



# ORACLE



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## Chair Talk

Fellow GWAC Members!



This has been a difficult year weather wise. Weeks of heavy rains, flooding and an early snow season beginning with snow on the 5<sup>th</sup> of December. A member of our BoD, Joyce McCallister, experienced flooding in the basement of her new home, purchased just weeks previously. Her garage was also flooded, resulting in her car being totaled. To make matters worse her husband suffered a serious car accident. I was impressed by Joyce's positive response to her misfortunes and stress and wondered if I could have handled it so well.

Other BoD members Mary Johnston and Paul Watson and Chapter Members Richmond Miller and Chuck Huber all lost loved ones this season. I feel and express sympathy for their tragic loss.

In October 2003, our Chapter had a very successful Awards Luncheon with over ninety participants, 24 individual awards and two team awards. Since July, our membership has grown with the addition of 55 new members We will be challenged in welcoming them to our Chapter and in encouraging their involvement. My New Year's resolutions will include the engagement of these new members in our activities. I plan to host a membership social for new members in January and start the New Year off right by participating in a GWAC social gathering. I will also encourage more member participation at our monthly luncheons. Our new Vice Chair for Membership, Paul Watson, has proposed a luncheon attendance contest complete with prizes (see page 8). I hope to welcome you at our upcoming

luncheons.

*Happy Holidays and Best Wishes for the New Year!*

**Mid-Atlantic Logistics (MAL) Conference and Professional Development Workshop 2004** MAL 2004 is scheduled for April 1-3, 2004 at the Woodlands Conference Center and Hotel in Williamsburg, VA. See enclosed Flyer on pg 10.

**January Luncheon** The invited guest speaker for our January luncheon is Dr. Faycal Benayad-Cherif, Lead Engineer for 3D Solutions at Genex Technologies.. He will be talking about facial recognition technologies. The cost of the luncheon is \$20 per person. The Luncheon will be held at the Fort Myer Officer's Club on Wednesday, 12 January, from 1115 to 1300. Directions can be found on our Web site at [www.gwacsole.org](http://www.gwacsole.org). Please R.S.V.P. with Mary Johnston at [bunnystreet@yahoo.com](mailto:bunnystreet@yahoo.com).

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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	
Mary Johnston	202-646-5518
Vice-Chair, Finance	
B.J. Silvey	703-860-5141
Vice-Chair, Operations	
Mike Connor	703-806-9035
Vice-Chair, Programs	
Joyce McCallister, CPL	703-217-8431
Vice-Chair, Technical	
Gary Glick, CPL	703-414-6773
Executive Board Members	
Hal Berens	703-448-8044
Ken Gary	703-692-5920
Lincoln Hallen	301-460-5060
Ed Spriggs, CPL	703-560-8828

### Committee Chairs

<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>	
Paul Watson, Jr. , CPL	703-893-7805
<u>Nominations</u>	Open
<u>Oracle Newsletter Editor</u>	
Dave Floyd (Acting)	202-546-0865
<u>Public Relations</u>	Open
<u>Retail Sales</u>	Open
<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	757-424-7811
<u>SOLE Headquarters</u>	301-459-8446

## The ORACLE

The ORACLE is published 12 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 [www.gwacsole.org](http://www.gwacsole.org) 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

January 20-22, Network Centric Warfare 2004, sponsored by Institute for Defense and Government Advancement (IDGA) Arlington, VA. Contact [www.ncw2004.com](http://www.ncw2004.com) or 1-800-882-8684

January 26-29, 50th Annual Reliability and Maintainability Symposium (RAMS) - Los Angeles, CA. Contact [www.rams.org](http://www.rams.org)

February 2-3, Basic Configuration Management to be held in Washington D.C. Contact [www.TechnologyTraining.com](http://www.TechnologyTraining.com) or (310) 563-1223

February 5-6, Risk Management to be held in Washington D.C. Contact [www.TechnologyTraining.com](http://www.TechnologyTraining.com) or (310) 563-1223

February 9-11, Integrated Logistics Support to be held in Washington D.C. Contact [www.TechnologyTraining.com](http://www.TechnologyTraining.com) or (310) 563-1223

February 25, National Engineers Week (NEW) Luncheon, sponsored by the DC Chapter of Engineers and Architects Society. Contact [jmwall@pepco.com](mailto:jmwall@pepco.com) or 202-388-2246

February 28, NEW Awards Banquet, Contact [jmwall@pepco.com](mailto:jmwall@pepco.com) or 202-388-2246

## Financial Report

by **BJ Silvey** at  
[silveybjmarbj@comcast.net](mailto:silveybjmarbj@comcast.net)

Nov 30, 2003

Beginning Balance: \$3198.50

### Income:

Deposit (s): \$00.00

Total Income: \$00.00

### Expenses:

Total Expenses: (\$578.91)

Ending Balance: \$2619.59

### LEF Scholarship Fund

No Activity: \$0.00

Balance: \$45.00

## VC OPS

By **Mike Connor** at [operations@gwacsole.com](mailto:operations@gwacsole.com).

### SOLETech and SOLEtter

SOLE HQs has found ambitious editors to continue the publishing of the SOLETech and SOLEtter Newsletters. Please check them out at [www.sole.org](http://www.sole.org) or our chapter at [www.gwacsole.org](http://www.gwacsole.org) under the 'Newsletters' Link.



Chapter Website. If you have not visited the new GWAC SOLE Web Site, go there now! You can find it at [www.gwacsole.org](http://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.

- October Luncheon Award Pictures
- BoD Meeting Agenda and Minutes
- Updated Calendar of Events

### Administration.

- Membership Spreadsheet, Password protected (contact [webmaster@gwacsole.com](mailto:webmaster@gwacsole.com))

### Operations.

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

### Finance.

- October Financial Report

## Chapter Events List 2003-2004

<u>Date</u>	<u>Event</u>
Jan 14	BoD Meeting
Jan 16	Quarterly Activity Report Due
Jan 28	Chapter Luncheon
Feb 1	Deadline for CPL Exam Applic.
Feb 11	BoD Meeting
Feb 25	Chapter Luncheon
Mar 1	Deadline for May CPL Exam Re-take Request
Mar 10	BoD Meeting
Mar 31	Chapter Luncheon
Mar 31	SOLE Awards Year Ends
Apr 14	BoD Meeting
Apr 28	Chapter Luncheon

**Web Site Statistics** (as of November 2003)

It appears that the Programs, Career Assistance, and Newsletter pages the most visited pages thus far. Complete stats for the website are below:

**PAGE HITS**

Total:	<b>3009</b>
<a href="#">index.html</a>	<b>1203</b>
<a href="#">ProgramsPage.html</a>	<b>185</b>
<a href="#">CareerAssistancePage.html</a>	<b>184</b>
<a href="#">NewlettersPage.html</a>	<b>176</b>
<a href="#">SymposiaSeminarPage.html</a>	<b>120</b>
<a href="#">PastLuncheons.html</a>	<b>96</b>
<a href="#">TechProfPage.html</a>	<b>86</b>
<a href="#">OperationsPage.html</a>	<b>69</b>
<a href="#">BoDOrgChartPage.html</a>	<b>90</b>
<a href="#">membershippage.html</a>	<b>106</b>
<a href="#">ChapterWebsitesPage.html</a>	<b>71</b>
<a href="#">AdminPage.html</a>	<b>58</b>
<a href="#">BoDMtgAgendaMinutesPage.html</a>	<b>80</b>
<a href="#">BoDPage.html</a>	<b>100</b>
<a href="#">NominationsandElectionsPage.html</a>	<b>51</b>
<a href="#">ArchivesPage.html</a>	<b>37</b>
<a href="#">bylawsPandPPage.html</a>	<b>38</b>
<a href="#">AwardsPage.html</a>	<b>170</b>
<a href="#">PicturesPage.html</a>	<b>31</b>
<a href="#">Awards Program Page.html</a>	<b>35</b>

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 over 3000 'hits' in just six short months. Keep checking back for the latest and newest information. Of course, if you have any comments or ideas, please contact: [webmaster@gwacsole.org](mailto:webmaster@gwacsole.org):

## VC Programs

by Joyce McCallister, CPL at [mccallisterj@comcast.net](mailto:mccallisterj@comcast.net)

### November Luncheon

The invited guest speaker for our January luncheon is Dr. Faycal Benayad-Cherif, Lead Engineer for 3D Solutions at Genex Technologies. He will be talking about facial recognition technologies. The cost of the luncheon is \$20 per person. The Luncheon will be held at the Fort Myer Officer's Club on Wednesday, 28 January, from 1115 to 1300. Directions can be found on our Web site at [www.gwacsole.org](http://www.gwacsole.org). Please R.S.V.P. with Mary Johnston at [bun-nystreet@yahoo.com](mailto:bun-nystreet@yahoo.com)



## VC Technical

By Gary Glick at [glickg@starpower.net](mailto:glickg@starpower.net)

Gary is working on plans for implementing Logistics 101 Training. Under this concept, GWAC will provide training to companies and customers on a variety of introductory level logistics topics. The format for this training will be in the form of a one or two day on-site workshop. Gary took an action item to vet this concept with SOLE HQ and identify any constraints. Gary also took an action to contact AFIT, DAU and DSMC and other SOLE Chapters (e.g., the Leatherneck Chapter) to evaluate approaches and content.

## SOLE Searchers

Check out the updated "Jobs" page hyperlink at the GWAC Web site at [www.gwacsole.org](http://www.gwacsole.org). or contact Linc Hallen at 301-460-5060.

## BoD Meeting Minutes

### CALL TO ORDER:

GWAC Chair Dave Floyd called the meeting to order at 5:45p.m. on 12 November, 2003 in Crystal City, VA.

### CHAPTER OFFICERS PRESENT:

Dave Floyd	Chair
Lyle Paulson	Immediate Past Chair
BJ Silvey	Vice Chair, Finance
Paul Watson	Vice Chair Membership
Linc Hallen	Executive Board Member
Ed Mann	SOLE Member

### OLD BUSINESS:

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

### VC/COMMITTEE REPORTS:

#### VC FINANCE:

BJ Silvey briefed the current state of GWAC Finances. We have a cash flow problem. BJ Silvey is asking our bank for a refund of service charges. BJ requested that the board review the proposed budget and get back with him on proposed changes. He took an action item to discuss plaque cost with an independent maker of plaques. He took an action to contact Hal Barens and see if we can get a less expensive mailbox. BJ will email members information about mailboxes for board approval of any changes. He took an action to contact George Creed to find out if he has paid for his ad in the newsletter. He will also ask George if he has any historical pictures from GWAC's past. BJ took an action to find out how much a USPS mailbox rental would cost. BJ Silvey will contact Jack Fogal and ask about SOLE paraphernalia that can be used as prizes. The LEF check of \$45 was forwarded to SOLE HQ.

### VC OPERATIONS:

Mike provided written input in lieu of attendance. It included Web site metrics, his 2004 GWAC budget input, and an article - all of which are included in this November ORACLE Newsletter.

### VC PROGRAMS:

#### October Awards Luncheon.

Luncheon Speakers. Lyle proposed that February be a joint luncheon with DCCEAS. Dr. Fayal-Benayard-Cherif was proposed to be the January speaker. Dave Floyd took an action to discuss these possibilities with Joyce McCallister. Paul Watson proposed a contest with awards be used to spur on attendance at luncheons. Discussion centered on what prizes are available for winners. Dave Floyd needs GWAC pins and asked BoD members to check and see if they had extras.

### VC TECHNICAL:

Gary is making plans for implementing Logistics 101 Training. Under this concept, GWAC will provide training to companies and customers on a variety of introductory level logistics topics. The format for this training will be in the form of a one or two day on-site workshop. Gary took an action item at the last BoD meeting to vet this concept with SOLE HQ and identify any constraints. Gary also took an action to contact AFIT, DAU and DSMC and other SOLE Chapters (e.g., the Leatherneck Chapter) to evaluate approaches and content.

### NEW BUSINESS:

DCCEAS. To support National Engineer's Week, 22-28 February 2004, discussion centered on who GWAC would nominate as Engineer of the Year and Young Engineer of the Year for the Awards banquet.

DCCEAS Nominees. Dave Floyd was nominated for Engineer of the year and Capt Dobozinsky was nominated for Young Engineer of the year from GWAC.

Of the Year.

### **ADJOURNMENT:**

They're being no further discussions, the Chapter Chair adjourned the meeting at 7:40 PM. The next meeting is scheduled for 5:45 PM on 14 January 2004 at Anteon, Suite 600, Three Crystal Park in Crystal City.

## **Article**

### **AMC AND THE AAE PARTNER TO IMPLEMENT PERFORMANCE-BASED LOGISTICS**

By Michael D. Connor

**[Second in a series of articles about performance-based logistics at the Army Materiel Command, extracted from the July/August issue of *Army AL&T Magazine*]**

#### **VALUE-ADDED INITIATIVES**

Last fall, AMC established a PBL Integrated Process Team (IPT) to include the MSCs and other subordinate agencies as well as ASA(ALT). The IPT immediately began work on finalizing its charter after the AMC Commanding General (CG), General Paul J. Kern, approved an initial framework for implementing PBL within AMC and signed an Implementation Memorandum. The overarching mission of the IPT remains to influence Army PBL implementation and develop AMC guidance and procedures along with institutionalizing them. Specifically, the IPT continues to develop and refine strategies for implementing PBL within AMC and managing PBAs. This includes the following mission essential tasks:

- Identify AMC goals and objectives

- Develop an AMC position on PBL implementation within AMC and the Army
- Develop an internal structure to manage PBAs
- Develop and provide guidance to the command
- Develop a plan to market AMC's capabilities and value-added

AMC plans an Integrated Logistics Enterprise approach to support PBL implementation within the Army that integrates economic and business processes for both the PEO/PM and the sustainment community and emphasizes the use of partnerships. This approach leverages the expertise of the MSCs, structures required matrix support, and exploits AMC's newly established Research, Development and Engineering (RDE) Command along with other subordinate organizations/agencies. It also ensures that PBL initiatives are in concert with Lean Thinking, Logistics Transformation and, in the end, adds value to providing required support to the warfighter. As such, AMC is developing integrated, economically and operationally feasible PBL strategies from a "Total Army" perspective in concert with the AAE. It will continue to provide matrix support to assist PMs in developing viable PBL strategies that are in compliance with Army specified boundaries, considerations, and decision criteria such as:

- Existing statutes, regulations and Army warfighting doctrine (e.g., Contractors on the Battlefield policy, etc.)
- Seamless integration into financial and logistics business systems while maintaining total asset visibility, using distribution hubs, utilizing STAMIS systems, and remaining transparent to the user
- Consideration of the sunk costs of maintaining organic logistics infrastructure that cannot be downsized or disposed of

## Business Case Analysis (BCA)

AMC intends to be and remain an active participant in the coordination of the concepts, doctrines and policy initiatives in implementing PBL within the Army. AMC considers PBL an initiative that both energizes and synchronizes internal and external logistics communities of excellence for the betterment of the Army. PEOs/PMs are responsible for the total life cycle systems management of their programs. AMC retains a vital role to play in supporting the PEO/PM while ensuring that organic logistics systems and the sustaining base remain robust and flexible enough to be competitive and viable. Some other value-added capabilities that AMC provides PEOs/PMs and warfighters include the following:

- In-house contracting expertise
- Institutional knowledge
- RDE Command capabilities
- In-house industrial facilities
- U.S. Army Logistics Support Activity (LOGSA) database capability
- Experienced field service support expertise (e.g., LSE)
- Life cycle management experience
- Commodity management experience
- Equipment distribution and delivery Spares management

### **GWAC MEMBERS ATTENTION!** **By Paul Watson, CPL**

The Greater Washington Area Chapter (GWAC) of SOLE The International Society of Logisticians is its largest chapter. GWAC has the largest, most robust, and complete repository of integrated logistic information, knowledge, techniques and experience in the world.

It is a very sad situation that all of this is fairly closely held and not widely distrib-

uted or shared.

Just exactly where, in the GWAC sphere, is all of this information? Is it the Library of Congress? No. Is it the National Archives? No. Is it the Washington Post? No. Just where is it? You, the many widely experienced GWAC members have it in your heads, in your files and in your brains. It is not going to waste; it is just not being shared as much as it could be at a very reasonable cost. Improve productivity, efficiency and product support by sharing.

GWAC holds ten monthly luncheons during the year, where members gather for social and professional exchanges and enjoy fine audio-visual presentations by noted area logisticians on current logistics topics. Also a fine meal of your selection.

I urge each of you to look around your staff and co-workers and select a promising 30-something and bring them to a GWAC luncheon and introduce them to this large body of knowledge. Their capabilities will expand as well as their knowledge and techniques. As they gain from your wide experience, all will gain, to the betterment of SOLE and GWAC. The free flow of personal discussions helps everyone like the rising tide raises all boats.

Our luncheons are held on the last Wednesday of the month, except July, August and December. Please call and make a reservation and a mentor will greet you at the door.

**Remember to visit**  
**our new GWAC home Page at**  
**[www.gwacsole.org](http://www.gwacsole.org)**  
**for all your logistics and**  
**Chapter needs**

**GREATER WASHINGTON AREA  
CHAPTER, INTERNATIONAL SOCIETY OF LOGISTIC ENGINEERS  
ANNOUNCES  
YEAR 2004 LOGISTICS CONTEST**

Eligibility: All GWAC members who have not attended a luncheon in the year prior to this announcement. (That is a lot of you)

Duration: Calendar year 2004. Winners are to be determined by the GWAC Board at its meeting to be held in January 2005. The eligible GWAC members who attended the greatest number and next greatest number of luncheons in 2004 will be declared Grand Prize winner and runner up respectively. In the case of a tie the BoD will decide the winner(s). The decision by the board will be final.

PRIZES: All entrants will receive up to ten delicious buffet lunches including a large salad bar, a large hot meal bar with carving board, a build your own sandwich bar, a selection of desserts, coffee and tea. Additionally, each will hear a distinguished speaker talking on a current logistic experience or situation. Also, all will enjoy networking and lively conversations with like-minded logistics professionals in the GWAC area. Each enjoy a pleasant and casual hour and a half away from the office and the usual office grind.

Grand Prize: One SOLE wristwatch, one SOLE pen & pencil set and one SOLE coffee cup.

Runner Up Prize: One SOLE desk clock and one SOLE coffee Cup.

## Book Review

**Kanban Made Simple: Demystifying and Applying Toyota's Legendary Manufacturing Process** by John M. Gross, Kenneth R. McInnis, AMACOM Publishing

Originally developed at Toyota, the approach to a manufacturing known as Kanban has helped revolutionize the way corporations and suppliers achieve maximum efficiency in getting products to and from the assembly line. When implemented properly, the Kanban technique minimizes waste, avoids overproduction and insures quick response to changes and problems.

*Kanban Made Simple* is the first simple "how to" guide for incorporation the just-in-time ingenuity of the Kanban system into any manufacturing environment. From the Japanese word for "visual record", the technique dictates that suppliers deliver parts to the warehouse only as they are needed, reducing storage in the production area. Using before-and-after case studies, this easy-to-follow guide contains information on establishing project goals, forming a Kanban team, and designing the process. *Kanban Made Simple* helps readers decide if Kanban is right for their organization, then teaches them how to train personnel and administer the program. A ready-to-use CD-ROM included with the book guides the Kanban team through the entire implementation process.

The key to leveraging Kanban is in understanding it fully. "Many manufacturers fear they will be changing over their production process every 10 minutes with excessive scrap and downtime," the author say. But Kanban is nothing more-or less-than demand-based production. It has many advantages: reduced inventory, improved material flow, simplified operation, and the reduction of unexpected schedule change. **This Review was from the July SOLEtech**

## **GREETINGS FROM YOUR SOLE PRESIDENT!**

22 December 2003

Dear SOLE Colleagues & Friends,

On behalf of SOLE - The International Society of Logistics I want to wish you a joyful holiday season and best wishes for a productive and peaceful New Year. With your continued support and participation, SOLE in 2004 will take another step of towards being a premier educational and professional association for logisticians worldwide. 2003 was a very good year, and next year promises to be even better. Our Management Newsletter will continue to periodically keep you informed of important events and policies; our strategic alliances with other professional organizations will provide us leverage and expanded recognition in the logistics community; while the in-depth articles in the Logistics Spectrum will continue to serve as a vehicle to share our perspective on hot topics within our chosen profession and community. In the interest of best serving the SOLE membership and the logistics community in general, the hard working folks on the Executive Board of Directors, the Headquarters staff, and I are grateful to have the opportunity to provide the strategic oversight and day-to-day hands-on management of your Society.

I have found that being a member of SOLE is a reason to celebrate. Much of that reason has to do with having the opportunity to work with professionals, such as you, in a very stimulating, ever changing logistics environment. In 2004 I look forward to your continued support and friendship. Together, we certainly can make SOLE the professional society of choice for logisticians the world over. Have a safe and cheerful holiday. May world peace be found in the New Year.

Yours truly,

Russell A. Vacante, Ph.D.

President

SOLE - The International Society of Logistics



# Mid-Atlantic Log

**6<sup>th</sup> Annual**

**Mid-Atlantic Logistics Conference & Professional Development Workshop**  
**Woodlands Conference Center/Woodlands Hotel & Suites, Williamsburg,**  
**Virginia USA**

**April 1-3, 2004**

## **"Transforming Logistics Throughout The Enterprise"**

*The Chapters of District 02 of the International Society of Logistics (SOLE) are pleased to announce the 6<sup>th</sup> Annual Mid-Atlantic Logistics Conference and Professional Development Workshop.*

- The Keynote Speaker is Mr. Louis A. Kratz, Assistant Undersecretary of Defense (Logistics Plans and Programs)
  - Continuing Education Unit (CEU) Accredited PD Workshop conducted by Accenture on Thursday, April 1<sup>st</sup>
  - Two Conference days - Friday, April 2<sup>nd</sup> and Saturday, April 3<sup>rd</sup> - Technical and Education Tracks both Days
  - Continuing Education Unit (CEU) Accredited " Logistics Seminar Series" on Friday, April 2<sup>nd</sup> and Saturday, April 3<sup>rd</sup>
  - Government and Industry representatives will be displaying products and services in the Exhibit area Friday, April 2<sup>nd</sup>
- Conference Social Sponsored by Bearing Point

### **Workshops, Speakers, Panels, And Exhibits, On Topics Such As:**

Future Logistics Enterprise (FLE) ---- Depot Maintenance Partnerships ---- Condition Based Maintenance + (CBM+)  
 Total Life Cycle Systems Management (TLCSM) ---- End-to-End Distribution ---- Executive Agent Responsibilities Enterprise Integration (EI) ---- Supply Chain Management ---- HomeLand Security ---- Reliability/Maintainability Analysis  
 Performance Based Service Acquisition (PBSA) ---- Performance Based Logistics ---- Concurrent Engineering Supportability Analysis ---- Total Ownership Cost (TOC) ---- DoD 5000 Directive Update

**For Additional Information, Please Visit Us On Our Web Page [www.mid-atlantic-log.net](http://www.mid-atlantic-log.net)**

**Or Contact Our Staff Listed Below**

#### **General Chair:**

Patrick M. Dallosta, CPL  
[pdallosta@radianinc.com](mailto:pdallosta@radianinc.com)  
 (800) 595-5593 x 532  
 Fax: (703) 997-1156

#### **Technical Chair:**

Douglas "Ben" Herr, CPL  
[douglas.herr@us.army.mil](mailto:douglas.herr@us.army.mil)  
 (703) 617-0184  
 Fax: (703) 617-1212

#### **Education Chair:**

James M. Griffin, Jr.  
[jgriffinjr@bearingpoint.net](mailto:jgriffinjr@bearingpoint.net)  
 (703) 725-7511  
 Fax: (301) 863-5144

#### **Workshop And Conference Rates**

<input type="checkbox"/> PD Workshop SOLE Member	\$125	<input type="checkbox"/> PD Workshop SOLE Member	\$155
<input type="checkbox"/> PD Workshop Non-SOLE Member	\$160	<input type="checkbox"/> PD Workshop Non-SOLE Member	\$185
<input type="checkbox"/> MAL Conference SOLE Member	\$155	<input type="checkbox"/> MAL Conference SOLE Member	\$185
<input type="checkbox"/> MAL Conference Non-SOLE Member	\$190	<input type="checkbox"/> MAL Conference Non-SOLE Member	\$215

#### **Woodlands Hotel and Suites**

105 Visitor Center Drive, Williamsburg, VA 23185  
 Woodlands Reservations Desk: 1-800- 261-9530 (9:00 a.m. - 5:00 p.m. ET)

**The "Mid-Atlantic Logistics" Rate is \$110.00 plus tax**

**[www.colonialwilliamsburg.com](http://www.colonialwilliamsburg.com)**



**Washington DC  
National Engineers Week 2004  
Activities**

DC Council of Engineering and Architectural Societies (DCCEAS)  
[www.dcecas.org](http://www.dcecas.org) [www.eweek.org](http://www.eweek.org)

**Proclamation Luncheon**

**Wednesday, 25 February 2004, 11:30 am**

**Pier 7 Restaurant**

**650 Water St SW, Washington, DC, 202-554-2500**

**Mr. Alan Hantman, Speaker**

**Architect of the Capitol**

Join us to proclaim National Engineers Week in the Washington DC area! We will enjoy a buffet lunch, followed by Mr. Hantman's talk about the engineering and architectural challenges and triumphs he encounters as steward of the most recognized building in the world - the U.S. Capitol. He will also discuss the exciting and historical project now underway, the Capitol Visitor Center.

Tickets: \$25.00 per person, or Tables of 10: \$250.00

**Awards Banquet**

**Saturday, 28 February 2004, 6:00 pm**

**Four Points Sheraton**

**1201 "K" Street, N. W., Washington, DC, 202-289-7600**

**Ms. Suzanne Jenniches, Keynote Speaker**

**Senior Vice President and Northrop GRUMMAN AND**

**INCOMING PRESIDENT OF THE AMERICAN ASSOCIATION OF ENGINEERING SOCIETIES**

The program includes DCCEAS awards to engineering and science students and Engineer and Architect of the Year awards. The Future Cities Competition and the DC Region's winning team also will be recognized at the banquet. In her keynote address, Ms. Jenniches will discuss the need for engineers to master the art of communication in educating the public and elected officials about the growing importance of technology and engineering's impact on American society.

TICKETS: \$40.00 PER PERSON, OR TABLES OF 10: \$400.00

**GEORGE J. CREED, CIPS, CRS, GRI**

ASSOCIATE BROKER, NOTARY



313 MAPLE AVENUE, WEST  
VIENNA, VIRGINIA 22180



Off: (703) 938-6070 Ext. 112  
Toll Free: 1-800-542-6513  
Home Off: (703) 281-3875/(800) 899-3875  
Mobile Phone/Direct: (703) 216-5535  
Fax: (703) 242-2540 E-mail: [gcreed@nvar.com](mailto:gcreed@nvar.com)

