



ORACLE



July 2003
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Chair Talk

Fellow GWAC Members!

GWAC Chapter Elections

The results from our spring election for our 2004 Chapter Officers and BoD members are in. They are as follows:



- Chapter Chair: Dave Floyd re-elected
- Immediate Past Chair: Lyle Paulson
- VC Operations: Mike Connor re-elected
- VC Programs: Joyce McCallister re-elected
- VC Finance: BJ Silvey newly elected
- VC Admin: Mary Johnston newly elected
- VC Technical: Gary Glick re-elected
- BoD Advisor: Ken Gary re-elected
- BoD Advisor: Hal Berens re-elected
- BoD Advisor: Jack Fogel newly elected
- BoD Advisor: Ed Spriggs (on 2 yr. term)
- BoD Advisor: Linc Hallen (on 2yr. Term)

In addition, Paul Watson has volunteered to assist VC Admin.

Please join me in congratulating those elected to serve on the BoD this coming year. I am very impressed with the talent and years of SOLE leadership experience represented above. The strong interest shown in running for GWAC office is a most welcome sign. I am also happy to see that the VC Admin vacancy has been filled. I look forward to embracing the enthusiasm and fresh ideas coming from this BoD in the coming year.

GWAC Luncheon. See the enclosed article on the briefing given by Sarah James, SOLE Executive Director, at our June luncheon. We will not hold a GWAC luncheon in July or August but we will continue to convene BoD meetings and discuss your needs and preferences as reflected in the GWAC Survey results enclosed

later in this issue. Also, please see the announcement later in this issue about nominating candidates from your company to receive logistics awards at our October luncheon.

Mid-Atlantic Logistics (MAL) Conference and Professional Development Workshop 2004

An MAL 2004 BoD Planning Meeting was held 18 July. MAL 2004 is scheduled for April 1-3, 2004 at the Woodlands Conference Center and Hotel in Williamsburg, VA. At the meeting we discussed in detail the budget for MAL 2004. Regrettably, MAL attendance fees will have to be raised for the first time in six years to help cover the increased cost of food. See the "Call for Papers" Flyer sent out separately. Also, there are no excess profits left over from MAL 2003 to be paid out to District 2 Chapters.

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Chapter Officers

Chair	
Dave Floyd	202-546-1435
Immediate Past Chair	x245
Lyle Paulson, CPL	202-646-5381
Vice-Chair, Admin	Open
Vice-Chair, Finance	
Marian O'Neil	703-697-4328
Vice-Chair, Operations	
Mike Connor	703-617-1032
Vice-Chair, Programs	
Joyce McCallister, CPL	703-217-8431
Vice-Chair, Technical	
Gary Glick, CPL	703-416-4600
Executive Board Members	
Hal Berens	703-448-8044
Ken Gary	703-692-5920
Lincoln Hallen	301-460-5060
B.J. Silvey	703-860-5141
Ed Spriggs, CPL	703-560-8828
<u>Committee Chairs</u>	
<u>Bylaws</u>	Open
<u>CPL Coordinator</u>	
Gary Glick, CPL	703-414-6773
<u>Education</u>	
Dr. Lloyd Muller, CPL	703-751-1060
<u>Elections</u>	Open
<u>Historian</u>	Open
<u>Job Referral</u>	
Linc Hallen	301-460-5060
<u>Logistics Education Foundation</u>	
John Langford	703-602-1912
<u>Membership</u>	Open
<u>Nominations</u>	Open
<u>Oracle Newsletter Editor</u>	
Dave Floyd (Acting)	202-546-0865
<u>Public Relations</u>	Open
<u>Retail Sales</u>	
Paul Watson, Jr. , CPL	703-893-7805
<u>Speaker Editor</u>	Open
<u>Training</u>	
Gary Glick	703-416-4600
<u>Other</u>	
<u>State Director</u>	Open
<u>District Director</u>	
Bill Horne	757-857-1311
<u>SOLE Headquarters</u>	301-459-8446

The ORACLE

The ORACLE is published ten times a year. The deadline for articles and announcements is the first Monday of the month to be published. Authors, please reference "Editorial Objectives and Guidelines" under the "ORACLE Newsletter" Link at: for more details. This Chapter assumes no responsibility for statements made by advertisers or for statements of fact or opinion expressed or implied in this publication.

Upcoming Events

August 10-14, Annual SOLE 2003 Symposium to be held in Huntsville, AZ at the Hilton Huntsville Hotel and Von Braun Conference Center. Contact www.sole.org

August 20, GWAC BoD Meeting to be held at Anteon Corporation, 6th Floor in Crystal City starting at 5:45pm contact www.gwacsole.org for directions.

Remember to visit
our new GWAC
home Page at
www.gwacsole.org
for all your
logistics
and
Chapter needs

Financial Re- port

by Marian O'Neil at
mtoneil@hotmail.com



June 30, 2003

Beginning Balance: \$2839.98

Income:

Deposit (s):

Luncheon: \$195.00

Total Income: \$195.00

Expenses:

Lunch \$147.50

Total Expenses: (\$147.50)

Ending Balance: \$2887.48

LEF Scholarship Fund

No Activity: \$0.00

Balance: \$45.00

VC OPS

By Mike Connor at operations@gwacsole.com.



Changes to the SOLE International Bylaws

Earlier this year we highlighted the recent changes that the SOLE Executive Board of Directors made to the international bylaws. IAW our chapter bylaws, the chapter VC-Operations is responsible for recommending to the Chapter Chair and BoD changes to the SOLE International bylaws. To that end, we would like to receive any recommendation(s) that you may have regarding the SOLE International bylaws as soon as possible so we can consider presenting them at the annual symposium in August. You may send them to the VC-Operations at operations@gwacsole.org or 703-617-1872, attn: Mike Connor. The updated SOLE bylaws (along with the chapter

bylaws) are available for download on the GWAC website at www.gwacsole.org at the 'Bylaws' links under OPERATIONS. Please make your voice heard. We want to hear it.

Chapter Website. If you have not visited the new GWAC SOLE Web Site, go there now! You can find it at: www.gwacsole.org. It is best viewed using Microsoft Internet Explorer. The complete migration of content from the old web site is 'virtually' complete plus many new and exciting changes and features have been added to the new site besides being more user-friendly and appealing to the eye. Files added during the last month to the functional areas include the following:

General.

- BoD Pictures
- BoD Meeting Agenda and Minutes
- Updated Calendar of Events
- Initial General Poll Results

Administration.

- Membership Spreadsheet, Password protected (contact webmaster@gwacsole.com)

Operations.

- 2003-2004 GWAC Officer Election Results
- June ORACLE Newsletter

Finance.

- June Financial Report

Programs

- June Luncheon Speaker Pictures - Ms. Sarah James (June 25th)

As you can see, there is a lot of good information available to you on the web site and it will only get better. As a matter of fact, the total number of GWAC web pages that have been viewed is approaching over 1500 in just a few short months. Keep checking back for the latest and newest information. Of course, if you have any comments or ideas, please contact the webmaster at: webmster@gwacsole.org.

Membership Survey. Results of the Membership Survey are included later in this issue of the ORACLE. By the way, there are still several vacant committee positions open to you members out there who want to make a difference and meet new people! Again, thanks for participating.

VC Programs

by Joyce McCallister,
CPL at mccallisterj@comcast.net



Award Nominations Update.

The Chapter Award, Chapter Newsletter Award, and individual award nominations have been submitted and evaluated. Individual award nominations include the Mo Grumbine, Armitage, Community Service and two Field Awards. Awardees have been selected and awards will be presented 12-14 August at SOLE 2003, the Society's 38th Annual International Logistics Conference & Exhibition, in Huntsville, Alabama.

Luncheon Speakers. There will be no GWAC Luncheon in July or August. John Philips, Maj Gen (ret), currently chairman of Honeywell will speak at October GWAC award luncheon.

VC Technical

By Gary Glick at glickg@starpower.net

The Missile Defense Agency (MDA), is looking into forming cross-disciplinary working groups with selected professional societies (e.g., IEEE). I am looking into getting SOLE involved in one of these working groups from a logistics standpoint.

SOLE Searchers

Check out the updated "Jobs" page hyperlink at the GWAC Web site at www.gwacsole.org. or contact Linc Hallen at 301-460-5060.

Contact SOLE HQ

Contact SOLE Headquarters either through the SOLE web site at www.sole.org or call (301) 459-8446.

BoD Meeting Minutes

CALL TO ORDER:

Vice Chair Operations Mike Connor called the meeting to order at 5:45p.m. on 9 April 2003 at Anteon in Crystal City, VA.

MEMBERS PRESENT:

Mary Johnston
Paul Watson
Jack Fogel

CHAPTER OFFICERS PRESENT:

Mike Connor	Vice Chair (VC) – Ops
Joyce McCallister	Vice Chair – Programs
Lyle Paulson	Immediate Past Chair
Gary Glick	Vice Chair – Technical
BJ Silvey	Executive Board Member
Ken Gary	Executive Board Member
Linc Hallen	Executive Board Member

OLD BUSINESS:

Past Minutes. The board of directors (BoD) reviewed and recommended approval of the June 2003 minutes.

VC/COMMITTEE REPORTS:

FINANCE:

Finance Report Approval. Written input in lieu of attendance due to conflict. The June 2003 GWAC Finance Report was discussed and no changes were noted.

VC OPERATIONS:

Web Site. Mike Connor provided the status of migration of old GWAC to the new improved website.

.. (Cont'd on next page)

Membership Survey. The Membership Survey is complete and it can be viewed on the GWAC Web site at www.gwacsole.org and in this issue. It was decided that the hardcopy surveys would be provided to Gary Glick, CPL, VC – Technical for his use in assessing chapter training needs.

Sarah James, Executive Director – SOLE, will provide the slides from her GWAC June luncheon presentation at some later date.

VC PROGRAMS:

Luncheon Speakers. VC Programs has confirmed that John Philips, Maj Gen (ret), currently chairman of Honeywell will speak at the October GWAC award luncheon. Don Keith be approached to speak at September's GWAC luncheon.

VC TECHNICAL:

CPL Exam. Gary Glick addressed the current overhaul of the CPL exam. Open discussion ensued on what source data for CPL preparation is currently available locally. The Fort Belvoir chapter is considering a course now. Gary has been tasked by his company to develop an Internet library of standards and specifications. He will use that effort to include CPL preparation source data.

PBL Training. Discussion followed on what Performance Based Logistics training is currently available.

LogTrains. Discussion ensued on the need for Logtrains sponsored by local corporations. The target date for a LogTrain is September 2003. Gary took an action to foster this initiative.

NEW BUSINESS::

A unanimous vote was passed to request a rebate of funds back from the Mid Atlantic Logistics Conference.

ADJOURNMENT:

There being no further discussions, the Chapter Chair adjourned the meeting at 7:00 PM. The next meeting is scheduled for 5:45 PM on 20 August 2003 at Anteon in Crystal City, VA.

IMPORTANT. The next BoD meeting will take place in Suite 600 of the same building.

Chapter Events List 2002-2003

Date Event

- Aug 1 Deadline for Applications for CPL Exam
- Aug 10-14 Annual SOLE Symposium
- Aug 20 BoD Meeting
- Sep 1 Deadline for Nov CPL Exam Retake Request
- Sep 10 BoD Meeting
- Sep 24 Chapter Luncheon
- Sep 24 New Chapter Officers Sworn In
- Sep 30 Chapter Officers Term of Office Ends
- Sep 30 Program Year Ends
- Sep 30 Deadline for GWAC Logistician Awards

In Remembrance

Norma Haizlip Watson, the wife of chapter member, Paul B. Watson Jr., C.P.L., died on May 24, 2003 at Fairfax Hospital. Norma was among the first group to join the Navy WAVES during World War II and later volunteered for the Red Cross. She and Paul were married for 59 ½ years and raised three children – Donna Smith of Triangle, Jeanie Brown of Woodbridge, and George Watson of Vero Beach, FL. Norma raised their children while accompanying Paul during his many Marine Corps tours and did so alone when he was overseas during three wars and his unaccompanied tours. Paul retired from the Marine Corps as a colonel.

New Member Spotlight

Tobias A. Mullen was born and raised in Delaware. As a student-athlete at the University of Delaware, he earned a Bachelor of Science degree in Food and Agribusiness Management. While attending college, he became a four-year letter winner of the Men's Basketball Program from 1996-1999, and participated in back-to-back American East Conference Championships for the seasons of 1997-98 and 1998-99. After graduating in the spring of 1999, he began a career with Burris Logistics located in New Castle, Delaware from 1999-2002. While employed by Burris Logistics, Tobias earned a Masters Degree in Business Administration with a concentration in Transportation and Business Logistics from Wilmington College. Following graduation in the Spring of 2002, he joined FritoLay and is currently the Supply Chain Manager for the North Washington Zone.



June Luncheon

Society's Executive Director Sarah James States the State of the Society

The International Society of Logistics is a more exciting place in which to participate. In fact, participation is the hallmark of this year's SOLE programs, and a guidestar for the new slate of Directors. This was the message Sarah James, our society's Executive director, delivered at the June luncheon.

Sarah said that the key point of participation in SOLE is member action on the outstanding slate of candidates for Director, representing a dozen application divisions and decades of experience in the management and promotion of professional logistics. Voting the slate of officers and directors will

help ensure excellence and continuity in the society's management, as exemplified by the continued service of three past presidents, society founders, and industry leaders. Another representation of Society participation is the 2003 list of national award winners (to be celebrated at the International Symposium in August) – recognizing the importance of active contributions to local chapter service as well as work on national and international-level programs.

Another hallmark of participation is the commitment of the executive staff and SOLE President Tony Travato to place the society on a sound business footing. Sarah placed a great deal of emphasis on the profit-making ability of technical symposia and special events, and suggested that a criteria for success in Chapter and District-level events will be their adherence to a business case and ability to turn a profit for their Chapters and the Society. To this end, Sarah pointed out the Society's shift from member-generated funding of the Society's programs to revenues derived from successful symposia and other conferences, with new revenues targeted to the funding of membership services throughout the society. In addition, emphasis will continue to grow in the area of participation and support by corporate sponsors who can provide direct response to industry and government calls for technical and procedural support. Sarah pointed this out as another category of beneficial participation. For example, SOLE has played a role in the center of the ongoing confusion about the concepts, process, and practices of Performance Based Logistics. SOLE has been able to make tremendous progress in differentiating the disparate approaches to little-understood PBL initiatives and practices. In another example, SOLE 2004 will provide topical focus (at the request of the Office of Secretary of Defense) on key issues in the implementation and feedback of industry's acceptance

of the new DoD Directive 5000.2R and other new models for logistics program management. SOLE will emphasize the ongoing work of many SOLE Chapters and encourage them to serve their proximal Military Service centers of competency. Sarah cited the efforts of the Southern Indiana Chapter to co-sponsor the Naval Sea Systems Command "Point of Contact" steering group in conjunction with Naval Surface Warfare Center, Crane, IN.

In other areas of how the Society sees its new role, Sarah explained that programs can be expected to reflect the view that there is little difference between commercial and military logistics. In the past, this lack of clarity of purpose has led to difficulties in selling DoD on SOLE's viability for a balanced program of technical, standardization, education, and programs. The future affords the possibility of enriching SOLE's programs to become more like that of a trade association. Sarah explained SOLE's challenge is to re-authorize Chapter-level professional and technical training programs only when SOLE can be satisfied that they are relevant to certification goals. At the national level, SOLE can therefore be expected to standardize training, and eliminate professional development programs which cannot demonstrate their viability, relevance, and comprehensiveness. The first such change in SOLE's education program will be to withdraw the Headquarters-sponsored CPL courses until they can be overhauled. The aim is to develop a standardized course of training for Certified Professional Logisticians, centering on a solid business case. In promising a new and excitingly relevant approach to professional certification, the SOLE Executive anticipates that details and content will be provided soon.

– contributed by Gary Glick

2nd Joint Symposium

by Lloyd H. Muller, Ed.D., CPL

SOLE Vice President for Education

I had the pleasure of attending the “2nd Joint Symposium” that was held in Washington, DC, 22 – 23 April 2003. Principally led by the Washington, DC Chapter of INFORMS, it was co-sponsored by SOLE’s DC chapter. Other sponsors were the Military Applications Society of INFORMS; Washington Academy of Sciences; American Society for Technical Innovation; The National Capital Chapter of the Institute for Industrial Engineering; The Washington, DC Chapter for the World Future Society; Washington Statistical Society; and the Washington Section of IEEE. SOLE was in some very bright company.

INFORMS is the acronym for the Institute for Operations Research and Management Sciences. This name clearly highlights a central focus on mathematical modeling of a broad range of problems. Some of the subjects addressed were “Modeling Bioterror Response Logistics,” and “The New Stochastic Engineering Method: New Engineering Method to Reduce Risk.” All of these discussions were practically oriented towards the creation of decision models leading to lower costs and higher efficiencies.

Not surprisingly, logistics was strongly highlighted among the topics. Two topics were of particular interest to me. Lt Col Tom White addressed the improvement of railroad car usage for the Kansas City Southern Railway. The other one, by Xiadong Yao discussed optimization of “Maintenance Policies for Unreliable Queuing Systems.” Both of these topics have direct relevance to the graduate transportation courses I teach for the Florida Institute of Technology.

In summary, for logisticians who do not have a strong background in operations research, attendance at forums such as this one is an excellent way to learn how to look at old problems in new ways. From there, INFORMS publishes a regular series of journals on transportation and other logistics topics. To access them, please go to www.informs.org, then to “Reduce Risk.” All of these discussions were practically oriented towards the creation of decision models leading to lower costs and higher efficiencies.

GWAC Poll/Survey Results

Here is some representative feedback we received concerning questions we asked in the survey/poll this spring. Multiple choice and yes/no responses are in priority order.

GENERAL

1. **Logistics Interests.** What area(s) of general interest would you like GWAC to offer you?

Acquisition Logistics	Supply Support
Training and Training Support	IT Resources
Logistics Development Processes	Emerging Program Plans
DoD Logistics	International Logistics
Logistics Engineering	Configuration Management
Transportation	Networking Events
Packaging, Handling, & Storage	Transportation and Distribution
Logistics Career Field	Logistics Certification
SW Standards and Configuration Management of Developing Code	

2. **Chapter Resources.** Area(s) in which you would make use of GWAC's resources include:

- 1 Consolidated library services (e.g., richly-linked web site surveying many disciplines)
- 2 Stronger networking among agencies, businesses, and logistics experts
3. Standards and practices in logistics applications
4. Clearinghouse for personnel recruiting or business development

ADMINISTRATION

1. **Membership Networking.** Would you like to be included in a GWAC Networking Directory?

1. Yes
2. No

2. Career Assistance Would you like to speak to other GWAC members about your experiences, organization, job openings, or job-seeking skills? If so, please specify which area(s)?

1. No
2. Yes. Area(s): LSAR, Experience, Organization, Services/Products, PHS&T

OPERATIONS

1. Web Site/Newsletter. What changes (design/content) would you like to see made to the GWAC web site (www.gwacsole.org)?

1. Ensure web site design does not lead to slower downloads.
2. Some links still don't work – are 'under construction'

2. Newsletter. What changes (design/content) would you like to see made to the GWAC newsletter (ORACLE)?

1. Subjects should correlate closely with events that derive the maximum number of points toward becoming a platinum chapter. Use the awards checklist each month to see if we need to reference a point-generating event.
2. Like format especially articles by Dr. Rivers on educational topics
3. Newsletter should flow and be formatted better instead of just sequential flow of information.
4. Mail it!
5. Brief short articles – Executive Summary Type

PROGRAMS

1. Luncheon Attendance. What could we do differently to facilitate your attendance at our monthly luncheons? (Luncheons are currently held between 11:15 a.m. – 1:00 p.m. on the last Wednesday of each month – except July, August, and December - at the Ft Myer Officers Club).

1. Change Location - Near subway; Try Fort Belvoir location; Tyson's Corner (Sheraton)
2. Carpool
3. Change Date/Time
4. Better Speakers with info on current topics

2. **Luncheon Speaker.** Would you be willing to be a speaker at an upcoming monthly luncheon? If so, what would be your topic? (Meal is free along with tokens of appreciation).

1. No
2. Yes Topic: Performance-Based Logistics

3. **Recommended Speaker/Topic.** Do you know someone you would like to recommend as a speaker for an upcoming luncheon? If so, what would be the topic? (Meal is free along with tokens of appreciation).

1. No
2. Yes - Educational opportunities, UPS Retail services, Coast Guard Logistics

Technical and Professional Development

1. **Logistics Training Opportunities.** Would you or someone on your team consider attending some training or an overview seminar on a logistics or systems management topic, or other area of interest? If so, what subject(s) would interest you?

1. Yes - Performance-Based Logistics, IT Resources, SW Stands, CM, PEO Strategic Plans, Transportation, Defense industry, Emerging Logistics

2. No

2. **Program Usefulness.** What would make GWAC's technical program more useful to you: Lab, plants, and test facility tours; more technical content on the web site ; begin LOG-Trains and/or seminars again; 1-2 day training course defense/acquisition-oriented; Develop on-line course material;

Miscellaneous Comments: More social events; free time to attend events/luncheons is difficult

Again, thanks for your feedback. Your BoD will look at the detailed results to formulate future priorities.

Announcing the GWAC of SOLE 6th Annual Logistics Award Program to be held October 29, 2003

The Greater Washington Area Chapter (GWAC) of the International Society of Logistics (SOLE) is soliciting award nominations for the Sixth Annual Logistics Awards Program. GWAC SOLE will recognize individual achievements in the logistics field selected through nominations submitted by you -- industry, government and academic professionals. Nominees do not have to be a member of SOLE, but they must be based in the Washington Metro Area. To get a better understanding of the conduct of the ceremony see pictures and read about last year's ceremony in the attached November 2002 GWAC Oracle newsletter – Pages 10 – 14 found at <http://www.gwacsole.org/ArchivesPage.html>

Our awards committee will select award recipients, and presentations will be made by Mr. John Phillips, Vice President of Government Services and Senior DoD Liaison for Honeywell. Mr. Phillips is a former Deputy Under Secretary of Defense (Logistics) and retired Major General USAF. The GWAC Annual Awards Luncheon will occur Wednesday October 29th, 2003, at the Ft. Myer Officers' Club from 11:00 a.m. to 1:00 p.m. Award nominations should be submitted in letter format, single-spaced, typewritten, and in the below format. The first page should include point of contact information on the award nomination author and proposed recipient and a justification paragraph. The second page is a proposed citation. Please adhere to the provided format. Send the award nomination to Joyce McCallister CPL, PMP at mccallisterj@comcast.net no later than September 25, 2003. Ensure Joyce acknowledges receipt of your award recommendation.

The program features a Logistician of the Year Award and Logistics Specialty Awards:

Logistician of the Year Award - Recognizes one individual who demonstrate exceptional vision and leadership in the general field of logistics and/or outstanding achievements/accomplishments in new or established methods, techniques and management of logistics or logistics systems. Do not recommend someone for Logistician of the Year. The award recipient will be chosen from among all nominations.

Logistics Specialty Award - Recognizes technical achievement and professional experience in and contributions to a given specialty of logistics. Nominations for this award should be developed around the individual with the suggested award title best describing the recognition. The following are examples of specialty award titles that might be used: Individuals may be nominated for more than one award, but can win in only one category.

- Integrated Logistics Support (ILS)
- Business Logistics Management
- Life Cycle Cost Management
- Transportation and Handling
- Financial Management
- Contract Management
- Supplier/Subcontractor Management
- Physical Distribution
- Maintenance Management
- Logistics Support Analysis
- Logistics Research & Development
- Personnel Training
- Technical Publications
- Facilities
- Post Production Support
- Reliability
- Maintainability
- Human Factors
- Environmental Management
- Support and Test Equipment
- Material Flow
- Management Information
- Inventory Control
- Warehousing
- Project Management
- Provisioning
- International Logistics
- Acquisition Logistics
- Software Support
- Safety Engineering
- Supply Support
- Physical Distribution
- Supply Chain Logistics

All nominations should be received no later than **September 25th, 2003** at the following address:

Joyce McCallister CPL, PMP, mccallisterj@comcast.net

GEORGE J. CREED, CIPS, CRS, GRI

ASSOCIATE BROKER, NOTARY



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