



ORACLE



January 2004
Volume 32 Number 1
District 2, Chapter 1
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Chair Talk

Fellow GWAC Members!

Happy New Year and Best Wishes for success and happiness in 2004!



On a sad note, SOLE, GWAC and your Board of Directors lost one of it's best and brightest earlier this month. Paul Watson Jr., a retired U.S. Marine Corps Colonel, Certified Profession Logistician (CPL), former GWAC Chapter Chairman and long time Senior member of SOLE passed away unexpectedly earlier this month. He was 83 years old. See his obituary on page 7.

Paul's dearly beloved wife of more than 60 years had passed away just last year. Despite his devastating, nearly unbearable loss, Paul took positive steps to remain active in GWAC and to stay close to the friends he had been associating with over the years.

Paul had recently volunteered to serve as the GWAC Vice Chair for Membership. In just a very short period of time Paul had taken the initiative to propose a luncheon attendance contest complete with prizes (see page 8 and last month's issue of the ORACLE). He wrote an article for last month's ORACLE cajoling GWAC members to be more active in SOLE and to participate more in GWAC luncheons and activities. Paul actively participated in GWAC luncheons. When he no longer felt able to drive to evening BoD Monthly meetings in the darkness, he continued to participate in BoD meetings via speaker phone.

Although I had not known Paul for long, I feel like I have lost a dear friend. I miss Paul and his contributions to GWAC and SOLE. Several GWAC BoD members and I attended the view-

ing held for Paul earlier this month and plan to contribute to one of his memorial funds. I encourage you to contribute also. See page 7 for details.

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 guest speaker for our January luncheon is RADM Charles Munns, Director Navy and Marine Corps Intranet (NMCI). He will be talking about logistics challenges in implementing NMCI. 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 are on our Web site at www.gwacsole.org. Please RSVP to Mary Johnston at bunnystreet@yahoo.com.

Inside this Issue

Title	Page
Front Page – Chair Talk	1
Chapter Officers.....	2
Upcoming Events	2
Finance	3
Operations	3
Programs	4
Board Meeting Minutes	5
Article.....	6
Paul Watson, CPL, Obituary.....	7
Luncheon Attendance Contest.....	8
Luncheon Flyer and Speaker Bio.....	9
Mid-Atlantic Logistics Flyer	10
DCCEAS Luncheon and Awards Flyer..	11

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>	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>	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 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

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

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

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

February 12-13, Integrated Master Plan and Schedule to be held in Washington D.C. Contact www.TechnologyTraining.com or (310) 563-1223

February 24-25, Future Naval Plans and Requirements to be held in Crystal City, VA. Contact 1-800-882-8684 or www.idga.org

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

February 28, NEW Awards Banquet, Contact jmwall@pepco.com or 202-388-2246

Financial Report

by **BJ Silvey** at silveybjmarbj@comcast.net

Nov 30, 2003

Beginning Balance: \$2619.59

Income:

Deposit (s): \$00.00

Total Income: \$00.00

Expenses:

Total Expenses: (\$313.50)

Ending Balance: \$2306.09

LEF Scholarship Fund

No Activity: \$0.00

Balance: \$45.00

VC OPS

By **Mike Connor** at 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 or our chapter at 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. 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 Meeting Agenda and Minutes
- Updated Calendar of Events

Administration.

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

Operations.

- December ORACLE Newsletter

Finance.

- December Financial Report

Chapter Events List 2003-2004

<u>Date</u>	<u>Event</u>
<u>Jan 28</u>	Chapter Luncheon
<u>Feb 1</u>	Deadline for CPL Exam Applic.
<u>Feb 11</u>	BoD Meeting
<u>Feb 25</u>	Chapter Luncheon
<u>Mar 1</u>	Deadline for May CPL Exam Re-take Request
<u>Mar 10</u>	BoD Meeting
<u>Mar 24</u>	Membership Social
<u>Mar 31</u>	Chapter Luncheon
<u>Mar 31</u>	SOLE Awards Year Ends
<u>Apr 14</u>	BoD Meeting
<u>Apr 28</u>	Chapter Luncheon
<u>May 12</u>	BoD Meeting
<u>May 26</u>	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:	3000
index.html	1289
ProgramsPage.html	197
CareerAssistancePage.html	193
NewlettersPage.html	190
SymposiaSeminarPage.html	127
PastLuncheons.html	97
TechProfPage.html	94
OperationsPage.html	71
BoDOrgChartPage.html	97
membershiptpage.html	120
ChapterWebsitesPage.html	72
AdminPage.html	58
BoDMtgAgendaMinutesPage.html	80
BoDPage.html	100
NominationsandElectionsPage.html	51
ArchivesPage.html	39
bylawsPandPPage.html	38
AwardsPage.html	173
PicturesPage.html	31
Awards Program Page.html	35

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 seven 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:

VC Programs

by Joyce McCallister, CPL at mccallisterj@comcast.net

November Luncheon

The guest speaker for our January luncheon is RADM Charles Munns, Director of the Navy and Marine Corps Intranet (NMCI). 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. Please R.S.V.P. with Mary Johnston at bunnystreet@yahoo.com



VC Technical

By Gary Glick at 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. 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 14 January, 2004 in Crystal City, VA.

CHAPTER OFFICERS PRESENT:

Dave Floyd	Chair
Lyle Paulson	Immediate Past Chair
BJ Silvey	Vice Chair, Finance
Mike Connor	Vice Chair Operations
Mary Johnston	Vice Chair Admin Joyce
McCallister	Vice Chair Programs Gary Glick
Vice Chair Technical	Linc Hallen
Executive Board Mbr Member	Ed Mann
SOLE Member	

OLD BUSINESS:

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

VC/COMMITTEE REPORTS:

VC FINANCE:

BJ Silvey briefed the current state of GWAC Finances. An independent audit of finances was done by Hal Barens when BJ took over from the past VC, Financial. A motion carried to discontinue using a rented mailbox for GWAC business. Wachovia bank will be asked to send Statements directly to VC, Financial in the future. BJ talked to George Creed about the ad George runs in the monthly ORACLE. George will pay through April of this year and decide later whether to continue advertising in the newsletter. A discussion on how to make money for the Chapter was postponed until the May Board meeting. BJ Silvey received a refund of bank service charges. Dave Floyd talked to Jack Fogal and Jack does have SOLE items that will be used as rewards for membership drive. Gary Glick is looking into training workshops that could provide additional funds for the chapter.

VC OPERATIONS:

It was suggested that Mike Connor put names of luncheon speakers and location on the ORACLE calendar. There have been 3000 hits on the Web site. The Chapter will start paying for the Web page in March.

VC PROGRAMS:

Luncheon Speakers. January's speaker is Rear Admiral Charles L. Munns. February's meeting will be a joint meeting with DCCEAS. March's proposed speaker is Chuck Nash and April's speaker is proposed to be Mike Daniels. Some luncheon attendee's have missed the meeting because they did not know which Fort Myer Officer's Club room the luncheon was taking place in. Signs will be prominently displayed identifying where the luncheon is being held.

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:

Both Gary Glick and Linc Hallen will provide articles for Oracle. Linc will provide an input about Paul Watson as well.

The DCCEAS 25 February luncheon is being held at Pier 7 and will cost \$25.00. The DCCEAS Banquet is at the Four Seasons Sheraton and is \$45.00. See enclosed Flyer.

Mid-Atlantic Logistics Conference. MAL already has 18 exhibitors signed up. The next SOLE Executive meeting is 19 February 2004 and the next SOLE Board of Directors meeting is 20 & 21 February 2004.

ADJOURNMENT:

They're being no further discussions, the Chapter Chair adjourned the meeting at 7:00 PM. The next meeting is scheduled for 5:45 PM on February 11, 2004 at Anteon, Suite 600, Three Crystal Park in Crystal City.

Article

AMC AND THE AAE PARTNER TO IMPLEMENT PERFORMANCE-BASED LOGISTICS

Submitted By Michael D. Connor

[Third 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]

IMPLEMENTATION

So how does AMC plan to task organize for PBL keeping in mind that the integration of "lean and mean" logistics enterprise(s) remains the key objective? There are three major PBL domains that require AMC's participation. They are planning, oversight/approval, and execution. Each is addressed below.

Planning. AMC provides and will continue to provide matrix support to the AAE's PEOs/PMs under PBL. The key difference under PBL implementation, however, will be more focused and integrated participation on IPTs, be they at the Integration IPT (IIPT), Supportability IPT

(SIPT), or Working IPT (WIPT) level. Actions taken by AMC and AAE members on the IIPT at the beginning of PBL process would include requirements development, cost estimation, alternative evaluations, logistics management, cost-performance trade-offs, PBL strategy development, etc. Members shall also assist the PM in development of the WIPT structure. AMC representatives, most likely from the MSCs, will sit on the SIPT where one key action will be to provide PBA development assistance. Along with any other roles and responsibilities as directed by the PM and as outlined in DoD's IPT Guide, an objective of all IPTs is to elevate issues to a higher level in a timely manner. This is where and how AMC Headquarters will participate in the oversight/approval process.

Oversight/Approval. Participation in the PBL and PBA oversight and approval process inherently involves looking at regulatory, statutory, and resource implications for AMC and the Army in general. Key ancillary involvement by AMC headquarters and/or its MSCs includes validating the economic and business case analysis required before promulgating any PBA between the PM and a PSI or product support provider (PSP). It also includes eventually being a PBA signatory along with the PM. But what about the key tenets of PBL that were envisioned when implementation was directed by the USD(AT&L) just over a year ago? The USD(AT&L) stated that, "as a minimum, product support management planning shall address: integrated supply chains; segmented support by system or subsystem; maintaining a relationship with the warfighter based on system readiness; selection of best value, long-term product support providers based on competition, measuring support performance based on high-level metrics..." How does AMC and the AAE plan to work together to execute those tenets?

Execution. AMC, through its MSCs, plans to market itself as the PSI and/or PSP of choice depending on the weapon system and different cost-benefit analyses. The major focus of the AMC PBL IPT continues to be to provide and refine PBL guidance and polisupport as PSIs and PSPs. MSCs, with the assistance of AMC Headquarters and ASA(ALT), will continue to resolve those barriers to total PBL implementation during the life cycle of a weapon system as identified throughout the acquisition and sustainment communities. The MSCs have identified early on that they need guidance in many areas in order to successfully compete and accomplish their role as the PSI and/or the PSP. Some of their requirements include the following:

- Ground rules (for engaging PEOs/PMs and competing with other MSCs)
- Multi-level metrics (from existing metrics)
- Tracking mechanism(s)
- Marketing
- Problem resolution
- Training and contracting
- Reporting and monitoring

Conclusion

As the AAE and its PEOs/PMs find it necessary to transition to PBL practices completely and as more pertinent feedback and guidance makes its way back to the AMC Headquarters and MSCs, AMC will organize and apply best business practices throughout the command to include integrated logistics enterprise principles. This, done in concert with maintaining constant and two-way dialog with the AAE and ASA(ALT) along with the myriad of subordinate AMC organizations, will move AMC forward and embrace PBL and its imple-

mentation with lean and mean vigor.

Paul Watson, CPL Obituary

Watson, Paul B. Jr., Col, USMC (Ret), 83 of McLean VA, on Saturday, January 3, 2004, at his residence. Beloved husband of the late Norma Haizlip Watson; devoted father of Donna W. Smith, Jeannie W. Brown and George E. Watson; brother of Letty Belknap; grandfather of Denise S. Simon, Matthew P. Brown, Leslie and Alex Fischer; and great-grandfather of Victoria and Alexandra Simon. Memorial contributions may be made to the Smithsonian Early Enrichment Center, PO Box 37012, Natural History Museum, MRC 184, Washington, DC 20013-7012; Colonial Williamsburg Foundation, PO Box 1776, Williamsburg, VA 23187; or the charity of your choice.

This is an abbreviation of the obituary ad that appeared in The Washington Post on 1/6/2004. Paul Watson will be sorely missed by SOLE, GWAC and your Board of Directors. Chapter members are invited to contribute to one of the memorial funds listed above in honor and remembrance of Paul.

Remember to visit

our new GWAC home Page at

www.gwacsole.org

for all your logistics and

Chapter needs

**GREATER WASHINGTON AREA
CHAPTER, INTERNATIONAL SOCIETY OF LOGISTICS 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 paying 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 logistics 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 an hour 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**



*Please Join The Greater Washington Area Chapter
(GWAC) of SOLE,
The International Society of Logistics*



Wednesday January 28, 2004

at the Ft. Myer Officers' Club from 11:15 am to 1:00 pm

for a buffet lunch and talk. The event is \$20.00 pay at the door.

RSVP to bunnystreet@yahoo.com

Rear Admiral Charles L. Munns

United States Navy

Director, Navy-Marine Corps Intranet

Rear Admiral Munns is the Director, Navy and Marine Corps Intranet (NMCI). Named to this position in February 2002, he reports directly to the Assistant Secretary of the Navy (Research, Development and Acquisition). Rear Adm. Munns is responsible for implementation of NMCI, the Department of Navy's initiative to purchase standard information technology (IT) services via a commercial contract. The purpose of NMCI is to provide intranet infrastructure and services to the shore based components of the Navy and Marine Corps. Rear Admiral Munns began his naval career at the U.S. Naval Academy, graduating with distinction in 1973 with a Bachelors of Science degree, majoring in physics. Rear Admiral Munns received a Masters of Science degree in Computer Science from the University of Colorado in December 1980 and attended MIT's Seminar XXI on Foreign Politics and International Relations from September 1993 to June 1994. His personal decorations include the Distinguished Service Medal (Two Awards), Legion of Merit (Four Awards), Meritorious Service Medal (Two Awards), Navy Commendation Medal (Three Awards), and the Navy Achievement Medal.





Mid-Atlantic Log

6th 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 6th 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 1st
 - Two Conference days - Friday, April 2nd and Saturday, April 3rd - Technical and Education Tracks both Days
 - Continuing Education Unit (CEU) Accredited " Logistics Seminar Series" on Friday, April 2nd and Saturday, April 3rd
 - Government and Industry representatives will be displaying products and services in the Exhibit area Friday, April 2nd
- 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

Or Contact Our Staff Listed Below

General Chair:

Patrick M. Dallosta, CPL
pdallosta@radianinc.com
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 Fax: (703) 997-1156

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Education Chair:

James M. Griffin, Jr.
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



**Washington DC
National Engineers Week 2004
Activities**

DC Council of Engineering and Architectural Societies (DCCEAS)
www.dcecas.org 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



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