Howdy Advisory Board Members,

Thank you for your continuous support to the Industrial Distribution Program. The 2011/12 fiscal year was a record one for research and continuing education, the global study abroad activities expanded considerably, and the Masters of Industrial Distribution experienced hyper growth. Last year’s focus on developing our resources has paid off with research teams developing and executing new and traditional projects efficiently. The coming year should produce considerable growth.

The Global Supply Chain Laboratory (GSCL) continued its focus on global asset planning. The focus has been reflected in more network optimization projects as well as increased work on investment driven projects both of which are profoundly affecting our undergraduate and graduate level education.

MID had an incredible year. The 2012 fall class admitted 40 and sign ups for next year are running well ahead of this year. The current US capacity is 40 students per year so next year should achieve full capacity. The next major move will be to take the program to the Texas A&M Qatar campus and offer the residency weeks there beginning in January 2014. The MID graduates are now accounting for a significant amount of undergraduate recruiting and GSCL research. We project that MID could come to dominate our research initiatives in the next 10 years.

The Optimizing Channel Compensation (OCC) consortium set a record with over 20 firms. At the urging of distribution partners, we have decided to recast the Bringing Manufacturing Home (BMH) consortium as Optimizing Value Added Services to start in spring 2013.

The Texas Mexico Trade Corridor (TMEX) study has received yet another grant from the US Department of Commerce. We are extending the logic to Brazil as well. Other proposals are in progress from our international team.

The undergraduate Talent Incubator Program is now bringing in international interns to work with our professional researchers to continue the research driven experience for the undergraduate Global Study Abroad class. The class is moving to China this year and is supported by Brenntag, Rexel, and a new endowment established by Tom and Mary Ann Ferguson (more information on this exciting gift will be addressed in the Board Meeting).

The primary focus going forward will be the research driven continuing education programs. The Intensive Inventory program continues as a major success and was joined by the “Distribution Branch Manager” program that set a single program record this fall. This year will mark the first for an intensive “Customer Stratification.” The long-term plan is to continue growing these highly profitable programs so that surpluses can be put into our endowments supporting scholarships and charitable and undergraduate research.

Our flagship, the undergraduate program continues to drive our mission. PAID’s Career Fairs continue sell out and the sponsorship process has sold out its platinum memberships.

As good as 2011/12 was, it is obvious that we can do much more. As always, we ask our close partners on this board to consider and advise us on the ever critical MID, the new consortia, and future plans for continuing education. Most of all, welcome back to Aggieland to our dear friends.

Dr. F. Barry Lawrence,  
Program Director, Industrial Distribution Program
Industrial Distribution
Program Staff

Carlos Acosta
Director of Mexico Operations

Diego Alvarado
TEES Research Engineering Associate III

Ramona Aly
Sr. Office Associate

Bill Coats
Senior Systems Analyst

Ramana Gayam
TEES Research Engineering Associate III

Senthil Gunasekaran
TEES Assistant Research Engineer

Helen Hastings
Graduate Program Specialist

Peggy Jo Johnson
Administrative Coordinator

Pradip Krishnadevarajan
TEES Assistant Research Engineer

Myra Kretzschmar
Administrative Assistant

Bharani Nagarathnam
Associate Director - Graduate & International Programs Development

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TEES Research Engineering Associate III

Dr. Esther Rodriguez-Silva
Project Manager, Latin American Initiatives

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Saravanan Venkatachalam
TEES Research Engineering Associate III

Evan Vestal
Senior Academic Advisor
Industrial Distribution Industry Advisory Board

Warren Barhorst
President, Iscential (formerly Barhorst Insurance Group)
Mr. Barhorst earned his bachelor’s degree from Texas A&M University in industrial distribution, and played football for the Aggies in the 1988 Cotton Bowl. He is the founder and CEO of Iscential, a risk management, insurance and financial services agency headquartered in Houston, Texas. He opened his first office in November of 1993, and since has developed it into the largest nationwide agency in the country with over $550 million in sales, 26 offices and 100 associates. In addition to leading Iscential, Mr. Barhorst is a published author, teacher, coach, and guest lecturer.

Robert (Bob) M. Borsh, Jr.
Principal, SJD Ventures LLC
Mr. Borsh received his master’s degree from Texas A&M University in industrial distribution and his bachelor’s degree in business from University of Buffalo. He is Principal of SJD Ventures and brings 35 years of experience in manufacturing and distribution, primarily in the metals arena, to the Industrial Distribution Program.

Brent A. Burns
Director of Operations, AccelSPINE
A graduate of Texas A&M University, Mr. Burns is a certified public accountant and holds a Texas real estate broker’s license. He currently serves as Director of Operations for AccelSPINE, a distributor of medical devices. Mr. Burns was owner, President and Chief Financial Officer of ISC Building Materials before joining AccelSPINE. He also served as Chief Financial Officer of Gencor American Hospitality, which became Wyndham Hotels as part of an initial public offering, and worked with the middle market business sector and real estate and construction industry as a senior manager for Deloitte & Touche.

Bob Dill
President, HISCO
Mr. Dill is the Chief Executive Officer of Hisco, an employee-owned, specialty distribution company serving the electronic assembly, renewable energy, medical device, and other industrial markets. He joined Hisco’s Anaheim, CA, branch after graduating from Cal State-Fullerton. Mr. Dill was responsible for opening a new branch in San Diego in 1994 and was the driving force behind Hisco’s Mexico-based division, HiscoMex. Named executive vice president in 1999, he became president in 2002. Mr. Dill is also the current president of the Employee Stock Ownership Plan (ESOP) Association.

Tom Ferguson
Senior VP & President, Flow Solutions Group, Flowserve
Mr. Ferguson graduated from Texas A&M University with a bachelor’s degree in industrial distribution and brings 34 years’ experience in the energy equipment and service industry to the Industrial Distribution Program. He has spent the last 25 years with Flowserve, a manufacturer of pumps, valves, seals and components to the process industries. Mr. Ferguson is currently in the process of completing the integration of the pump and seal divisions into the Flow Solutions Group (FSG), as president of FSG. He has also held key positions in the oilfield services sector, including nine years in sales, marketing and technical roles with several firms.

William A. Fidler
President & CEO, Brenntag North America, Inc.
Mr. Fidler has more than 40 years of experience in the chemical industry. He was appointed president and CEO of Brenntag North America in June 2006 and made a member of Brenntag’s management board in March of 2011. Mr. Fidler graduated from High Point University in North Carolina and has been in management positions within the Brenntag organization since joining the company in 1970.

Bob Dill
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Mr. Dill is the Chief Executive Officer of Hisco, an employee-owned, specialty distribution company serving the electronic assembly, renewable energy, medical device, and other industrial markets. He joined Hisco’s Anaheim, CA, branch after graduating from Cal State-Fullerton. Mr. Dill was responsible for opening a new branch in San Diego in 1994 and was the driving force behind Hisco’s Mexico-based division, HiscoMex. Named executive vice president in 1999, he became president in 2002. Mr. Dill is also the current president of the Employee Stock Ownership Plan (ESOP) Association.
Terry Gebert  
Vice President & General Manager  
Systems & Solutions Business  
Mr. Gebert brings 34 years of experience in the solutions and services business in various industry verticals. He joined Rockwell Automation in his current capacity as vice president and general manager of the manufacturing and process solutions business. Mr. Gebert came to Rockwell from Flowserve where he had served as vice president and general manager of the controls division. He has also held the positions of chief operating officer for the process solutions business at Honeywell International, vice president and general manager for the engineered products and solutions business at Tyco/Raychem, and senior program director at Fluor.

Robin B. Gray, Jr.  
President & CEO  
Electronic Components Industry Association  
Mr. Gray is the president and CEO of the Electronic Components Industry Association. Prior to joining the ECIA, Mr. Gray worked for the American Society of Travel Agents (ASTA). Starting as ASTA’s Associate General Counsel, he served in a number of positions within ASTA, including general counsel and acting president. His 25 years of association management experience includes employment as general counsel and legislative analyst for two other associations. Mr. Gray received his bachelor’s degree in political science from Davidson College and his law degree from the University of Georgia.

Jim Hibberd  
SVP & General Manager, Gexpro  
Mr. Hibberd is senior vice president and general manager of Gexpro. He started out at General Electric in the Distribution Management Program, moved into industrial systems as president of GE Automation Services, and transitioned to be the national industrial sales director for GE Consumer and Industrial Products and Services. Promoted to global industrial sales leader of GE Energy, he returned in 2004 to GE Supply, now Gexpro, where he had been general manager. Mr. Hibberd has a bachelor’s degree in finance with a minor in economics from San Jose State University.

Ron Keating  
CEO & Chairman of the Board  
Contech Construction Products Inc  
Mr. Keating, president and CEO of Contech Engineered Solutions, graduated from Texas A&M University with a bachelor’s degree in industrial distribution. He received his master of business administration from Northwestern University’s Kellogg School of Management. Mr. Keating joined Contech from Kennametal where he had served as vice president and as president of the Metalworking Solutions & Services Group. He started out as a sales engineer before becoming global business unit manager and general manager of the Small Paver Division for Blaw-Knox.

John Kennedy  
Strategic Advisor, Harken Finance  
Mr. Kennedy held senior management positions with Smith International from 1986 to 1999, including chief financial officer, before being named president and CEO of Wilson International, a position which he held through mid-2012. Mr. Kennedy is a member of the Energy Institute and the Association of Corporate Treasurers in the United Kingdom. Mr. Kennedy also serves on the board of the Petroleum Equipment Suppliers Association and on the advisory board of the Houston Technology Center.

David R. Little  
CEO, DXP Enterprises, Inc.  
For 37 years Mr. Little has served as chairman and CEO of DXP Enterprises. A graduate of Texas A&M University with a bachelor’s degree in accounting, Mr. Little began his career as a certified public accountant and staff accountant with Price Waterhouse. He joined Southern Engine & Pump Company (SEPCO) in that same capacity and over the next several years held a number of management positions, including controller and vice president of Finance and in 1983 was appointed president of SEPCO. Through a leveraged buyout in 1986, Mr. Little purchased SEPCO and became the company’s chairman and CEO. In 1996, the company was renamed DXP Enterprises and became publicly traded.

Jeff Metzler  
President, Crawford Electric Company  
An industrial distribution graduate of Texas A&M University, Mr. Metzler has been the president and CEO of Crawford Electric/Sonepar since 2001. He started at Evans Electric Supply after college as branch manager of outside sales and transitioned to branch manager at Summers Electric/Rexel. He was promoted to Gulf Coast Region manager before joining Crawford Electric/Sonepar.
Tim Miller
Vice President - Operations, Security Contractor Services, Inc.
Mr. Miller is partner and vice president of operations for Security Contractor Services, a leading independent supplier of wholesale and temporary fencing on the West Coast and beyond. Mr. Miller earned his master of business administration from Claremont Graduate University and has worked with Texas A&M University in the areas of inventory management, network optimization, and transportation management.

Joseph Nettemeyer
President & CEO, Valin Corporation
Mr. Nettemeyer is president and CEO of Valin Corporation, the leading technical solutions provider for the technology, energy, life sciences, natural resources, and transportation industries. Valin has evolved from distribution management to partnering with manufacturers and suppliers to provide comprehensive technical solutions under Mr. Nettemeyer’s leadership. He has held several managerial and executive positions prior to Valin, including at Emerson Electric, a $16 billion global manufacturer.

John Newcaster
VP-Distribution and Logistics Supply Chain, Baker Hughes
Mr. Newcaster is currently vice president of distribution and logistics at Baker Hughes. He holds a master of business administration from Duquesne University and a bachelor’s degree in metallurgical engineering from Grove City College. Some of Mr. Newcaster’s past positions include vice president of supply chain for Drilling Fluids, vice president of supply chain for TESCO Corporation, and vice president of supply chain for M-I SWACO. He has also held technical positions in the iron and steel divisions and oilfield equipment division of Armco.

Lynn Perrin
Vice President, Industrial Group, NOV Wilson
Mr. Perrin is senior vice president of supply chain services for NOV Wilson, the distribution business segment of National Oilwell Varco. Prior to the sale of Wilson International to NOV by Schlumberger, Mr. Perrin led several operational and support areas for Wilson at the vice president level. His professional experience includes various information technology roles, including chief information officer for Smith International, the former parent company of Wilson. He attended the University of Oklahoma and Eastern New Mexico State University and earned a bachelor’s degree with high honors in Mathematics and Computer Science.

Byron Potter
Vice-Chairman & CEO, DW Distribution Inc.
Mr. Potter joined DW Distribution after graduating from Southern Methodist University. Currently the vice chairman and CEO, Mr. Potter has been instrumental in leading DW through a significant growth era and leads the company’s continuous improvement efforts to ensure DW remains the market leader. Mr. Potter has served on the boards of the National Association of Wholesaler-Distributors (NAW) and NAW’s Institute for Distribution Excellence. In recent years, Mr. Potter has worked closely with Texas A&M University’s Industrial Distribution Program, participating in numerous industry consortiums.

Mike Rowlett
CEO, Womack Machine Supply Co.
Mr. Rowlett, chairman and CEO of Womack Machine Supply, joined Womack as a sales trainee. He has since served as salesman, sales manager, executive vice president and president before purchasing Womack from its founder in 2006. Womack is an industrial distributor and represents some of the world’s leading manufacturers of hydraulic, pneumatic and factory automation equipment. Womack currently employs 298 people, operates in 19 Southern and Western states, and serves a variety of industries including energy, construction, mining, aerospace, packaging, marine and agriculture.

Jim Thompson
Chief Executive Officer, NewMGroup LLC
As CEO of NewMGroup, Mr. Thompson provides leadership for client development having a diverse background of more than 30 years in the safety, electrical, plumbing, HVAC, and specialty distribution industry. Mr. Thompson has also served as president and CEO of Vallen Corporation. He earned his bachelor’s degree from Auburn University, currently serves on the business advisory board and is recognized as one of Auburn’s Top 40 of 40 from the College of Business.

Michael C. Wigton
President, Irby Co.
Mr. Wigton is president of Sonepar USA’s Southern Region and president of the Irby Company. He held numerous national senior sales and marketing positions with GE, Thomas & Betts, and Hughes Supply before joining Irby. Formerly a family-owned business, Irby has transitioned to become part of Sonepar, the largest electrical distributor in the world, under his direction. Mr. Wigton is a graduate of Occidental College and a 2010 Inductee into their Track & Field Hall of Fame.
Endowments

> Thomas E. Ferguson '78 Fund & Gift Exceeding $10 Million Dollars
  ◆ Charitable Reminder Trust for $7.5 Million
  ◆ Land donation valued at $600,000
  ◆ Annual Gift of $100,000 in perpetuity

> The gift support the following programs / areas of the ID Program
  1. Global Study Abroad Program
  2. Master of Industrial Distribution
  3. Global Distribution Research & Education

> Endowments from 2011-12
  ◆ Judy and Paul Andrews Endowed Excellence Fund for Global Research and Education
    - $300,000 – Founded and funded by Judy and Paul Andrews of TTI Inc.
  ◆ Industrial Distribution Endowment for Charitable Research
    - $50,000 – Founded & funded by Beverly and Mike Rowlett of Womack Machine Supply

Scholarships

> Ronal K. Hosley Sr. Endowed Scholarship
  ◆ $25,000 Endowed Scholarship

> Gifts
  ◆ $30,000 from Womack Machine Supply for Global Study Abroad Program
  ◆ $25,000 from HISCO for Global Study Abroad Program
Undergraduate Program
Enrollment and Curriculum

Total 542*
Freshmen 26
Sophomore 65
Junior 140
Senior 311

Graduating 182
Spring 2012 86
Summer 2012 9
Fall 2012 87 *(Will be graduating)

Admissions 163
Freshmen (Fall ‘12) 21
Transfers 27
Change of majors 111
Readmits 4

* Fall 2012
Fall ’11 to Summer ’12

Curriculum Update

**New electives**
(Graduating students would have taken at least one of them)
- IDIS 421 Healthcare Distribution Networks
- IDIS 445 International Sales and Marketing
- IDIS 489 Special Topics in Humanitarian Distribution Networks
- IDIS 489 Special Topics in Sustainability Design
- IDIS 489 New Directors in Distributor Competitiveness

**Courses updated (9 Credit Hours):**
- IDIS 420 Contemporary Topics in Electronic Distribution: Going Green
- IDIS 330 Sales Engineering (moved to a junior level course)
- IDIS 464 Distribution Operations and Financial Management (moved to a senior level course)
Total of 111 scholarships
$159,000

- 66 Scholarships from ID
- 22 Scholarships from Houston Electric League
- 21 Scholarships from College of Engineering
- 2 Scholarships from the ETID department

"Scholarships are $1,000 - $5,000 each.

<table>
<thead>
<tr>
<th>Program Scholarship</th>
<th>Award</th>
<th># of Awards</th>
</tr>
</thead>
<tbody>
<tr>
<td>College of Engineering Global Study Abroad Scholarship</td>
<td>$1,000</td>
<td>21</td>
</tr>
<tr>
<td>Womack Machine Supply Scholarship</td>
<td>$1,000</td>
<td>12</td>
</tr>
<tr>
<td>John W. Schoen Family Scholarship</td>
<td>$1,000</td>
<td>10</td>
</tr>
<tr>
<td>Victor &amp; Gene Jury Endowed Scholarship</td>
<td>$1,000</td>
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</tr>
<tr>
<td>David &amp; Mary Anne Meredith Scholarship</td>
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</tr>
<tr>
<td>ABC Supply Company PAID Scholarship</td>
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<td>2</td>
</tr>
<tr>
<td>Applied Industrial Tech.- Jack Robinson Memorial Scholarship</td>
<td>$1,000</td>
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</tr>
<tr>
<td>BP Scholarship</td>
<td>$1,000</td>
<td>2</td>
</tr>
<tr>
<td>James M. Benkendorfer Scholarship</td>
<td>$1,000</td>
<td>2</td>
</tr>
<tr>
<td>ETID Clint A. Bertrand Endowed Scholarship</td>
<td>$1,000</td>
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</tr>
<tr>
<td>Jacob Rebecek Endowed Memorial</td>
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<tr>
<td>Marathon Oil</td>
<td>$1,500</td>
<td>3</td>
</tr>
<tr>
<td>Molenco Moncrief-Lenoir Scholarship (freshmen only)</td>
<td>$1,500</td>
<td>3</td>
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<tr>
<td>Leonard and Valerie Bruce Scholarship (freshmen only)</td>
<td>$1,500</td>
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<tr>
<td>Sterling Electronics/ Michael Spolane Scholarship</td>
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</tr>
<tr>
<td>Houston Electrical League Summer Intern Scholarship</td>
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</tr>
<tr>
<td>Thomas &amp; Joan Read Ind. Dist. Scholarship</td>
<td>$2,000</td>
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<tr>
<td>James S. McCaine '78 Memorial Scholarship (freshmen only)</td>
<td>$2,000</td>
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</tr>
<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>
<td>$2,000</td>
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</tr>
<tr>
<td>George &amp; Frieda Soutter Scholarship</td>
<td>$2,500</td>
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</tr>
<tr>
<td>Specialty Tools and Fasteners Association Scholarship</td>
<td>$2,500</td>
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</tr>
<tr>
<td>Terra Technology/Dick Clark Scholarship</td>
<td>$5,000</td>
<td>1</td>
</tr>
</tbody>
</table>

21% of ID Students received scholarships
Out-of-state students receiving scholarships pay in-state tuition

- $1,000 Scholarships 63
- $1,500 Scholarships 9
- $2,000 Scholarships 35
- $2,500 Scholarships 3
- $5,000 Scholarship 1
- 7 Scholarships for Freshmen for $11,500

- 22% of ID Students received scholarships
- Out-of-state students receiving scholarships pay in-state tuition

- Curriculum Update
  - New electives (graduating students would have taken at least one of them)
    - IDIS 421 Healthcare Distribution Networks
    - IDIS 445 International Sales and Marketing
    - IDIS 489 Special Topics in Humanitarian Distribution Networks
    - IDIS 489 Special Topics in Sustainability Design
    - IDIS 489 New Directors in Distributor Competitiveness

- Courses updated (9 Credit Hours):
  - IDIS 420 Contemporary Topics in Electronic Distribution: Going Green
  - IDIS 330 Sales Engineering (moved to a junior level course)
  - IDIS 464 Distribution Operations and Financial Management (moved to a senior level course)
Global Distribution Study Abroad Program

- **Summer 2012: Study Abroad Program – MEXICO & PANAMA**
- **ENGR 410 – Global Engineering / Distribution**
- **IDIS 445 – International Sales & Marketing**
- **21 Students – Summer I program**
- **1 Week in Mexico & 1 Week in Panama**
- **$30,000 Sponsorship from Womack Machine Supply & $25,000 Sponsorship from HISCO**

Twenty one students from the Industrial Distribution Program participated in the 2012 Global Distribution Study Abroad Program. The program is a 5 week summer class that teaches Global Distribution and International Sales and Marketing and involves a global trip. For summer 2012 the class visited more than 15 companies in Mexico and Panama and conducted a project for the two sponsors of the course, Womack Machine Supply and HISCO. The project involved developing business plans for the companies to expand sales and operations in Central Mexico and Panama. During the trip to Mexico, the students attended the Texas – Mexico Trade Corridor Conference organized by the Industrial Distribution Program and had a chance to interact with over 100 businesses professional from different industries. In addition to the company visits, the students also visited many cultural sites, enjoyed the tropical environment of Panama, explored the jungle terrain, and enjoyed the wonderful Latin culture.
GLOBAL DISTRIBUTION STUDY ABROAD
PROGRAM SPONSORS

Womack  Hisco

Reasons to Study Abroad with ID:

- Gain global experience
- Understand business practices in Latin America - Stay competitive in the global economy
- Obtain global perspective on people, business and culture.
- Gain six college credits in only five weeks

Professional Association for Industrial Distribution

- Fall Career Expo –
  September 28th-29th, 2011
  - 60 Companies represented to recruit Interns, Part-time, and Full-time Employees
  - Golf Tournament – Briarcrest Country Club
  - Networking Social – Hilton
  - Career Fair – Brazos County Expo

- 17th Annual Spring Career Fair
  February 1st-2nd, 2012
  - Casino Social
  - Career Fair – Brazos County Expo Center
Objective
Conduct research on applied supply chain and distribution topics and facilitate interaction between industry executives and top students.

Overview
• Launched in September 2010
• Completed several projects with different companies ranging from distributors to logistics providers
• Successfully graduated many students

value for students
• Perform research on industrial distribution and supply chain topics
• Explore your interests among diverse projects
• Apply concepts discussed in classes
• Be recognized as a research scholar
• 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

value for companies
• Employ a team composed of students, faculty and researchers
• Discover and share best practices with the renowned Global Supply Chain Laboratory
• Gain access to innovative and current knowledge
• Work with a team that easily communicates with all levels of industry
• Access the capability of the top Industrial Distribution students
• Develop a talent pipeline of potential hires
• Spread awareness of the company, brand, and culture throughout Texas A&M
Topics of Research

Include but not limited to:

• Business Expansion Analysis
• New Market/Market Share Analysis: Product, Services and Geography
• Best Practice Assessment: Sales, Marketing and Operations
• Technology and Operational Efficiency Improvement Projects

Industry

<table>
<thead>
<tr>
<th>Construction</th>
<th>Distribution</th>
<th>Distribution</th>
<th>Logistics</th>
<th>Distribution</th>
<th>Distribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental Equipment</td>
<td>Electrical</td>
<td>Building Material</td>
<td>3PL Provider</td>
<td>Hydraulic and Pneumatic</td>
<td>Electrical</td>
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<tr>
<td>Best Practices in Rental Equipment Management</td>
<td>New Market Analysis</td>
<td>Market Share Analysis</td>
<td>New Business Opportunity Analysis</td>
<td>Market Study</td>
<td>Market Driver Analysis</td>
</tr>
</tbody>
</table>

Solution

- Prepared a Best Practice handbook for the company’s customers to increase their equipment utilization.
- Educated the strategic improvement team on a new sustainable technology and co-developed sales projections.
- Estimated the market share in different geographies by product to enable strategic growth for the firm.
- Outlined the needs and requirements for success in a new market segment. Established value proposition for success.
- Identified potential customer segments to increase revenue and market breath.
- Characterized the evolution of the channel members and the supply chain. Determined geographical markets to enter.
Master of Industrial Distribution

★ Designed For Working Professionals
★ Web-based Program
★ 21 Months to Complete
★ Focused on Industrial Channels
★ Global Distribution Trip
★ Life-long Networking

★ MID 10 YEAR ANNIVERSARY ★
September 8, 2012

Residency Week 2012

2011 MID Global Distribution Trip Spain / Portugal
MID Demographics Academic Year 2012-13
Total Number of Current Students: 58
In State: 38
Out of State: 18
International: 2
Average Work Experience: 13 Years
Tuition for 2 Years:
- In-State Tuition: $39,026
- Out-of-State Tuition: $49,226
- Tuition International: $49,959

Fees include Books, Case Studies, Residency Week and Global Distribution Trip Accommodations

Global Distribution Class
- 2007: Germany [TTI, Sonepar]
- 2008: Italy [Marrazi Tile, Euro-Fer, Bosch Rexroth Oil Control, Smith Technologies]
- 2009: China [Transmark, Rockwell, Brenntag]
- 2010: Austria, Hungary, Czech Republic [Sonepar]
- 2011: Spain & Portugal [Trane]
- 2012: Brazil [Brenntag & Brightstar]
- 2013: Norway & Sweden
- 2014: India - Planned

- “Real-time” case studies in which distributors and their suppliers provide a problem environment for students to work on supply chain solutions.
- Each year, new case studies are prepared for a new location with new problem environments to reflect the changing challenges

LAUNCHING JANUARY 2014
Master of Industrial Distribution
Middle East Campus - Doha, Qatar
Graduate Program for Working Professionals

Program Snapshot
Campus Location
Doha, Qatar
Length of Program
24 Months
Study While Working Full-Time
Degree Format
Two 5-Day Residency at Qatar Campus
Four 15-Week Online Semesters
1 One-Week Global Trip
3 Day – Capstone Presentation and Graduation at Qatar Campus

Global Distribution Course & Trip
One Week International MID trip during second year. Part of Global Distribution Course

Start Dates
January of each year
Admission
Admission closes September 30th of each year
Revenues FY 2013:

- Research Programs: $1,149,650
- Professional Development Programs: $776,409
- **TOTAL**: $1,926,059
- **Goal for FY 2013**: $2,500,000

Research Programs

- Research Projects: $599,650
- Consortiums: $550,000
- Research Projects/Services: 10
- Consortiums Members: 22
- **Goal of FY 2013**: $1,250,000

Publications:

- Refereed Journal Papers: 13
- Conference Proceedings: 14
- Cases: 7
- Book/Book Chapters: 3
- Trade publications: 1
- Industry Presentations: 2

Service:

- **Dr. Dan Jennings**
  - Conference Editorial Board of refereed journal – Journal of Applied Case Research (JACR)

- **Dr. Bimal Nepal**
  - Associate Editor, Engineering Management Journal, This is the flagship journal for American Society for Engineering Management, 2012-Present
Professional Development Programs

<table>
<thead>
<tr>
<th>Professional Development</th>
<th>$776,409</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry Professionals educated</td>
<td>524</td>
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<tr>
<td>Total number of Programs</td>
<td>30</td>
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<tr>
<td><strong>US: Open Enrollment</strong></td>
<td>9</td>
</tr>
<tr>
<td><strong>US: Custom Programs</strong></td>
<td>17</td>
</tr>
<tr>
<td><strong>El Salvador &amp; Mexico</strong></td>
<td>4</td>
</tr>
</tbody>
</table>

**Goal of FY 2013:** $1,250,000

AWARDS & HONORS:

**Dr. Dan Jennings**
Received Outstanding Educator award from College of Education, TAMU Inducted into Phi Kappa Phi, national honor society for outstanding faculty scholars

**Dr. Bimal Nepal**
1. Herbert H. Richardson Fellow, A faculty fellow award for overall excellence in research, teaching, and service, Dwight Look College of Engineering, Texas A&M University, March 2012
2. Distinguished Faculty Award for Excellence in Teaching and Service to ID Students by Professional Association for Industrial Distribution (PAID), Texas A&M University, December 2011.

**Dr. Ismail Capar**
Award for Excellence in the Teaching of Logistics and Supply Chain* given by the Institute of Industrial Engineers (IIE)

**Dr. Malini Natarajarathinam**
Best Paper award in the logistics and supply chain management track at the 2012 Association of Collegiate Marketing Educators

INTERNATIONAL ACTIVITIES

**Programs in Mexico 🇲🇽**
- Research Office in Mexico.
- 1 Full-time Research Staff.
- Texas Mexico Trade Corridor Consortium: Extensive work in Supply Chain, Distribution, Logistics area.
- 25+ Consortium members, partners and advisors
- Projects: Many companies ranging from Facility Location, Supplier Selection to Market penetration and distribution strategies.

**Programs in El Salvador 🇸🇻**
- Partnership with Fundación de ExAlumnos de Texas A&M University de El Salvador
- Educational Programs
  - Lean Supply Chain Management
    September 7-8, 2011
  - Pricing Optimization
    November 16-17, 2011
  - Inventory Management
    July 25-26, 2012

2013 Schedule:
- 2 DAY SPANISH: Lean Supply Chain Management
  May 1-2, 2013
- 5 DAY ENGLISH: Customer Stratification & Pricing Optimization
  August 19-23, 2013
- 2 DAY SPANISH: Inventory Management
  October 16-17, 2013

**Programs in Qatar 🇶🇦**
- Partnership with Texas A&M Qatar
- Graduate Programs
  - Master of Industrial Distribution
    2014 Cohort class beings January 2014
    Admission from January 1, 2013 – September 30, 2013
- Educational Programs
  - Lean Supply Chain Management
    April 8-9, 2013
  - Inventory – Materials Management
    September 23-24, 2013
Professional Development Programs

Intensive Customer Stratification Program

DAY 1
Customer Stratification Overview and Framework
EXERCISE: What would be the 4 types of customers at your firm?
Customer Buying Power
EXERCISE: Sample Buying Power Analysis
Customer Profitability
EXERCISE: Sample Profitability Analysis
WORKING SESSION: Data Preparation for Customer Stratification
Discussion and Questions

DAY 2
Customer Loyalty
EXERCISE: Sample Loyalty Analysis
Cost-to-Serve (CTS)
EXERCISE: Sample CTS Analysis
WORKING SESSION: Data Preparation and Customer Stratification Analysis
Discussion and Questions

DAY 3
WORKING SESSION: Data Preparation and Customer Stratification Analysis
Bringing It All Together
EXERCISE: Customer Lifetime Value and Net Profit
WORKING SESSION: Data Preparation for Customer Stratification Analysis
GUEST LECTURE: Customer Stratification - Business & IT Perspectives
Discussion and Questions

DAY 4
Customer Stratification Results Presentation
Customer Strategies
EXERCISE: Customer Stratification Impact on Shareholder Value
Real-world Implementation Results
CASE STUDY: Chapters 9 and 10 from Customer Stratification Book
ACTION PLAN: Presentation Discussion and Questions
CERTIFICATE PRESENTATION

DAY 5
WORKING SESSION: Process Assessment Stock Group
EXERCISE: Linking Inventory Management to Shareholder Value
Inventory Management Challenges and Benefits
EXERCISE: Inventory Management Recap
Discussions and Questions
CERTIFICATION PRESENTATION

Intensive Inventory Management Program

DAY 1
Inventory Management Overview
Key Performance Indicators and EXERCISE
EXERCISE: Inventory Carrying Cost
Inventory Stratification
EXERCISE: Sample Stratification Analysis
WORKING SESSION: Data Preparation for Inventory Stratification
Discussion and Questions

DAY 2
WORKING SESSION: Inventory Stratification
Attendees to Present Results and Policies
Inventory Stratification - Concluding Remarks
Forecasting
EXERCISE: Forecasting Rounds 1 & 2
Forecasting Continued
EXERCISE: ROP
CASE STUDY: Stock Group From Optimizing Distributor Profitability book
Discussion and Questions

DAY 3
WORKING SESSION: Forecasting
Demand Pattern Classification
Replenishment Policies
EXERCISE: Inventory Stock Out Cost
Replenishment Policies - Continued
EXERCISE: ROP
GUEST LECTURE: Inventory Management Business Perspective
Discussion and Questions

DAY 4
WORKING SESSION: Replenishment / Service vs. Cost Matrix
Attendees to Present Results
Debrief and Discussion
Buy Decision - EOQ
GUEST LECTURE: Inventory Management Business Perspective
GUEST LECTURE: Inventory Management IT Perspective
Discussion and Questions

DAY 5
WORKING SESSION: Process Assessment Stock Group
EXERCISE: Linking Inventory Management to Shareholder Value
Inventory Management Challenges and Benefits
EXERCISE: Inventory Management Recap
Discussions and Questions
CERTIFICATION PRESENTATION
### Professional Development Programs

#### US Intensive Programs
<table>
<thead>
<tr>
<th>Program</th>
<th>Duration</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intensive Customer Stratification</td>
<td>4 Days</td>
<td>4-7 March 2013</td>
</tr>
<tr>
<td>Executive Session on Best Practices</td>
<td>3 Days</td>
<td>23-25 April 2013</td>
</tr>
<tr>
<td>Distribution Manager Program</td>
<td>5 Days</td>
<td>13-17 May 2013</td>
</tr>
<tr>
<td>Intensive Inventory Management Program</td>
<td>5 Days</td>
<td>9-13 September 2013</td>
</tr>
</tbody>
</table>

#### US Functional Short Programs
<table>
<thead>
<tr>
<th>Program</th>
<th>Duration</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optimizing Distributor Growth and Market Share</td>
<td>1.5 Days</td>
<td>30-31 October 2012</td>
</tr>
<tr>
<td>Pricing Optimization</td>
<td>1.5 Days</td>
<td>9-10 October 2013</td>
</tr>
<tr>
<td>Advanced Lean Distribution</td>
<td>1.5 Days</td>
<td>22-23 October 2013</td>
</tr>
</tbody>
</table>

#### El Salvador – Central American Programs
<table>
<thead>
<tr>
<th>Program</th>
<th>Duration</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lean Supply Chain Management (In Spanish)</td>
<td>2 Days</td>
<td>1-2 May 2013</td>
</tr>
<tr>
<td>Customer Stratification &amp; Pricing Optimization</td>
<td>5 Days</td>
<td>19-23 August 2013</td>
</tr>
<tr>
<td>Inventory Management (In Spanish)</td>
<td>2 Days</td>
<td>16-17 October 2013</td>
</tr>
</tbody>
</table>

#### Qatar – Middle East Programs
<table>
<thead>
<tr>
<th>Program</th>
<th>Duration</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lean Supply Chain Management</td>
<td>2 Days</td>
<td>8-9 April 2013</td>
</tr>
<tr>
<td>Inventory &amp; Materials Management</td>
<td>2 Days</td>
<td>23-24 September 2013</td>
</tr>
</tbody>
</table>

#### CUSTOM PROGRAMS
<table>
<thead>
<tr>
<th>Program</th>
<th>Duration</th>
<th>Where</th>
</tr>
</thead>
<tbody>
<tr>
<td>Distribution Management Programs</td>
<td>1 - 5 Days</td>
<td>On-Campus or On-Site</td>
</tr>
<tr>
<td>Custom Operations Programs</td>
<td>1 - 5 Days</td>
<td>On-Campus or On-Site</td>
</tr>
<tr>
<td>Lean Distribution Management</td>
<td>1 -2 Days</td>
<td>On-Campus or On-Site</td>
</tr>
<tr>
<td>Custom Sales Programs</td>
<td></td>
<td>On-Campus or On-Site anywhere in the world</td>
</tr>
<tr>
<td>• Client Acquisition</td>
<td>1 - 3 Days</td>
<td></td>
</tr>
<tr>
<td>• Key Account Development</td>
<td>1 - 3 Days</td>
<td></td>
</tr>
<tr>
<td>• Sales Management</td>
<td>1 - 3 Days</td>
<td></td>
</tr>
<tr>
<td>• Inside / Counter Sales</td>
<td>1 - 2 Days</td>
<td></td>
</tr>
</tbody>
</table>
Partnership with NAW: Texas A&M University’s Industrial Distribution Program and the NAW Institute for Distribution Excellence launched an alliance dedicated in 2009 to further the understanding and application of best practices in wholesale distribution. This alliance operates through the new entity called the Council for Research on Distributor Best Practices (CRDBP). The mission of the CRDBP is to create competitive advantage for wholesaler-distributors through development of research, tools, and education.

**Optimizing Channel Compensation Consortium**

Best Practices in Demonstrating Value and Creating Fair Compensation for Channel Partners

**Consortium Members:**
- **HARDI**
  - Allied Air Enterprises
  - NORDYNE
  - Superior Radiant Products Ltd
  - Crescent Parts & Equipment Co., Inc.
  - G.W. Berkheimer Co. Inc
  - Johnson Supply
- **Graybar**
- **DWD**
- **Womack**
- **L&W Supply**
- **NACD**
  - Tri-iso, Inc.
  - Bosco Industries, Inc.
  - K-Solv LP
- **Valin**
- **SKF**
- **HISCO**
- **NOV Wilson**
- **Brenntag NA**
- **Rexel**
- **American standard**
Optimizing Value Added Services Consortium

- This consortium will operate differently than the previous ones.
- Each member firm will be asked to present value added services for an Optimizing Distributor Profitability best practice analysis.
- Recommendations for improvements following documented and new best practices will be detailed for each firm.
  - Processes will be mapped.
  - Processes will be studied for optimal operation.
  - Recommendations on redesign will be delivered.
- Final recommendations will be developed based on total findings and shared with consortium members.
  - New distribution models will be developed.
  - Change management strategies will be delivered.
- Consortium will be intentionally small (~10 firms) to allow for intense work with individual members.

Customer Service Consortium


Dimensions of Service:

- Transparency & Honesty
- Enthusiasm
- Empathy
- Trust
- Meeting Promises
- Knowledge & Training
- Accuracy
- Understanding Business
- Communication
- Innovativeness
Optimizing Human Resources Consortium

WHY?

- The speed at which distributors can grow is only limited to their human resources.
- Geographic reach, physical assets, product selection, access to capital or innovative services are no longer competitive advantages.
- Value of Human Resources is often underestimated.
- HR assets is not on the balance sheet and only listed on the P&L statement as an expense.
- Successful distributors understand the importance of HR but struggle to implement effective programs to develop & retain people.

Sign-up: April – December 2013
Kick-off: February 2014
Faculty Profile

Dr. F. Barry Lawrence
Leonard and Valerie Bruce Chair Professor in Industrial Distribution
Program Director, Industrial Distribution Program

EDUCATION
Ph.D., Information and Operations Management, Texas A&M University, 1999
MBA, Southwest Texas State University, 1992
BS, Business Administration in Finance, University of Texas, 1980

AREAS OF INTEREST
- Distribution Best Practices
- Supply Chain Management
- Inventory Management
- Distribution Facilities/Networks
- Distribution Profitability
- Sales and Marketing Optimization
- Distribution Pricing
- Distribution Growth and Marketshare

RECENT SIGNIFICANT RESEARCH ACTIVITIES
- Funded Research to Date (since going on tenure track in 1997): $8,515,517
  Consortia: More than 50 sponsors. 1999-to present day. Funding to date: $2,076,750
  FY 2010-11: $235,000 (Texas-Mexico Trade Corridor Consortium, Sales & Marketing Optimization Consortium, Growth and Market Share Consortium)
- Talent Incubator:
  Conceived, designed and created the Talent Incubator at Texas A&M University to provide students with hands-on project experience and provide companies with talent pipeline for internships and full-time. Started in 2010, the Talent Incubator has employed 10 undergraduate students working on 5 projects generating funding of over $100,000.
- Recent teaching activities
- Publication of Book:

RECENT SIGNIFICANT TEACHING ACTIVITIES
Designed and established Global Study Abroad program in Industrial Distribution in Summer of 2009.
The program is designed to teach students global sales, marketing, business practices and culture to expose them on how to conduct business in Latin America in general. Established funding for the program through industry sponsorship from Womack Machine Supply for the first 5 years. $150,000 ($30,000 /Year for 5 Years).
The Summer 2010 program was enhanced with travel to El Salvador to understand doing business in Central America. The Summer 2011 program was conducted in Mexico and El Salvador with 20 students.

COURSES CURRENTLY TAUGHT
- ENGR 410 - Global Engineering
- IDIS 489 - International Sales & Marketing
- IDIS 655: Global Distribution
- IDIS 621 - Industrial Distributor Processes I
- IDIS 622 - Industrial Distributor Processes II (Capstone Project Class)
Dr. Daniel F. Jennings

Andrew Rader Professor of Industrial Distribution
Program Director, Master of Industrial Distribution Degree

EDUCATION
PhD, Strategic Management, Texas A&M University, 1986
MBA, Finance; Northeast Louisiana University, 1972
BS, Industrial Engineering (with honors), University Tennessee, 1961

AREAS OF INTEREST
- Developing Competitive Advantage
- Executive Scanning
- Corporate Entrepreneurship
- Leadership
- Perceptions & Value Activities
- Process Innovation
- Strategy-Structure Alignment
- Profitability Analysis
- Top Management Teams
- Strategic Alliances

RECENT SIGNIFICANT RESEARCH ACTIVITIES
- Perceptions & Value Activities
  Examined perceptional differences of CEOs and Sales Managers in supplier and distributor firm relating to certain value activities;
- Corporate Entrepreneurship
  Studied profitability differences among entrepreneurial and non-entrepreneurial industrial distributors
- Strategy-Structure Alignment
  Investigated effects of strategy-structure alignment of electrical distributors

RECENT SIGNIFICANT TEACHING ACTIVITIES
- Ethics in industrial distribution curriculum
  Introducing ethics into undergraduate industrial distribution capstone course (IDIS 444)
- Member of Federated Business Disciplines Teaching Committee
  Assisting in developing cases for a variety of business disciplines
- Member of National Academy of Arbitrators Teaching Committee
  Conducting sessions on how to present evidence and make closing arguments in a labor arbitration hearing

COURSES CURRENTLY TAUGHT
- IDIS 444- Ethical and Leadership Issues in Industrial Distribution
- IDIS 611- Current Issues in Industrial Distribution
- IDIS 664- Distribution Profitability
- IDIS 674- Industrial Distribution Enterprise
Dr. Ismail Capar

EDUCATION
Ph.D., Industrial and Systems Engineering, Mississippi State University, 2007
M.Sc., Industrial Engineering, Sabanci University - Turkey, 2002
B.Sc., Industrial Engineering, Istanbul Technical University - Turkey, 2000

AREAS OF INTEREST
>> Supply Chain Management
>> Inventory Management
>> Transportation Management
>> Facility Location / Network Design
>> Location Decisions for Electric Vehicles
>> Distribution Systems for Green Technologies
>> Joint Facility Location and Pricing Decisions
>> Supply Chain Crisis/Disaster Management

RECENT SIGNIFICANT RESEARCH ACTIVITIES
♦ Locating charging and battery switch stations in Europe and Japan
   We create cutting-edge mathematical optimization algorithms for a market leader
   company to determine the location of electric vehicle charging and battery switch stations
   considering travel patterns and limited range of electric vehicles.
♦ Network optimization for a premier food and companion animal health distributor
   This international company has grown through acquisitions and mergers. The objective of
   this study is to analyze the existing distribution system and to determine the optimal
   number of distribution centers and store locations to minimize cost of goods sold while
   satisfying customer expectations.

RECENT TEACHING ACTIVITIES
♦ Contemporary topics in electronics distribution: going green
   This course will be offered starting Spring 2012. It will first introduce green technologies,
   such as, solar panels, energy storage and energy management systems. Next, it covers
   topics ranging from market analysis to distribution system design for such products.
♦ Award for Excellence in the Teaching of Logistics and Supply Chain” given by the Institute of
   Industrial Engineers (IIE)

COURSES CURRENTLY TAUGHT
IDIS 343 - Distribution Logistics
IDIS 420 - Electronics Distributors Network
IDIS 614 - Industrial Distributor Network
IDIS 634 - Quality Concepts in Industrial Distribution
Dr. Malini Natarajarathinam

EDUCATION
Ph.D., Operations Management, The University of Alabama, 2007
M.A., Management Science, The University of Alabama, 2005
M.S., Industrial and Systems Engineering, Auburn University, 2002
B.E., Industrial Engineering, Anna University, 2000

AREAS OF INTEREST
> Supplier/Customer/Inventory Stratification
> Network Optimization
> Total Landed Cost
> Total Cost of Ownership
> Distribution strategies
> Non-profit distribution operations
> Effective project based learning strategies
> Distance Education teaching

RECENT SIGNIFICANT RESEARCH ACTIVITIES
- Optimization of Distribution Operations for Food Banks
  Created self-sustaining distribution plans for food bank(s) to initially assess the feasibility of delivering food from USDA to schools in Texas. Once the feasibility was established, assisted them to bid and win the contract.
- Supplier/Customer/Inventory Stratification Projects
  Analyzed current purchasing, sales and inventory data to identify strategic partners and strategic goods. Recommended relationship enrichment activities for strategic partners and inventory stocking policies for key items.
- Network Optimization Projects
  Built current network maps to assess inefficiencies for distribution operations including receiving products from supplier and shipping products to customer and optimized the network to improve profitability and increase return on assets.

RECENT SIGNIFICANT TEACHING ACTIVITIES
- Strategic Relationships in Industrial Distribution
  Redesigned the class to include topics such as growing market share, optimizing distributor compensation etc. that are relevant to current industry needs.
- Electronic Components Industry Association Undergraduate Research Competition
  Advised undergraduate teams to compete for the research competition and won the FIRST place last year. Submissions also have been made for this year.
- Showcasing Undergraduate Students at Industry Conferences
  Took students to MHEDA and NEDA/ECIA conferences to enhance awareness of the ID program and the university among the participants.

COURSES TAUGHT:
> IDIS 340 – Manufacturer Distributor Relationships
> IDIS 420 - Electronics Distribution Networks
> IDIS 624 - Strategic Relationships of Industrial Distributors
Dr. Bimal Nepal

EDUCATION
Ph.D., Industrial Engineering, Wayne State University, Detroit, MI 2005.

AREAS OF INTEREST
- Inventory control
- Transportation planning
- Quality, Lean, and Six Sigma
- Multi stage supply chain network design
- Strategic sourcing & risks assessment in sourcing
- Market analysis and value proposition

RECENT SIGNIFICANT RESEARCH ACTIVITIES
- Configuration of multi-stage supply chain network for new products
  It deals with facility location and allocation of inventory at each facility for multi-stage supply chain. This model can be used by suppliers, manufacturers, and distributors to jointly plan their inventories for new products.
- Methodology for quantifying risks in sourcing from emerging markets
  We have developed an easy to use quantitative tool to analyze risks and benefits in sourcing products and services from emerging markets like China, India, Russia, and Brazil.
- Market assessment and value proposition (in collaboration with the Global Supply Chain Lab)
  Developed a quantitative tool to demonstrate how an automotive distributor can provide value added services to maximize the profitability of an OEM. This is being used by the distributor as a marketing tool to attract new businesses from the OEMs. Currently, in a separate study, we are conducting an in-depth market assessment of various industry verticals for Texas Cities. This research will demonstrate the ROI for companies to establish business into a new market.
- Loading optimization for auto-carriers (in collaboration with the Global Supply Chain Lab)
  We are developing a mathematical tool to optimally build vehicle load for a car hauler considering a series of complex constraints like truck axle loads, length, vehicle position, ramp angle, split ramp, and other practical considerations.

RECENT SIGNIFICANT TEACHING ACTIVITIES
- Purchasing and Supply Chain Management case studies for undergraduate class
  Currently developing a real world purchasing case study in collaboration with an oil & gas company for undergraduate students.
- Involvement of Undergraduate Student in Research
  Mentored an undergraduate female student to study the purchasing best practices in times of recession. This work will be presented at a major academic conference in March, 2012.

COURSES CURRENTLY TAUGHT
- IDIS 424 – Purchasing Applications in Distribution
- IDIS 614- Industrial Distributor Networks
- IDIS 621 – Industrial Distributor Process I
Dr. Manoj Vanajakumari

EDUCATION
Ph.D. Operations Management, The University of Texas at Dallas, 2007
M.S. Supply Chain Management, The University of Texas at Dallas, 2007
M.S. Industrial Management, Indian Institute of Technology, Madras, 2002
B.Tech. Industrial Engineering, University of Kerala, 1998

AREAS OF INTEREST
- Humanitarian Logistics
- Scheduling
- Coordination and Cooperation in Supply Chain
- Network Optimization

- Production Planning
- Risk Management
- Multi Agent Scheduling

RECENT SIGNIFICANT RESEARCH ACTIVITIES
- Humanitarian Logistics
  The research project focuses on finding the optimal location of temporary warehouses, and routing and scheduling of trucks from them to the affected sites giving emphasis on the humanitarian value functions.
- Production Scheduling
  The research answers production scheduling problem for a company producing perishable products. The company wants to minimize the production costs which include the setup and holding costs while constrained by the shelf life of the products and the production capacity constraints.
- Other Research Projects
  Market analyses for 3PL and construction companies, best practices study for a construction supplies distributor, inventory stratification for a PVF distributor, and border crossing studies

RECENT SIGNIFICANT TEACHING ACTIVITIES
- Humanitarian Distribution Networks
  This new course will be offered in Spring 2012. The course will emphasize the importance of the understanding the differences between commercial and humanitarian logistics, the need for private - public partnership in humanitarian activities, the role of distributors in humanitarian networks etc.

COURSES CURRENTLY TAUGHT
- IDIS 364 – Distributor Operations and Financial Management: a course on distributor profitability
- IDIS 664 – Distribution Profitability Analysis
1952
Texas A&M University (formerly the Agricultural & Mechanical College of Texas) established an Industrial Technology degree program in the Department of Industrial Education, a unit of the College of Engineering.

1956
The Industrial Distribution degree program was founded in the same department.

1966
The University created the College of Education, and the teacher education activities were transferred there for the Industrial Educational Department.

1967
The department’s remaining activities in the College of Engineering were renamed Engineering Technology. At that time, the department administered three degree programs: B.S. in Industrial Technology, B.S. in Engineering Technology, M.S. in Industrial Technology.

1982
The Professional Association for Industrial Distribution (P.A.I.D.) student association was established and is now the third largest student body on campus. P.A.I.D. conducts career fairs, career expos, power lunches, an annual banquet, and other events to connect students to industry.

2001
A web-based distance learning master’s degree program entitled Master of Industrial Distribution (MID) was launched in the fall.

2003
The inaugural class of the web-based distance learning master’s degree program in Industrial Distribution (MID) graduated in May 2003.

2006
Industrial Distribution Program celebrates its 50th Anniversary.

2008
Industrial Distribution Program expands into Mexico with research projects and professional development programs.

2008
The Supply Chain Systems Laboratory was opened (thanks to industry contributors) in order to provide students and distribution industry professionals with cutting edge supply chain information technology education and train them for tomorrow’s global business challenges.

2009
Industrial Distribution Program established “Talent Incubator” to provide exposure of research projects to undergraduate students as well as ensure industry is equipped with knowledgeable graduates.
INDUSTRIAL DISTRIBUTION PROGRAM

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Phone: 979-845-4984
Fax: 979-845-4980
Web: http://id.tamu.edu