Industrial Distribution Program

Program Development

Dwight Look College of Engineering

Established 1956

Fifty Years of Excellence in Research and Education
TRADITION OF EXCELLENCE

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

Paul Andrews, CEO, TTI, Inc.
The Industrial Distribution Program was created and maintained by the industry throughout its history. The program wouldn’t exist without industry support. This support has come in many forms: recruitment, funding for research and knowledge advancement, and perhaps most importantly, through generous gifts and endowments that have enabled the program to grow more rapidly than otherwise possible. These endowments have supported scholarships for students, laboratory developments for educational purposes, faculty development, research, and a multitude of other necessary operational needs. In addition to creating these capabilities, the generosity of industry clearly demonstrates the value of the Industrial Distribution Program. That value translates into support for our students and our faculty at all levels at Texas A&M University. As generous as industry has been to the Industrial Distribution Program, the program’s rapid growth and the increasing sophistication of the distribution industry creates new challenges for maintaining a high level of educational excellence for our students. We want thank the many generous individuals and corporations who have built this program, and offer through this document opportunities for those who love the Industrial Distribution Program and value its student to continue supporting its development.

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

“This is the fourth consortium we’ve participated in, and each one builds on the others. The results are immeasurable as far as the return on investment; you take a few dollars, invest in the consortium, and get millions back in return.”

Brent Burns, Vice President and General Manager, ISC Building Materials
1988
The Thomas and Joan Read Center for Distribution Research and Education was founded by a generous grant and support from the Read family.

2000
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.

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.

“The Texas A&M Industrial Distribution Program not only educates and produces very knowledgable students the program also instills good ethics, morals, character and work attitudes that go well beyond just good industry knowledge. The program puts out good people with a can do spirt.”
Bob Purvis, President, Purvis Industries
Industrial Distribution Programs

Undergraduate Program:
- Most Highly Recognized ID Program in the U.S.
- 50 Years of Excellence in Education
- Interdisciplinary Degree in Business & Engineering
  - Distribution Sales & Marketing Classes
  - Engineering: Electrical, Fluid Power, Materials Classes
  - Operations: Purchasing & Logistics Classes
  - Supply Chain & Information Technology Classes
- Student Organizations
  - Professional Association for Industrial Distribution (P.A.I.D)
  - Sigma Delta Honor Society

Master’s Program:
- Web-based Distance Learning Program
- 21 months to Complete
- 1 Week each year on campus
- Small Class Size
- No Scheduled Meeting Times
- Global Distribution Trip – China, Italy, Germany, France, Eastern Europe

“Using the most up-to-date and cutting edge materials, these courses are providing me with a well-rounded understanding of the standardization, information technology, and other back office challenges that are going to be confronting companies for a long time to come.”

Hal Ratner, MID student and Sales Associate, Gernsbacker’s Inc., Fort Worth, Texas
Research Program:
- Research Projects
  - Applied research and proven methods
  - Actionable results
  - Business policy / best practices recommendations
- Research Consortiums
  - Addressing common industry challenges
  - Generic solution framework
  - Cross-channel exposure
- Technical Services
  - Domain knowledge transfer to subject matter experts
  - Implementation / technical support services

Professional Development Program:
- Open Enrollment Programs
- Custom On-campus & On-site Programs
- Online Programs
- Texas A&M Advantage
  - Gain Competitive Advantage
  - Improve Profitability
  - Maximize Asset Efficiency
  - Enhance Company Knowledge
An endowment fund is the gift that keeps on giving
by creating an everlasting source of money to fund facility and program improvements,
faculty research projects, and other opportunities within the Industrial Distribution
Program as the grantor designates. The principal amount of the endowment fund is
invested while part of the earnings are utilized to ensure the longevity of the Industrial
Distribution Program and positively impact future students and graduates. The remaining
income is reinvested in the fund, helping its value stay ahead of inflation so the endowment
will always provide the same benefits as it did when first created.
**Benefit**

Provides funds for facility improvement and equipment upgrades for students.

Allows us to plan for the future by continuing to advance our faculty’s research, knowledge, and create learning opportunities for future leaders in the field of Industrial Distribution.

Provides funding for scholarships for future Industrial Distribution students in need of financial assistance as well as those who excel in their field of study.

Helps expose students to a real world education through funding connections with corporations throughout the globe.

Guarantees the growth and stability of the Industrial Distribution Program which allows the program to continue advancing its research for the betterment of global distribution.

**Reward**

Shows support for higher education in a field of growing importance to the world economy.

Perpetuates your enduring vision.

Continues the Texas A&M University tradition of helping those in need.

Leaves a legacy for your family and lifelong connection to the Industrial Distribution Program at Texas A&M University.

Potential estate and tax benefits.

“In a myriad of ways, involving yourself with a great institution like Texas A&M will change your life! Creating and shaping new concepts and ideas in the inaugural MID class translated to explosive growth in my company and three consecutive Aggie 100 awards. Giving back is a desire not an obligation. Guest lecturing, being an active member of the advisory board, keynotes speaking, and creating the first MID endowment honoring Dr. Dan Jennings is just the beginning. I’m excited just thinking of the future.”

Robert M. Borsh, Jr. President & CEO House of Forgings, Inc.
Industrial Distribution Building
The Industrial Distribution Program was created and maintained for over 50 years on the main Texas A&M campus at Fermier Hall. In the last 20 years the program has grown to include over 500 undergraduate students, the Master of Industrial Distribution Program, and advanced distribution focused research and development through the Supply Chain Systems Laboratory. The program needs a large modern facility with classrooms, conference facilities, and research offices to continue its expansion and growth. This building can be named after the sponsor as a brick and mortar symbol of its significance.

Supply Chain System Laboratory
Since its inception in 2000, the Supply Chain Systems Laboratory has advanced the science of distribution by conducting Research Consortiums on critical topics, assisting companies on research projects, and delivering research based educational programs. An endowment to name the Supply Chain Systems Laboratory will provide the support needed to continue distribution research to explore broader topics and supply bridge funds between projects.

Enterprise Integration & Innovation Laboratory (EIIL) at Sbisa Hall
The Enterprise Integration & Innovation Laboratory will provide students and industry professionals with cutting edge education and training to prepare them for current and future business challenges. The laboratory consists of three flexible studios to support an industry-specific, technology-specific and process-specific learning environment. An endowment to name the laboratory will provide a perpetual financial resource for student support, equipment upgrades and operational support.

Executive Conference Center at Sbisa Hall
The Conference Center at Sbisa Hall will be used for Professional Development Programs, Research Consortiums and industry events. An endowment to name the conference center will provide funds for support staff, operational needs and technology updates.
Supply Chain Systems Laboratory Distribution Excellence
The Supply Chain Systems Laboratory, the nation’s premier distribution research lab, brings cutting-edge distribution and supply chain research solutions to the industry. The lab transforms companies by creating a competitive advantage and facilitating change in management. An endowment will enhance the laboratory to develop solutions for future distribution industry challenges as well as support growth of the laboratory.

Latin America Research
Since 2008, the Industrial Distribution Program has expanded its research, professional development and educational programs into Mexico and other Latin American countries. These markets create significant opportunities for distributors to expand their operations, provide global business skills for our students and advance our research. An endowment will support research, travel, and operational needs related to the program’s activities in Mexico and Latin America.

Charitable Research
The Industrial Distribution Program receives many requests to work with charitable organizations such as food banks, Habitat-for-Humanity and other non-profit groups on research projects to improve their operations. An endowment will provide matching funds for such projects to subsidize the cost for charitable organizations. The funding will help charitable organizations benefit from the benefit of research expertise and knowledge of the Industrial Distribution Program.

Undergraduate Research
The Industrial Distribution Program would like to educate, train and involve undergraduate students on distribution research, application and implementation methods using research projects and summer programs. Involving undergraduates in research will create graduates capable of transforming companies as well as improve undergraduate knowledge delivery. An endowment will provide financial support for undergraduate research programs, summer internships and operational support.
Global Distribution Study Abroad Program

The global study abroad experience gives students an advantage in global business and academics. While global concepts can be introduced in the classroom, an international experience gives students the chance to become truly globally competent. Global study creates leaders with a broad understanding of international citizenry. An endowment will offset the expenses and support travel and program expenses of conducting the summer study aboard program.

Master of Industrial Distribution

The Master of Industrial Distribution (MID) Program is the only distribution focused graduate degree in the U.S. In a short span of time, the program has gained respect and a reputation in the industry as a relevant, applied and valuable program. An endowment will support marketing and operational efforts for the Master of Industrial Distribution Program.

Sigma Delta: Leadership Endowment

Sigma Delta is the honor society for the Industrial Distribution Program. Sigma Delta members are academically the best students within the program and represent the Industrial Distribution Program in several industry trade shows and events. An endowment will provide support for student travel to trade shows and participation in industry events.

Professional Association for Industrial Distribution (P.A.I.D.)

The Professional Association for Industrial Distribution is one the largest student body organizations on Texas A&M Campus. P.A.I.D conducts and maintains career fairs, career expos, power lunches, banquets and other events to connect students to industry. An endowment will support P.A.I.D.’s operations during industry downturns.
1. An outright gift of cash or securities.
For gifts of cash, you are entitled to an income tax deduction of up to 50 percent of your adjusted gross income with a five-year carry-over period for the excess. For gifts of long-term appreciated securities, the limit is 30 percent of adjusted gross income, and you may be able to avoid the capital gain that would have applied had you sold the securities.

2. A five-year pledge.
We want to accommodate your unique circumstances and are happy to have installment gifts of up to five years. Additional arrangements can be made for a portion of your annual pledge payment to fund your scholarship as you build the endowment.

3. A gift in trust.
We are happy to work with you and your financial advisor to create an income arrangement that suits your unique circumstances. For example, you may choose a fixed or fluctuating payment, the rate of such payment and many other features to suit your needs. You may incur no capital gain tax on the transfer of appreciated, long-term securities or real estate to the trust, and you will receive an income tax deduction for part of the gift. Upon the death of the beneficiary (you or another person), the Texas A&M Foundation will have the use of the trust funds for the purpose you designate.

4. An outright gift of real estate.
Most real estate has appreciated faster than the rate of inflation and offers great potential in charitable gift planning. We would be happy to explore with you a gift of a home, vacation property, condominium, undeveloped land or other real estate in support of the Industrial Distribution Program.

5. A gift of a personal residence or farm with a retained life estate.
It is possible to transfer ownership of your personal residence or farm to the Texas A&M Foundation with the right to continue to live in it or to farm it in perpetuity.

“The research projects we have undertaken with Texas A&M have yielded significant value to our business, not only in improved operating performance but also in assisting us to take a fresh look at our challenges and opportunities. Our people enjoy working with Texas A&M.”

John Kennedy, President & CEO, Wilson Supply
residence or farm to the Texas A&M Foundation Trust Company while retaining the enjoyment of the property during your lifetime. This may be an excellent way to support the university, receive a current income tax deduction for the property’s discounted value and continue to use the property for as long as you live.

6. The purchase of a new life insurance policy benefiting Texas A&M Foundation.

You can make a magnificent commitment to the Industrial Distribution Program through a life insurance gift. Through relatively modest annual gifts, you can create a major gift. Plus, your annual premiums will be deductible for income tax purposes.

7. A gift of an existing life insurance policy.

Many people own insurance policies that are no longer needed for their original purposes. Such policies can be given to the Texas A&M Foundation. In general, you will be entitled to an income tax deduction for the cash surrender value, and can deduct the amount of future premiums paid.

8. A gift of an income stream.

You can provide annual payments to the Texas A&M Foundation from a pool of assets that later will be distributed to your heirs. This plan allows you to transfer assets to family members at a reduced transfer tax while providing meaningful support to our Industrial Distribution Program for a period of years.


You can provide a gift by naming the Texas A&M Foundation as a beneficiary of your will. Upon your death, these funds will go to the university program you have designated.


You can make a major commitment through any one of the above gift arrangements, or you can combine them in creative ways to suit your unique circumstances.
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Visit our website: http://id.tamu.edu
“Womack Machine Supply literally owes much of it’s success to Texas A&M’s Industrial Distribution Program. We have successfully used their research projects and consortiums to improve supply chain management practices, profitability and operations.”

Mike Rowlett, Chairman & CEO, Womack Machine Supply
Creating Competitive Advantage Through Research & Education

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