Education. It will be held at the HESS Club from 1:00 pm to 5:00 pm. Early registration deadline is Feb 1st, so please be sure to register early and take advantage of this training. And to top off the evening we will have our joint meeting with ISM from 5:00 pm to 8:30 pm. The speaker for this meeting will be Gary Burns who will speak on the topic of "Trends in Global Transportation". Please visit our website for more information on these events and do send me an email if you have any questions.

CLASSES

With the CPIM in a Year in full force, its time to sign up for the February and March classes while you take your tests in February. We have the Strategic Management of Resources class beginning on February 21st on Tuesday and Thursday evenings at Norriseal, and the Execution and Control of Operations on March 10th held on Saturdays at Baker Hughes. For more information about these classes, , please visit our

website at www.houston-apics.org. Be sure to sign up for our Early Bird Discounts!

6-PACKED CONFERENCE

Be sure to mark your calendar. The 6-Packed conference is back in Houston this year for the second time with popular request from our attendees last year. The APICS Houston Chapter is proud to have the 6-Packed Conference in Houston so be sure to join us on March 1st and 2nd. This years conference will feature the following sessions:

- Creating Competitive Advantage through your Supply Chain
- Improve ROI through Better Asset Management (Inventory and Capital)
- Best Practices in Global Sourcing
- Empowering and Developing People
- S&OP and Supply Chain Planning, the Key to Success
- Developing and leveraging Flexible Supply Chains
- Practical Development Workshops
- And a Special Session: Lean Workshop (enrollment is limited—so be sure to register early)

Early registration ends on February 15th, so please be sure to sign up. For further information: visit www.6Packed.org or visit our website at www.APICS-Houston.org to sign up on the upper right hand corner.

We plan to have a Plant Tour in March at the Houston Food Bank so please stay tuned for more details.

And as always, we are here to serve you. Please let any of the board members or myself know if we can assist you in anyway.

Respectfully submitted,

Tish Patel

President, 2011-2012, APICS Houston Chapter

President@apics-houston.org

APICS EDUCATION AND CERTIFICATION 2011- 2012 COURSE SCHEDULE

Global Sourcing Workshops

Class	Schedule	Days	Time	Location	Early Reg Ends
Executive Overview (4 Hour)	Feb 15	Thursday	1:00pm to 5:00pm	Hess Club	Feb 1
Full Workshop (3 Days)	Mar 24, Mar 31 & Apr 14	Saturdays	8:00am to 5:00pm	Baker	Mar 10

Certified Supply Chain Professional (CSCP)

Class	Schedule	Days	Time	Location	Early Reg Ends
Spring CSCP	Apr 14 to Jun 23	Saturday	8:00am to 12:00pm	Baker	Mar 13

Certified in Production and Inventory Management (CPIM)

Class	Schedule	Days	Time	Location	Early Reg Ends
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Winter 2012 Individual Classes

Strategic Mgmt of Resources	Feb 21 to Mar 15	Tue and Thu	6:00pm to 9:00pm	Baker	Feb 7
Execution and Control of Operations	Mar 10 to Mar 31	Saturday	8:00am to 12:00pm	Baker	Feb 24
Master Planning of Resources	Mar 27 to Apr 19	Tue and Thu	6:00pm to 9:00pm	Norriseal	Mar 13

Spring 2012 Individual Classes

Basics of Supply Chain Mgmt	Apr 14 to May 12	Saturday	8:00am to 12:00pm	Baker	Mar 31
Strategic Mgmt of Resources	May 5 to Jun 2	Saturday	8:00am to 12:00pm	Baker	Apr 20
Detailed Scheduling and Planning	May 22 to Jun 19	Tue and Thu	6:00pm to 9:00pm	Norriseal	May 8

Lean Enterprise Workshops

Class	Schedule	Days	Time	Location	Early Reg Ends
Spring 2012	May 5, May 12, May 19	Saturdays	8:00am to 5:00pm	Norriseal	Apr 21

QUESTIONS ON EDUCATIONAL PROGRAMS

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 Professional Development

Chuck.Connelly@gmail.com or 713-256-7500

EVENT CALENDAR

February 2012

Date	Event	Speaker	Location
Feb 16	Global Sourcing Executive Workshop (1:00 to 5:00)	Chuck Connelly	Hess Club
Feb 16	PDM: Joint Meeting ISM—Modeling Transportation Networks	Gary Burns	Hess Club

March 2012

Date	Event	Speaker	Location
Mar 1 & Mar 2	6 Packed Supply Chain Conference	Various	Marriott Westchase
Mar 15	Pre Meeting Workshop: Career Development	Chuck Connelly	Hess Club
Mar 15	PDM: Agile – What is it All About?	Robbie McIver	Hess Club
Mar 30 & Mar 31	Developing the Leader Within You	John Nguyen	Hess Club

April 2012

Date	Event	Speaker	Location
Apr 13	Seminar: S&OP: Accelerating Alignment	William Lee	Hess Club
Apr 19	Pre Meeting Workshop: SCM Under Diverse Conditions	Joshua Strakos	Hess Club
Apr 19	PDM: Benefits of a Trained Memory	Harold Mangum	Hess Club

May 2012

Date	Event	Speaker	Location
May 11	Seminar: Critical Thinking / Problem Solving	Deb Hansford	Hess Club
May 17	Pre Meeting Workshop: Different Industries - Common SCM Problems	Funda Sahin	Hess Club
May 17	PDM: HTC, where it came from and what it does	Martin Linberg	Hess Club

June 2012

Date	Event	Speaker	Location
Jun 28	Top Management Night	John Hofmeister	Hess Club

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

GLOBAL SOURCING WORKSHOP

EXECUTIVE: FEBRUARY 16, 2012

FULL WORKSHOP: MARCH 24, 31 & APRIL 14

Companies and organizations need skilled operations management and supply chain management professionals to keep their businesses favorably positioned in today's intensely competitive global marketplace. The Global Sourcing Workshop Series provides a comprehensive study of the critical tasks and challenges associated with sourcing and procurement internationally. This workshop is specially tailored for participants to understand the key issues and complexities of sourcing activities in the international environment. The series highlights various opportunities that companies can leverage international capital to enhance their competitive strength.

This workshop series will equip you with the skills to:

- Understand the strategic importance of globalization
- Learn how to prepare for international procurement
- Evaluate potential markets in other countries
- Source global suppliers strategically
- Choose logistics partners correctly
- Address cultural differences

Executive Overview (4 Hour)

This is a high-level overview from the 3 day workshop focusing on the key issues and best practices in global sourcing

Full Workshop (3 Days)

This is a comprehensive workshop where topics in global sourcing are explored in much great depth.

- Earn APICS 4 certification maintenance hours by attending the Executive Event
- Earn APICS 24 certification maintenance hours by attending the Full 3 day Workshop

Workshop Facilitator: Chuck Connelly CFPIM, CSCP, CPA
VP of Professional Development APICS Houston Chapter

Executive Overview – 4 Hours

Schedule	Time	Location	Early Reg Ends
Feb 16	1:00 pm to 5:00 pm	Hess Club	Feb 1

Price	Early	Late
All	\$195	\$245

Full Workshop – 3 Days

Schedule	Time	Location	Early Reg Ends
Mar 24, Mar 31, Apr 14	8:00 am to 5:00 pm	Baker	Mar 9

Price	Early	Late
Member	\$650	\$750
Non-Member	\$800	\$900

CHUCK CONNELLY CFPIM, CIRM, CSCP, CPA

Chuck is a management consultant working with Fortune 500 companies in industries such as oil services, technology, industrial products, and consumer products. Such engagements have included development of business strategies, forecasting, Sales and Ops Planning, master scheduling, MRP, purchasing and order fulfillment processes and facilitating strategic initiatives such as inventory reduction and lead time reduction.

Chuck has extensive domestic and international experience in strategy, planning, operations, logistics, accounting/finance, information management, internal audit and in consulting. His experience extends across oil and gas, high technology, retail and fashion industries. Chuck has served as General Manager and Chief Operating Officer for Silver Express International, a leader in the design, manufacturer and

delivery of fine jewelry. He was VP of Worldwide Supply Chain for Charming Charlie. Chuck has held various executive and manager level positions at Compaq Computer Corporation and Texaco Inc.

Over the last ten years, Chuck has also served as a member of the APICS Board of Directors. He is currently VP of Education and serves as 6 Packed Supply Chain Conference Director. Chuck is an APICS Master Instructor. He has been an Adjunct Professor at the University of Houston teaching ERP and supply chain to graduate students.

Contact: Chuck Connelly:

Chuck.Connelly@gmail.com or 713-256-7500

DEVELOPING THE LEADER WITHIN YOU

MARCH 30 AND MARCH 31, 2012

We are pleased to offer the 1 1/2 day workshop called Developing the Leader Within You (based on John C. Maxwell's book Developing the Leader Within You). We highly recommend this course for those individuals who are Leaders, Managers, Supervisors, Directors, Executives, and teams who need to increase their ability to influence internal and external clients and for Trainers and HR professionals who are responsible for implementing leadership programs within their organizations.

While most training focuses on Job Knowledge and Management Skills, our workshop will target the practices and predictable behaviors of great leadership. The workshop overlays proven leadership behaviors with a clear path of how to development those behaviors.

There is a very specific model to lead people that results in the highest levels of commitment. We call this model the Five

Levels of Leadership (tm). They are Position, Permission, Production, People, and Personhood. We'll teach leaders how to apply the Five Levels of Leadership into their specific daily actions allowing the commitment of those they are leading to reach new levels. In addition, we will cover other leadership levels within you that impacts your well-being and personal success.

This workshop is 1 1/2 days – a full day on Friday and a half day on Saturday.

Earn APICS 12 certification maintenance hours by attending this event.

Workshop Facilitator:

John C. Nguyen, Ph.D., PCC, PMP
Oil and Gas Executive Coach

Schedule	Time	Location	Early Reg Ends	Price	Early	Late
Mar 30	Fri, 8:00am to 3:00pm	Hess Club	Mar 15	Member	\$400	\$500
Mar 31	Sat, 8:00am to 12:00pm			Non-Member	\$450	\$550

- Contact **Mauricio Hernandez MBA, CPIM, CSCP** at Seminars@apics-houston.org for more information
- For more information on our programs or to register, please visit our website at www.APICS-Houston.org

CAREER CENTER

JOB BANK UPDATE FOR FEBRUARY 2012

For February, The APICS Houston Chapter is pleased to highlight three new opportunities for our members.

- **IKEA Trading Services Inc.** – Business Development
- **National Oilwell Varco** – Procurement Manager
- **Forum Energy Technologies** – Fulfillment Manager

Further information regarding the opportunities below, as well as all of our postings, can be found by visiting our website at www.APICS-Houston.org and select **Job Bank** on the left menu.

If you have any additional questions, please contact:

Marisa McNevin, Director of Job Bank, APICS Houston Chapter

jobbank@apics-houston.org or 832-643-5415

PROBLEM SOLVING: CREATIVE AND CRITICAL THINKING

MAY 11, 2012

Operations management has a lot of problems such as: How to improve inventory accuracy? How to optimize inventory levels? How to reduce order lot sizes? How to eliminate waste? The list continues. When solving a problem, do you consider the probability or possibility of solutions? Is there only one right answer, or could there be several answers? This session will discuss each of these questions using both creative and critical thinking tactics to find solutions.

Learning objectives include:

- Demonstrate the difference between critical and creative thinking.
- Conduct a self assessment for participants to reaffirm or discover their tendency to think critically or creatively.
- Discuss methods of creative thinking including the "6 Thinking Hats".
- Analyze the lean/six sigma DMAIC tool and when and how it is used.
- Combine creative and critical thinking to create a modified version of "DMAIC with 6 Hats".
- In groups, solve a current business problem using "DMAIC with 6 Hats".
- Reiterate the importance of using both creative and critical thinking with tips how to increase using both methods.

Workshop Facilitator: Deb Hansford, CPIM, CIRM, CSCCP, C.P.M., CSCP

Schedule	Time	Location	Early Reg Ends	Price		
				Early	Late	
May 11	Fri, 8:00am to 3:00pm	Hess Club	Apr 26	Member	\$180	\$210
				Non-Member	\$220	\$250

- For more information on our programs please visit our website at www.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.
- Enhance your career skills through APICS certification.
- Gain members-only discounts on all APICS programs and products.
- 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**, ideal for professionals in North America
- **International e-membership**, ideal for professionals outside North America
- **Joint international**, ideal for professionals in a country outside North America with an APICS international associate
- **Academic professional**, ideal for academics currently working in supply chain and operations management education

Contact APICS Customer Service at 1-800-444-2742 or 1-773-867-1777 available 8:00 a.m. to 5:00 p.m. CT, M-F.

THREE RULES OF CAREER MANAGEMENT FOR 2012

The biggest difference between today's employment world and that of our fathers' is the rapid pace of corporate change. Expectations of company stability and long lasting employment are a thing of the past. If one isn't tuned into the signals of corporate change it can mean an unexpected layoff and months of unemployment and job searching. Do you have a career management plan to ensure your career growth in times of corporate chaos?

To prevent career disaster, live by these three rules of career management:

- Expect Change
- Adjust quickly to change
- Build a strong professional network in good times

1. Expect change

Change in the work place is far less traumatic when it is expected as the norm. One of the most important career management skills is the ability to detect signs of corporate change. For instance:

- * Rumors of corporate merger or takeover
- * Corporate profit levels spiraling downward
- * No end-of-year bonuses given
- * Hints of layoffs to trim the budget
- * Upper management suddenly resigning
- * Your peers jumping ship to the competition

Don't get caught off guard by holding on to a false sense of security or displaced loyalty. Those who fear change trust corporate loyalty rather than face the reality of their precarious position in the corporate food chain. Expect change and keep your eyes and ears open—or you could be the last in line when it's time to find new career opportunities.

Don't wait for change to strike. While your job is secure and your work environment is stable, take steps to keep your skills highly desirable in the job market. For starters:

- * Stay current with technology trends of your industry
- * Get certified if appropriate
- * Keep your resume current at all times
- * Be ready to interview at a moment's notice

2. Adjust quickly to change

Your ability to keep your career momentum building in the midst of corporate chaos depends on your skill at adjusting quickly to change. First, don't over analyze your dilemma. Too often valuable time is wasted trying to figure out ways to make a bad situation work. Second rule, don't take it

personally, or you won't be able to plan your exit strategy clearly. Third, take action as soon as possible.

If your resume is kept current at all times you will be ahead of the pack when others consider moving on as well. Your resume should be updated every six months. For quick updating keep an ongoing record of your accomplishments as you overcome work challenges.

Maintaining confidentiality during a job search while still employed is a challenge that requires discretion and level headedness. Ideally, no one in your company should even suspect that you are looking for other employment. Resist the urge to speak to coworkers about your decision for action. Not only do loose lips sink ships, but why put ideas in the minds of others who may become your interview competition? Keep your regular work hours and try to schedule interviews during off-work time. Avoid posting your resume online where your employer may find it.

3. Build a strong professional network in good times

One thing that hasn't changed over the decades is the fact that a majority of people still get new positions faster through networking. What used to be called the "good ol' boy system" is as active in the job market as ever. Technology will never replace the need to be connected to a vast network of people who can help you find new career opportunities quickly.

The problem is that most people ignore their network until they need it. Bad idea. If you haven't kept in touch with former coworkers how will you know how to find them when you need them?

If your professional network is slim to none, get working on it right now. There are many great venues for building your network: professional associations, college alumni groups and former colleagues to name a few. Take time to meet with non-work people on a regular basis. Get to know them as friends and develop relationships built around mutual interests, friendship and trust. Make relationship building your lifelong habit and you'll never be without help when you need to make a career change.

More than ever, proactive career management is essential to professional growth. Keep these rules of surviving corporate change as the building blocks of your career management plan and you'll stay in control of your professional growth and income potential.

Deborah Walker, Certified Career Management Coach
Read more career tips and see sample resumes at www.AlphaAdvantage.com.

Contact: Deb@AlphaAdvantage.com or 360-260-4965

COMPANY COORDINATORS

Company	Name	Last Name	Certifications
Aker Solutions	Arnold	Aguilar	CSCP
Akzo Nobel	Tracy	Hughey	
Akzo Nobel Functional Chemicals	Chongkol	Graunke	CPIM CSCP
Baker Hughes	Rob	Bytheway	
Baker Hughes	Lana	Forrest	CPIM
BASF Corporation	Diane	Hernandez	
Bayer	Prashanth	Chakra	
Cameron - Flow Control	Chuck	Hayes	CPIM
Cameron Drilling Systems	Mark	Hoffman	CPIM CIRM
Cameron International	Peter	Cayea	CPIM CSCP
Del Packaging	Patrick	Paro	
Foxconn	Tony	Xu	CPIM
Hewlett-Packard	Amy	Walla	CPIM
National Coupling Company	Nick	Webster	CPIM
National Oilwell Varco - Air Center Blvd	Angelina	Rodriguez	
National Oilwell Varco - Bammell	Bob	Kirkpatrick	
National Oilwell Varco - Conroe	Mary	Stowe	
National Oilwell Varco - FM 529	Jim	Nolan	CSCP
National Oilwell Varco - Galena Park	Giovanni	Ramirez	
National Oilwell Varco - Sugar Land	Austin	Klein	CPIM
National Oilwell Varco - West Little York	Chaitanya	Saha	CPIM
National Oilwell Varco - Westchase	Chris	Agner	
Oceaneering	Kevin	Helm	CPIM
Pathfinder/Schlumberger	Bob	Gardner	CPIM
Schlumberger - HPC	Larry	McClellan	CIRM
Schlumberger - SPC	Mary	Timko	CPIM
Shell	Mauricio	Hernandez	CPIM CSCP
Toshiba	Madhavi	Chiruvolu	
Transocean	Lisa	Martin	CPIM
TSP	Steven	Hasson	CSCP
Unisource	Don	Thomas	
Weatherford	Lisa	Leroux	
Weatherford - Gulf Bank	Ken	Jamison	CPIM
Weatherford International	Duane	Chandler	CPIM CSCP
Weatherford International - Northwoods	Kevin	Tye	
Wyman Gordon	Jeff	Hoke	CPIM

(Add your name here as a Company Coordinator. Find out more at APICS-Houston.org)

COMPANY COORDINATOR SPOTLIGHT

TRACY HUGHEY, TOLLING COORDINATOR AT AKZO NOBEL SURFACE CHEMISTRY



Tracy Hughey is the Tolling Coordinator for Akzo Nobel Surface Chemistry. She is responsible for inventory levels, master scheduling, production planning & control, purchasing and process improvements related to the outsourced manufacturing facilities. Tracy has been in this role since 2003.

Prior to this role, she served as Customer Service Team Leader, SAP Implementation Team Member and Quality Control Chemist. She has worked for Akzo Nobel Surface Chemistry since 1993.

Tracy studied Biology and Chemistry at the University of Houston. She joined APICS in 2008 and is currently pursuing her certification in CPIM.

Tracy resides in Missouri City with her husband Jim and their three sons: Duncan, Kyle and Bryan.

“As an APICS company coordinator I enjoy interacting with our other Akzo Nobel businesses along with meeting new people” says Tracy. “At the APICS PDMS, I have reconnected with former colleagues. I have encouraged our new Supply Chain members to join and become active in APICS. I believe the APICS knowledge base is a great asset to our team.”

ENHANCE YOUR SUPPLY CHAIN MANAGEMENT CAREER

GORDON SMITH, BAUER SCHOOL OF BUSINESS



We have all asked ourselves the questions: how do I enhance my career; what does it take for me to achieve my professional goals. As a member of APICS the first answer is education which leads you to consider either CPIM and/or CSCMP certification. But as you look to upper echelon positions in your company or industry you might want to consider an MBA from Bauer College. Now ask the questions again: how do I *enhance* my career; how do I *differentiate* myself from every other MBA candidate and get on track to achieve my professional goals. At Bauer College you now have the opportunity to specialize your MBA beyond the core courses by working towards a certificate in Supply Chain Management and/or Business Modeling and Decision Making (Analytics). These certificates are designed to provide intensive exposure to topic areas in demand by the current business environment. They provide knowledge on how to tackle, resolve and manage a variety of complex problems and issues that confront supply chain managers.

The courses offered for the new, as of fall semester 2011, SCM certificate focus on how to synchronize the flow of products, information, and funds between organizations, suppliers and customers in such a way that adds value for the end consumer. A three course sequence of electives is necessary which includes the required course Global SCM.

Then two courses from the following: Business Modeling for Competitive Advantage, Business Process Management, Enterprise Operations and Business Intelligence, Operations Strategy and Leadership or Project Management.

If you are inclined toward business analytics and are interested in building models of business problems that lead to better decision making the Analytics certificate is another alternative. This certificate requires three courses with Business Modeling for Competitive Advantage and Managerial Decision Making as required courses. The third elective can be chosen from a set of finance and economics courses that complement the two that are required.

As we all are aware, the speed and dynamics of today's competitive environment have made Supply Chain managers an increasingly important part of any organization's strategic management team as they work to competitively position their organization and their supply chain in a global marketplace. Consider competitively positioning your career. Consider an MBA from Bauer College with a Supply Chain Management and/or Business Analytics certificate.

**Gordon Smith, University of Houston,
Bauer School of Business**

NEW PROFESSIONAL MEMBERS

PM - Professional Member, YP - Young Professional, EP - Enterprise Professional

Member	Company	Membership
Abdoul Ly		PM
Adam Freeman		PM
Ana Hernandez		PM
Barrett Allen		PM
Belton Lim		PM
Casey Acker		PM
Charles Cheyip		PM
Charles Hutchinson		PM
Colbert Jackson		PM
David Mancuso		PM
David Noda		PM
Douglas Harms		PM
Francisco Romero	Baker Hughes INTEQ - HTC	PM
Frank Coselli	PGI International	EP
Gloria Robertson		PM
Hector Hinojosa Iii		PM
Isabel Gonzales	DuPont	EP
Jasmine Martel		YP
Jennifer Kong		PM
Jenny Moore	DuPont Crop Protection	EP
Jigar Sandesara		PM
Joeena Davis	DuPont	EP
John Mallinson		PM
Jonathan Luther		PM
Jorge Ramirez	Ogis Corp	PM
Joseph Yin	PGI International	EP
Juana Reeves		PM
Larry Alsobrook		PM

Member	Company	Membership
Linda Lemos	Karlstorz Endoscopy America	PM
Loretta Ward		PM
Margarita Nova	Schlumberger	PM
Maria Brown		PM
Mark Killingsworth		PM
Matthew Rivera		PM
Melissa Taylor		PM
Michael Deloach		PM
Monte Ashley	Serimax	PM
Namitha Vijay		PM
Olusola Olodeoku		PM
Rafael Rangel		YP
Regio Guerra		PM
Rexford Hand		PM
Richard Cuevas	Oyo Geospace	PM
Robert Beebe		PM
Ronald Richter		PM
Rosalinda Resendez		PM
Santiago Velasquez		PM
Scott Carpenter		PM
Stephen Guion		PM
Sudhanva Nemirajaiah		PM
Suzanne Cates	DuPont	EP
Thyanh Nguyen		PM
Tony Romano		YP
Troy Orsberry		PM
William Rushlow		PM
Yvonne Sepulveda	PGI International	EP

WHAT WOULD YOU DO WITH A 13% RAISE?

According to the Operations Management Employment Outlook, APICS CPIM designees, on average, earn 13 percent more than their counterparts. Distinguish yourself and enhance your marketability by earning the internationally recognized APICS Certified in Production and Inventory Management (CPIM) designation.

Join nearly 100,000 operations management professionals who have earned the highly respected APICS CPIM designation.

Contact Chuck Connelly, VP of Education at 713-256-7500

6-PACKED SUPPLY CHAIN CONFERENCE

MARCH 1-2, 2012, MARRIOTT WESTCHASE, HOUSTON

WWW.6PACKED.ORG



Marriott Westchase
 2900 Briarpark Dr
 Houston, Texas 77042

Special Room
Rate: \$99/night with complimentary internet in hotel room. Must register by FEBRUARY 15, 2012

To Reserve Your Room:
 Call 713-978-7400 (local)
 Call 800-228-9290 (toll)
 Group Code: **APAAPAA**

Group Registration
 Karen Mixon-Dowdy
 CPIM
 Karen.Dowdy@tx.rr.com
 817-937-2152



Overview

The chapters of APICS Terra Grande District proudly present the 8th annual 6Packed Conference in Houston, Texas on March 1st and 2nd. We will feature over 40 sessions presented by recognized supply chain leaders covering 7 topical areas in the General Sessions and a Special Session called Lean Certificate Workshop. Earn 16 certification maintenance hours when you attend both days.

General Sessions (6 concurrent sessions) covering:

- Creating Competitive Advantage through your Supply Chain
- Improve ROI through Better Asset Management (Inventory and Capital)
- Best Practices in Global Sourcing
- Empowering and Developing People
- S&OP and Supply Chain Planning, the Key to Success
- Developing and Leveraging Flexible Supply Chains
- Practical Development Workshops
- Lean Special Session (enrollment is limited)

Why Attend

1. Learn best practices from supply chain experts
2. Improve your company's competitiveness and bottom line
3. Develop your people and yourself
4. Network and share best practices

Earn APICS 16 certification maintenance hours by attending this event.

Full 2-Day Conference (Price)	One Day Conference (Price)
Early Registration: \$550	Early Registration: \$350
Late Registration: \$595	Late Registration: \$395
Early Registration Ends on Feb 15, 2012	

**Pay for 4 people from your company
 and send the 5th person FREE.**

- To register or obtain additional information, please visit www.6Packed.org
- Contacts:
 - Chuck Connelly CFPIM, CSCP, CPA at Chuck.Connelly@gmail.com
 - Chet Frame CPIM, CSCP at CFrame1@elp.rr.com

EXECUTIVE SALES & OPERATIONS PLANNING: ACCELERATING ALIGNMENT, APRIL 13, 2012

Executive S&OP (done correctly) ensures alignment of the business through demand (sales and marketing), supply (procurement, manufacturing, and inventory), product development, special projects, human resources, and finance. It integrates plans and actual performance across functional and business units. The purpose is to meet customers' requirements profitably, with smooth operations and material flow, and with a balance of supply and demand capacities.

This seminar will include what Executive S&OP is and how it works, why it makes sense for your business, how to build a common understanding of S&OP throughout the organization, and how to execute a going-forward implementation plan.

This seminar is based on many years of practical experience with Executive S&OP in a variety of companies and industries. We will include examples of how leading companies have done S&OP.

Upon completion of this seminar, you should have expanded capability to:

- Integrate Executive S&OP with your other business knowledge;
- Understand critical S&OP issues facing your company;
- Implement S&OP as distinct processes in your company; and
- Build additional capability to provide your company with insights on the business and with meaningful suggestions for improvement.

Exercises, assessment questionnaires and checklists, sample process metrics, illustrative policies, and case studies will be included to enhance your hands-on learning experience. A capability maturity model will be presented so attendees can evaluate their own S&OP readiness.

Earn APICS 6 certification maintenance hours by attending this event.

Workshop Facilitator:

William B. Lee, Ph.D., Global Manufacturing Educator and Consultant

Professor and Dean of Executive Education (Ret), Jones Business School, Rice University

Schedule	Time	Location	Early Reg Ends
Apr 13	8:00 am to 3:00 pm	Hess Club	Mar 29

Price	Early	Late
Member	\$295	\$345
Non-Member	\$325	\$375

Contact Mauricio Hernandez MBA, CPIM, CSCP at Seminars@apics-houston.org for more information

To register or obtain additional information, please visit www.APICS-Houston.org and select **Seminars**

APICS HOUSTON CHAPTER GOING SOCIAL

The APICS Houston Chapter is expanding its online presence through social networks. Please join us!



Follow us on LinkedIn, look for the **APICS Houston Chapter Group Page**



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CONTACT HORIZON

We appreciate your input to continuously improve the Horizon Magazine.

Please write with your comments, suggestions and opinions to editor@APICS-Houston.org

Thank you for your continuous support.

CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP)

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) systems
- 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

The CSCP learning system includes:

- Approximately 800 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
- Five years of related business experience.

Class	Schedule	Days	Time	Location	Early Reg Ends
Winter CSCP	Jan 17 to Apr 3	Tuesday	6:00pm to 9:00pm	Baker	Dec 26
Spring CSCP	Apr 14 to Jun 23	Saturday	8:00am to 12:00pm	Baker	Mar 13

Class	Member Price		Non-Member Price	
	Early	Late	Early	Late
CSCP	\$1,750	\$1,850	\$1,950	\$2,050

- **Contact Chuck Connelly CFPIM, CSCP, CPA at Chuck.Connelly@gmail.com for more information**
- For more information on our programs or to register, please visit our website at www.APICS-Houston.org

APICS HOUSTON CHAPTER

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We're on the Web!
www.apics-houston.org



Your Houston Chapter of APICS is made up of Volunteers, each dedicated to offering the membership of our chapter a continuous menu of educational and informational resources that can be applied on a daily basis. But we can always use more help.

APICS strives to be the premier provider of a wide range of resource management related programs:

Please see our website for opportunities on how you can get involved, or ask your company coordinator. If you are unsure who to ask, please email Tish Patel, current President for the Houston Chapter @ President@apics-houston.org or any of our board members listed on the website for assistance.

- THAT ... allows for both social and technical interactions
- THUS ... attracting members from a variety of industries including discrete and process manufacturing, distribution and transportation, and medical and service providers
- WHILE ... supporting both professionals and students pursuing a variety of career objectives
- THEREBY ... increasing participation and expanding our organization

2012 promises to be another great year, and with your help, the Houston Chapter of APICS will continue to grow and successfully serve its membership.

APICS Houston Chapter 36
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