Industrial Distribution

UNDERGRADUATE PROGRAM

Over 58 Years of Excellence in Distribution Education
Texas A&M University is a land-grant, sea-grant, and space-grant institution located in College Station, Texas. The university is centrally located, approximately equidistant from three of the 10 largest cities in the United States (Houston, Dallas, and San Antonio) and the state capitol (Austin). The university’s enrollment includes approximately 50,000 students studying for degrees in 12 academic colleges.
What is Industrial Distribution?

The Industrial Distribution Program at Texas A&M University, part of the Top 10 ranked Dwight Look College of Engineering, is respected as one of the best distribution programs in the nation. Students gain skills and education to prepare them for a fascinating career path combining engineering technical knowledge, hands-on experience, business savvy, great communication skills, and leadership.

- One of the oldest and largest programs in the country with over 600 students
- Referred as the number one ranked ID program by the industry and academia in North America
- Graduates receive a Bachelor of Science in Industrial Distribution from the Top 10 ranked Dwight Look College of Engineering
- Average starting salary: $58,000
- Average number of job offers: 3
- The ID Program is consistently among the highest recruited programs

Curriculum includes study in applied engineering, business, communications, global logistics, informational technology, leadership, and human relations.

Effective relationships with executives, managers, engineers, scientists, and craftsmen.

Distribution sales in the U.S exceeds $7.2 Trillion and is a major sector of the U.S economy. There are more than 400,000 distributors employing more than 6 million employees.
“Students learn the value behind cultivating relationships, setting high standards, and motivating others to achieve to the best of their ability. Many ID students naturally step into leadership roles because of their dedication to personal achievement and commitment to excellence.”

- Madisen Stites, ID ’15
“The development of my leadership abilities can be greatly attributed to the immense industry exposure ID has provided me through its global research program, professional organization, and class projects.”

- Edward McMillan, ID ’14
**Facts About ID**

**What Makes ID Unique?**

**INDUSTRY INVOLVEMENT IN THE CLASSROOM**
Representatives from a variety of industries share their experience in the classroom setting while developing student awareness of the employment opportunities within their channel.

**INTERNSHIPS**
Internship positions enable students to gain real-world experience. Firms that sponsor internships are able to market their industry and company while securing cost-effective temporary employees to tackle short-term projects.

**EXPERIENTIAL LEARNING**
Students are given the chance to better understand the industry through hands-on class projects that are focused on real-world challenges.

**COMPANY SITE VISITS**
Opportunity to expose Industrial Distribution students to real-world environments. Visits act as a bridge between classroom learning and industry practices.
“TAMU ID students receive a unique blend of sales, marketing, engineering and business training. Their confidence, maturity and industry knowledge, along with the Aggie Core Values, prepare them for successful careers in industry.”

- Mike Rowlett, CEO, Womack Machine Supply Co.
SALES ENGINEERING
SALES MANAGEMENT
LOGISTICS AND OPERATIONS
SUPPLY CHAIN MANAGEMENT
BRANCH MANAGEMENT
MARKETING
PROCUREMENT
SOURCING

ELECTRICAL INDUSTRY
Graybar, ADI Global, Irby, Crawford Electric, Houston Electric League, Consolidated Electrical, Summit Electric, Powell Industries, Rexel, Eaton, Schneider Electric, Elliott Electric, Reynolds Company, Ingersoll Rand, Border States

INDUSTRIAL DISTRIBUTORS
MANUFACTURERS
THIRD-PARTY PROVIDERS
CONSULTING FIRMS
THE MILITARY
AND MANY OTHERS ....

FLUID POWER
Womack Machine Supply Company,
DXP, Hydraulquip Corporation, Lufkin Industries, Force America, Andon Specialties, Pentair, Swagelok, Bray, Sunsource

OTHERS

Careers
“Texas A&M ID graduates have a two-year head start on all other graduates.”

- Paul Andrews, CEO, TTI

INDUSTRY SEGMENTS INCLUDE:
Automation solutions, general line, building materials, chemical and petrochemical, electrical, electronics, healthcare, ERP software, fluid power, metals, plastics, plumbing, safety equipment, specialty tools, pipe valve and fittings, oil and gas, and welding.

PLUMBING/HVAC
Moore Supply, Trane, Tom’s Mechanical, Johnson Controls, Carrier, Texas Air Systems

ELECTRONICS
TTI Inc., Texas Instruments, Avnet Electronics, Arrow Electronics, Dell, Texas Memory Systems, Allied Electronics

OIL AND GAS

BUILDING MATERIALS
L+W Supply, SRS Distribution, ABC Supply, Beacon Roofing, SPEC Building Materials
Global Study Abroad

Industrial Distribution students at Tianjin University, June 2013
Program Information

- One of the lowest cost study abroad programs at Texas A&M University – thanks to industry support
- Five week 1st summer session program
- Two weeks global travel
- Gain six credit hours in a project-based class:
  - ENGR 410 - Global Engineering/Distribution
  - IDIS 445 - International Sales and Marketing
- Largest single faculty-led global study abroad course in the entire College of Engineering
- Competitive application process in Fall

IDIS 445: International Sales & Marketing
Students will learn international distribution sales and marketing. Students will gain exposure to how business is conducted in different counties, different channels of distribution, sales organizations, sales planning, distribution marketing, and customer relationships in foreign countries.

ENGR 410: Global Distribution
This course addresses the importance of international supply chain management. The material gives an overview of international logistics, global strategy for logistics and supply chain management, and structuring the global supply chains.

Reasons to study abroad with ID:
- Gain global experience
- Understand foreign business practices
- Stay competitive in the global economy
- Engage with government, state agencies, and private industry to understand doing business in foreign countries
- Obtain global perspective on people, business and culture
- Immerse yourself in the landscape and beauty of other countries

Learn more and watch videos at [http://id.tamu.edu](http://id.tamu.edu)
The Talent Incubator is an undergraduate research organization led by research professionals. Top students in the Industrial Distribution (ID) program are hired to work on applied projects for sponsor firms.

**Mission:** To be a prime research incubator located on a major university focused on developing student talent
The research projects follow project management tools and techniques and are developed and executed with a more applied approach. Companies currently engaged in Talent Incubator projects include:

Benefits to TIP Students:
- Perform research on industrial distribution and supply chain topics developing the ability to act as an internal project manager for future employers.
- Explore interests among diverse projects by developing a deep understanding of and connection with the sponsor firm.
- Apply concepts discussed in classes through application of best practices.
- Be recognized as a research scholar capable of solving real world challenges.
- Consult with companies and acquire real world experience working on local and global projects.
- Work closely with potential employers, faculty, and researchers.
- Enhance client interaction, presentation, and writing skills.
- Refine people and team building skills.
- Participate in a highly selective program.
- Earn a steady stipend on a flexible weekly schedule.

Benefits for Sponsor Firms:
- Employ a team composed of undergraduate students, faculty, and researchers.
- Discover and share best practices with the Global Supply Chain Laboratory.
- Gain access to innovative and current knowledge.
- Work with a team that easily communicates with all levels of industry.
- High capability of top Industrial Distribution Program graduates.
- Develop a talent pipeline of potential hires through direct work with TIP students (high potential candidates) and class projects.
- Participate in a managed internship program with high potential candidates.
- Spread awareness of the company, brand, and culture throughout the Industrial Distribution Program.
- Earn reputation in thought leadership.
- Create examples and a knowledge base that faculty will use in all their ID classes.

“A real learning experience involves an integral education that promotes values, expand individual’s capacities and creates the leaders of the future.”

- Dr. Esther Rodriguez Silva
  Talent Incubator Director
FALL CAREER EXPO, GOLF TOURNAMENT, AND NETWORKING SOCIAL
The Industrial Distribution Program is one of the only two majors with its own career expo, which provides an opportunity for students and industry to network and discuss career options. The day before the career expo, PAID hosts an annual golf tournament and social to allow for a more informal networking.

ANNUAL PAID BANQUET
An opportunity for students to honor those who have supported PAID and the ID Program prior to the annual advisory board meetings. This formal dinner and presentation allows students to put their best foot forward and prove why they are the best candidates for internships and full-time employment.

CORPORATE SPOTLIGHTS
Intimate meetings with industry professionals that allow students to find out more about specific areas of industry and discuss trends facing the future of Industrial Distribution.
“One of my mentors once told me ‘you are the average of the five people you are with the most.’ In Texas A&M University’s Industrial Distribution Program, those people are your peers, your professors, and the staff. The people in this program act as a positive influence in our life and are an asset in developing students, like me, to be leaders of this campus.”

- Alex Lee, PAID President (2013-2014)
Sigma Delta is the honor society for ID students at Texas A&M. Students must have a 3.3 GPR in their major to be accepted into the honor society. The student organization provides its members opportunities to enhance their organization, leadership, interpersonal communication, and public speaking skills while interacting with industry professionals.

WHAT DO WE DO?
- Represent the ID Program at industry conferences and events
- Work with industry to sponsor tailgates at home football games

Learn more
http://sigmadelta.tamu.edu
In SWID, you will hear personal experiences from industry professionals and alumni. SWID offers students another prospective on professionalism and the work force, one that is personal, engaging, and always relevant. We aim for our members to become more well-rounded business professionals by discussing topics that shed light on challenges in the work force.

WHAT DO WE DO?

- Explore careers opportunities and paths
- Candid discussions with industry
- Host industry guests at business

Learn more
http://swid.tamu.edu

SWID Officers, 2013-2014
1. To be selected from the University Core Curriculum. Of the 18 hours shown as University Core Curriculum electives, 3 must be from creative arts, 3 from language, philosophy, & culture; 6 from American history, and 6 from government and political science. The required 6 hours from international and cultural diversity may be met by courses satisfying the visual and performing arts, humanities, and the political science and history requirements if they are also on the approved list of international and cultural diversity courses.

2. Entering students will be given a placement test in mathematics. Test results will be used in selecting the appropriate starting course which may be at a higher or lower level.
3. ▲ Common Body of Knowledge (CBK) courses required for admission to the degree sequence (upper level or upper division). Prior to admission to the degree sequence, students must complete all Common Body of Knowledge courses with a grade of C or better. These are denoted by a “▲”.

4. † Courses used to calculate in-major GPR. These are denoted by a “†”.

5. Acceptable IDIS electives include IDIS 420, IDIS 421, IDIS 445, IDIS 455, IDIS 489 (Special Topic).

6. A list of acceptable directive electives is available in the Advising Office.

7. Th = Theory (hours per week devoted to recitations & lectures), Pr = Practice (hours per week devoted to lab, shop, drawing room or field), Cr = Credit Hours
**Top 10% Admits**

Freshman applicants qualify for automatic top 10% admission (but not necessarily to the major of choice) if they successfully complete the minimum required coursework, and:

- attend a recognized public or private high school in Texas, and
- rank in the top 10% of their graduating class on or before the application deadline, and
- meet the State of Texas Uniform Admission Policy, and
- ensure all required credentials are received by the freshman closing date.

*Students who are Texas residents in out-of-state schools are also eligible for top 10% admission at Texas A&M University. They must submit a residency questionnaire so that their residency status can be determined. This may take a little longer, but students will be admitted, if qualified.*

**Academic Admits**

Applicants qualify for automatic academic admission (but not necessarily to the major of choice), if they successfully complete the minimum required coursework and:

- rank in the top quarter of their graduating class;
- achieve a combined SAT Math and SAT Critical Reading score of at least 1300 with a test score of at least 600 in each of these components; or achieve a composite ACT score of at least 30 with a test score of at least 27 in ACT Math and ACT English (students must take the writing component of the SAT and/or ACT in order for the test score to be considered);
- meet the State of Texas Uniform Admission Policy; and
- ensure all required credentials are received by the freshman closing date.
The Transfer Application Process

Students who begin a set of courses which have a two-semester sequence are encouraged to complete both courses in the sequence before transferring to Texas A&M.

Transfer admission decisions are made by each college and department and are competitive; thus, admission standards are not known until the review for admission occurs. Preference is given to the applicant with the highest grade point ratio (GPR,_ and the most courses completed in the Degree Track for the major designated on the application. See the college-specific information for the college of the major for which you are applying.

Review Admits

If applicants do not qualify for top 10% or automatic admission, their complete application file will be reviewed. Admission for students in review is competitive.
Industrial Distribution offers over **40 different scholarships**
- Average amount of scholarship is approximately **$1,500**
- On average, Industrial Distribution awards scholarships totaling **$100,000/year**
- **Freshman scholarships** are available for ID students

### Program Scholarships

<table>
<thead>
<tr>
<th>Scholarship</th>
<th>Award</th>
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<tbody>
<tr>
<td>College of Engineering Global Study Abroad Scholarship</td>
<td>$1,000</td>
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<tr>
<td>Womack Machine Supply Scholarship</td>
<td>$1,000</td>
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<tr>
<td>John W. Schoen Family Scholarship</td>
<td>$1,000</td>
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<tr>
<td>Victor &amp; Gene Jury Endowed Scholarship</td>
<td>$1,000</td>
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<tr>
<td>David &amp; Mary Anne Meredith Scholarship</td>
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<tr>
<td>ABC Supply Company PAID Scholarship</td>
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<tr>
<td>Applied Industrial Tech.-Jack Robinson Memorial Scholarship</td>
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<td>BP Scholarship</td>
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<tr>
<td>James M. Benkendorfer Scholarship</td>
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<tr>
<td>ETID Clint A. Bertrand Endowed Scholarship</td>
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<tr>
<td>Jacob Rebeck Endowed Memorial</td>
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<tr>
<td>Marathon Oil</td>
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<tr>
<td>Molenco Moncrief-Lenoir Scholarship (freshmen only)</td>
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<tr>
<td>Leonard and Valerie Bruce Scholarship (freshmen only)</td>
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<tr>
<td>Sterling Electronics/Michael Spolane Scholarship</td>
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<tr>
<td>Houston Electrical League Summer Intern Scholarship</td>
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<tr>
<td>Thomas &amp; Joan Read Industrial Distribution Scholarship</td>
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<tr>
<td>James S. Mc‘Caine ‘78 Memorial Scholarship (freshmen only)</td>
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<tr>
<td>Richard R. Boehck ‘65 Scholarship</td>
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<tr>
<td>Houston Electrical League Clyde Rutland Scholarship</td>
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<tr>
<td>Houston Electrical League Jim Krepper Scholarship</td>
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<tr>
<td>Houston Electrical League JR Thompson Scholarship</td>
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<tr>
<td>Houston Electrical League Mickey DeHart Scholarship</td>
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<tr>
<td>George &amp; Frieda Soutter Scholarship</td>
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<tr>
<td>Specialty Tools and Fasteners Association Scholarship</td>
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<tr>
<td>Terra Technology/Dick Clark Scholarship</td>
<td>$5,000</td>
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**21%**

of ID Students received scholarships in 2012-2013

Out-of-state students receiving scholarships pay in-state tuition.
INTEGRITY

EXCELLENCE

SELFLESS SERVICE

Core Values

LOYALTY

RESPECT

Roy May, Yell Leader ’15
To learn more about the opportunities available within the Industrial Distribution Program, please contact us:

**VISIT US:**
Industrial Distribution Program  
Texas A&M University  
3367 TAMU, Fermann Hall 205  
College Station, TX 77843-3367  
**Phone:** 979-845-4984  
**Fax:** 979-845-4980  
**Email:** idisadvising@tamu.edu

http://id.tamu.edu