



Chair Talk

Greetings Fellow GWAC Members and Logisticians! I take great pleasure in announcing that our own Mike Connor, GWAC VP Operations, has been selected as the next District 02 Director. In this capacity, Mike will be overseeing the operations of all the District 02 Chapters, including our own. Mike is a Senior Logistics Research Analyst, working in the Office of the Deputy Assistant Secretary of the Army for Integrated Logistics Support Policy. Please join me in congratulating Mike on his recent promotion!



GWAC BoD Members Sworn In

Your newly elected BoD members were sworn in by the new President of SOLE, our own Dr. Lloyd Muller, CPL, at the September luncheon. (See the picture below and the related article on page 6 about his talk on the "State of SOLE" that he presented at the luncheon).



Newly elected GWAC BoD Officers are sworn in by Dr. Lloyd Muller, CPL. From L to R, Dr. Muller, Dave Floyd, Mary Johnston, Mike Connor (hand only).

GWAC Award Results and Luncheon

This year we will be presenting awards to eight worthy logisticians (see page 11 for the Awards Announcement Flyer with names and categories) at our October luncheon to be held this Wednesday, 27 October at the Fort Myer Officer's Club from 1115 to 1300. The Guest Speaker for this year's Awards Luncheon is the distinguished Major Gen John Phillips, USAF (Ret.), currently Vice President for Home Depot. Directions to the luncheon are on our Web site at www.gwacsole.org. It's not too late to register for this special occasion. Please RSVP to Mary Johnston at bunnystreet@yahoo.com.

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Chapter Officers

Chair	
Dave Floyd	202-267-0674
Immediate Past Chair	
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

Richmond Miller	202-646-5425
Ken Gary	703-692-5920
Lincoln Hallen	301-460-5060
Ed Spriggs, CPL	703-560-8828
Jack Fogal	703-860-4080

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

Other

<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

November 8-9, Systems Engineering to be held in Arlington, VA. Contact www.TechnologyTraining.com or 703-528-6000

November 15-19, Configuration/Advance Configuration Management to be held in Rosslyn, VA. Contact 703-522-8864 or www.TechnologyTraining.com

November 18-19, Performance Based Logistics to be held in Tysons, VA. Contact www.TechnologyTraining.com or 703-893-2100

Contact

www.gwacsole.org

for all your
Chapter needs



Financial Report

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

30 September, 2004
 Beginning Balance: \$2265.02

Income:

Luncheon Income: \$00.00
 CPL Study Group: \$435.00

Sep Luncheon: \$180.00
 Total Income: \$615

Expenses:

Sep Luncheon: (\$105.50)
 Total Expenses: (\$105.50)

Ending Balance: \$2738.67

VC OPS

By **Mike Connor** at operations@gwacsole.com.



2004-2005 BoD Election Results

Your new BoD Members were sworn in at the September Luncheon by our new SOLE President Dr. Lloyd Muller. The lucky winners are as follows:

Board of Directors: Chapter Chair- Dave Floyd; Vice Chair (VC) Admin - Mary Johnston; VC Finance - B.J. Silvey; VC Operations - Mike Connor; VC Programs - Joyce McCallister, CPL; VC Professional and Technical Development – Cary Glick, CPL;

Executive Members (Advisors): Jack Fogal, Ed Spriggs, CPL, Ken Gary (2nd yr of 2 yr term), Lincoln Hallen (two-year term), and Richmond Miller, CPL (two-year term).

Chapter Website. We have now hit over 4000 distinct web site visits in just over year. Again, the GWAC start, career assistance, programs, and newsletter web pages remain the most visited gwacsole.org sites as shown below. Keep visiting and often! Contact the webmaster at webmaster@gwacsole.org with comments and/or input. Files added during the last month to the functional areas include the following:

General.

- Sept BoD Meeting Agenda and Minutes
- Updated Calendar of Events

Administration.

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

Operations.

- September ORACLE Newsletter

Finance.

- September Financial Report

Chapter Events List 2004-2005

<u>Date</u>	<u>Event</u>
<u>Oct 27</u>	Annual Awards Luncheon— Guest Speaker John Phillips, VP Home Depot
<u>Nov 10</u>	BoD Meeting
Nov 17	Chapter Luncheon—Guest Speaker TBD
<u>Dec 8</u>	BoD Meeting
	There is no GWAC Luncheon scheduled for December

Web Site Statistics (as of October 2004)

We have now hit the 4398 distinct web site visits mark. Again the Programs, Career Assistance, and Newsletter pages are the most visited pages thus far. Complete stats for the website are below:

PAGE HITS

Total:	4398
index.html	2017
ProgramsPage.html	298
CareerAssistancePage.html	314
NewlettersPage.html	282
SymposiaSeminarPage.html	182
PastLuncheons.html	129
TechProfPage.html	138
BoDOrgChartPage.html	165
membershippage.html	186
ChapterWebsitesPage.html	98
AdminPage.html	5
BoDMtgAgendaMinutesPage.html	26
BoDPage.html	183
NominationsandElectionsPage.html	26
ArchivesPage.html	53
AwardsPage.html	221
PicturesPage.html	6
Awards Program Page.html	43

As you can see, there is a lot of good information available to you on the web site and it will only get better. Keep checking back for the latest and newest information. Of course, if you have any comments or ideas, please contact: webmater@gwacsole.org:

VC Programs

by **Joyce McCallister, CPL** at mccallisterj@comcast.net

The Guest Speaker for our October Awards Luncheon is Major Gen John Phillips, USAF (Ret.), currently Vice President for Home Depot. The luncheon is scheduled to be held



Wednesday, 27 October at the Fort Myer Officer's Club from 1115 to 1300. Directions to the luncheon are on our Web site at www.gwacsole.org. Please RSVP to Mary Johnston at bunnystreet@yahoo.com.

VC Technical

By Gary Glick at glickg@starpower.net

Gary has submitted an updated topical outline to the BoD 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 8 September 2004 at Hamburger Hamlet in Crystal City.

CHAPTER OFFICERS PRESENT:

Dave Floyd	Chair
Mike Connor	Vice Chair Operations
Gary Glick	Vice Chair, Technical
Mary Johnston	Vice Chair Admin
BJ Silvey	BoD Member Elect

OLD BUSINESS:

Past Minutes. The Board of Directors (BoD) reviewed and recommended approval of the September 2004 BoD Meeting minutes.

VC/COMMITTEE REPORTS:

VC FINANCE:

B.J. Silvey asked BoD members for their yearly budget inputs. He also discussed the current budget and asked for a BoD consensus on issues concerning last year's budget responsibilities and the audit that took place at BoD turnover.

VC OPERATIONS:

Mike Connor briefed the upcoming DCCEAS event schedule. It was decided that the DCCEAS upcoming events will be included in the GWAC newsletter. He also added that DCCEAS would welcome participation by GWAC on the DCCEAS BoD because they need additional volunteers.

VC PROGRAMS:

Luncheon Speakers. Discussions ensued on preparations for the upcoming Awards Luncheon on 27 October. Dave Floyd took as an action to call Joyce McCallister, CPL, and ask if she needs help with luncheon. There is no speaker identified for the November luncheon. Previous suggestions included Jacquelyn Cartagena from the Army Material Command.

VC TECHNICAL:

Gary Glick, CPL, talked about the memo received from John Martinez about Stanley, Corp. Gary felt that our Log Trainers need sponsors and a good candidate would be Stanley Corp. Dave Floyd talked about contacting Sarah James to visit the CRC President to give his company, Columbia Research Corporation, a surprise corporate membership. Gary Glick talked about different ideas for LogTrain and he took an action to call Sarah James about November's CPL examination.

VC ADMINISTRATION:

Mary Johnston provided names of most frequent non-BoD members who attended luncheons over the past year. There were several members who had attended luncheons three times. Dave Floyd will make a decision as to which person is the winner.

NEW BUSINESS:

Dave Floyd plans to attend the next dinner held by the National Capital Area Region of the Council of Logistics Managers (CLM). He talked about the Informal CPL study group that is being held on Tuesdays. He discussed what additional people will be asked to mentor meetings. Those mentioned were Dr. Lloyd Muller, John Langford and Charlie Baldwin. The next Mid Atlantic Log Conference will take place in April of 2005.

Next year's SOLE 2005 symposium will be held 16-18 August in Orlando, Florida. The theme is: *Logistics: The Nexus of Sustainable Enterprises.*

ADJOURNMENT:

There being no further discussions, the Chapter Chair adjourned the meeting at 8:00pm. The October BoD meeting will be held on 10 November at Hamburger Hamlet in Crystal City starting at 5:45pm. Please be on time for the ordering of food. GWAC members are welcome to attend.

DCCEAS Meeting Recap (7 Oct 04)

By Mike Connor

The President, Susan Parsons, stressed the need for ‘successor’ planning and asked for more delegates to run for office. The minutes from the last meeting were circulated. The Vice President, Issa Khozeimeh, spoke on National Engineers Week (NEW) and the fact that the awards banquet keynote speaker is Mr. Allyn Kilsheimer who will speak on the Pentagon renovation.

The Secretary, Elizabeth Stanley, noted that she has almost completed the member directory and plans to produce enough copies for each member to receive two copies. Informal discussion ensued over the ‘Order of the Engineer.’ The Treasurer, John Wall, Jr., noted that the Council had a balance of \$12,064.79. Council members agreed that an audit of the council books would occur around the 23rd of October. Delegates then noted upcoming events for their respective organizations.

“The State of SOLE” Address

By Dave Floyd with permission

Dr. Lloyd Muller, CPL, the newly elected President of SOLE, gave an informal, upbeat talk on the “State of SOLE” at the September GWAC Luncheon. Here are some of the topics he covered.

SOLE has shown remarkable membership growth over the past two years and has exceeded growth expectations. Also, the cash flow situation within SOLE has remained positive the last two years.

SOLE 2004 was a big success with over 450 attendees and good participation from industry. There was ongoing intellectual dia-

logue and panel recommendations were documented in “White Papers” for use in follow-up actions.

The CPL Exam has been reworked and the questions are better written and traceable to the specific textbook source.

The growing importance of CPL certification is demonstrated by how the U.S. Army now recognizes CPL Certification attainment in Officer Promotion Briefs.

The CPL Certificate designation program, first recommended by our own B.J. Silvey, is under development. This program will certify Logistician, Senior Logistician and Master Logistician based on years of relevant experience and education. It is unrelated to the CPL certification process which will remain in effect as a separate program.

Currently, the Defense Acquisition University (DAU) accepts CPL certification as fulfilling DAWIA Level I and at least partial Level II qualification.

Dr. Muller mentioned the only downside was that membership renewals are down and that we need to do a better job of selling the benefits of SOLE membership which he described.



Dr. Lloyd Muller, SOLE President, delivers a “State of SOLE” address at the September GWAC luncheon.

GWAC Chair Dave Floyd expresses his appreciation by presenting Dr. Lloyd Muller with a SOLE coffee mug after the briefing.



October Awards- Luncheon Guest Speaker Bio

The Greater Washington Area Chapter is pleased to introduce our October Awards Luncheon Guest Speaker-

John Phillips is Vice President of Home Depot. He is also an internationally known speaker and consultant on National Defense. John has graciously accepted the Board of Directors invitation to present awards at the Greater Washington Area Chapter of SOLE 7th Annual Awards Luncheon on Wednesday October 27, 2004 at the Fort Myer Officers' Club. See the announcement about the awards ceremony on page 9.



John has had a long and distinguished career in public service as well as considerable experience in logistics, aviation and computer program management. Prior to joining Home Depot, John served as Deputy Under Secretary of Defense (Logistics). He was the principal advisor to the Under Secretary of Defense (Acquisition & Technology) for policy and oversight of logistics activities such as material management, maintenance, transportation and logistics systems development.

John served for more than 30 years in the United States Air Force, retiring with the rank of Major General. He is an experienced pilot, navigator and instructor pilot with more than 3,000 flying hours, including more than 300 combat flying hours over Vietnam. He has flown the T-37, T-38, KC-135, F/EF-111, and F-15 aircraft. Between 1992 and 1995, he commanded the Sacramento Air Logistics Center at McClellan Air Force Base, California. The center pro-

vides world-wide logistics support to a number of aircraft including the F-117 Stealth Fighter, F-22, F-111, A-10, and KC-135. The center also manages space satellite operations and sustainment. Previously, he commanded the Logistics Management Systems Center at Wright-Patterson Air Force Base, Ohio where he led a consolidation of overlapping logistics systems spanning all military services into an umbrella organization called the Joint Logistics System Center. This tremendously complex undertaking resulted in increased efficiencies to military logistics.

John is the recipient of numerous awards and decorations including the 1999 Vice President Gore's Hammer Award; 2000 National Defense Industrial Associations "Logistician Emeritus" award; 1998 International Man of the Year; Secretary of Defense Award for Outstanding Public Service; Defense Distinguished Public Service Medal; Distinguished Service Medal; and Legion of Merit.

He holds a Bachelor of Science degree in biology and chemistry from Jarvis Christian College, Hawkins, Texas, and a Masters of Science Degree in Logistics Management from the Air Force Institute of Technology. He was awarded the Degree (Honorary) Doctor of Laws, from Jarvis C. College. In addition, he is a graduate of the John F. Kennedy School of Government, Harvard University; the National War College; Defense Systems Management College; Industrial College of the Armed Forces; and the University of Southern California, School for Safety Engineering. John earned the highest Department of Defense certifications (level III) in Program Management, Acquisition Logistics, and Computer Systems Development. He is a Honeywell Certified Six Sigma Green Belt.

Active in civic affairs, John is currently a member of the Board of Advisors for the In-

.. (Cont'd on next page)

dustry Conference Board with SOLE, the International Society of Logistics; Board of Directors, Association for Enterprise Integration, Maintenance Repair & Overhaul Conference, Army/Air Force Association; Board of Governors for Boys & Girls Club of America; AmeriCorps National Civilian Community Corps; and is Chairman of the Board of Advisors of the Tuskegee Airmen, Inc. His other accomplishments include co-authoring the book, "Military Project Management" as well as numerous articles and lectures on leadership and management. He and his wife Blanche have three daughters, one son and four grandchildren.

Stanley Corporation **Corporate Spotlight**

By John Martinez

Years ago I met and talked supply support with Admiral Stanley, when he was on active duty and who is no longer active in the company. I did not know about the company until this week when I accidentally discovered their Web Site. The Stanley Company provides logistics services in our neighborhood and elsewhere, but I have never heard of it.

GWAC should be able to connect with Stanley for our mutual benefit. Teach them about GWAC and SOLE and invite them to become a corporate member. Provide them an additional way to recognize their employees' logistics accomplishments. Invite the Company and its employees to participate in SOLE training. Obtain their support for our chapter's programs and projects and encourage their managers to apply for SOLE Leadership Positions.

Stanley Associates is an employee-owned, growth-oriented company that delivers information technology and professional services to the U.S. Federal Government.

Headquartered in Alexandria, Virginia, Stanley Associates has prior fiscal year revenues of \$179 million and employs over 1,500 employees at locations across the United States and around the world. The company is known for providing superior customer support, quality services and technical solutions in the areas of software and systems development; network infrastructure planning, engineering, operations, and support; systems engineering and technical assistance; outsourcing, including total processing and multi-site facility support, staffing, equipment maintenance, and on-site systems and data administration; operations management; enterprise architecture; remote hosting; and information assurance. Stanley also provides logistics and advisory solutions to include field support; training; engineering services; core technical services of test and evaluation support for equipment and software; warehousing; program and financial management; and environmental strategic services.

Stanley was founded as a small consulting firm in 1966 by Admiral Emory D. Stanley. In the 1970s, the company was focused on highly-specialized innovations and services. By the late-1980s, the current management team was formed and the customer base was growing. What soon followed was Stanley's emergence as a leading government services provider.

The success of Stanley's management team—with an average tenure of more than ten years each—and their ability to adapt to industry change is exemplified by a proven track record. All major contracts have been re-competed and retained at least once, and new customers and services have been added each year. Since 1989, revenues and profits have grown by an average of thirty-three percent each year, with nearly eighty percent of historical growth attributable to repeat business from satisfied customers. In

1996, management introduced an Employee Stock Ownership Plan to further enhance its employee-focused culture; it has become an important element of the culture today.

In January 2000, Stanley made its first acquisition with the purchase of GCI Information Services, Inc., an information-services based firm. GCI extended Stanley's customer base and expertise in non-technical areas. Stanley then implemented a formalized acquisition program in 2001, which was instrumental in the success of both its second and third acquisitions. In September of 2002, CCI, Inc. was brought onboard and with it came an extensive customer base, contract vehicles, and niche technical capabilities. CCI's reputation as a premier provider of professional, technical, and management services to the U.S. Government complements Stanley's strategy for the future.

In December of 2003, Stanley acquired FSC, Inc. With its expertise rooted in Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR), as well as other technology disciplines, the acquisition of FSC significantly increases Stanley's presence at SPAWAR, the Department of Homeland Security, and at new offices across the nation.

For more information contact <http://www.stanleyassociates.com>.

Recommended Alternatives to GWAC Luncheon Locations

Submitted by John Martinez, Marya Pickering and Carol Booth

Our logistics breakfast group has recognized problems with GWAC's continued use

of The Fort Myers' Officers Club as the site for monthly luncheon meetings. Today's security operations at government locations, e.g., Fort Myers, distractions that keep our members and/or guests from attending our meetings. We need a luncheon location that encourages attendance. Consider candidate locations that fulfill these aspects:

Good public transportation to/from the site or ample public parking for attendees. A luncheon menu service for which GWAC would pay \$15 per attendee, regardless of what GWAC might ask of attending members and visitors. Semi-private dining facilities for 20 to 50 attendees. A lectern and screen for our speakers and the capability to set up and use a computer projector to display slides. Candidate locations could include dining rooms at these locations:

- Pentagon City restaurants on the upper floors and/or Nordstrom Pentagon Row.
- Del Mar or Rosslyn area of Arlington.
- Masonic Temple Monument/King Street Metro Station area of Alexandria restaurants.

Thanks for your consideration of these remarks.

GWAC Study Group for May CPL Exam

GWAC held its fifth CPL study group session on Tuesday evening, 19 October. Sessions are held weekly at 400 Virginia Avenue in Washington, DC (a short walk from the LeFont Plaza metro stop). It's not too late to sign up! The cost is \$145 (not including textbooks). Contact Dave Floyd at (703) 683-2185 or at dsfloyd@comcast.net for more details.



*Please join the Greater Washington Area
Chapter (GWAC)*

of

*SOLE – The International Society
of Logistics on*



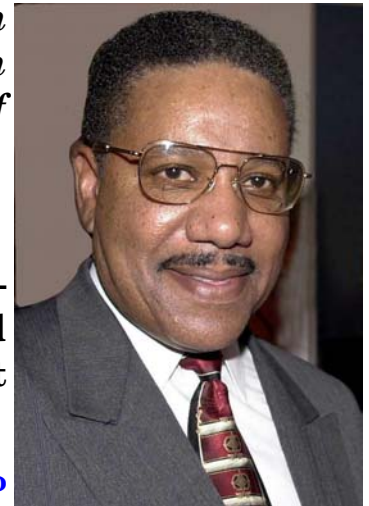
Wednesday October 27, 2004

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

*for our 7th Annual GWAC SOLE Awards Luncheon
The event is \$25.00 pay at the door. The luncheon
will be in the Lamplighter Dining Room at the top of
the stairs to your left as you enter the Officer's Club.*

RSVP to bunnystreet@yahoo.com

Our distinguished guest speaker will be former Under Secretary of Defense for Logistics and Retired Air Force MGen John Phillips, now a Vice President at Home Depot



We will be presenting awards for outstanding achievements to the following Logisticians who have made significant contributions to the field of logistics. They include the following:

<u>Name</u>	<u>Company</u>	<u>Award Category</u>
Mr. Bruce Block	Battelle Memorial Institute	Maintenance Planning
Mr. Drue Moore	Battelle Memorial Institute	Programming and Budgeting
Mr. Harry Meisell	Department of the Army	Automatic ID Technologies
LtCol Kenneth Lasure	I&L HQMC	Maintenance Management
Mr. Dave Clary	Battelle Memorial Institute	Process Reengineering
Mr. George Clark	Federal Aviation Administr.	Lifetime Achievement Award
Mr. John McLaughlin	Anteon Corporation	Life Cycle Planning/Implementation
Mr. Russell Garrett	Battelle Memorial Institute	Combat Contingency Support

The “Logistician of the Year” for the Greater Washington Area will be selected from the above list. The announcement will be made at the award luncheon.



Lessons Learned from Case Studies in Systems Engineering A One Day Tutorial

Saturday, November 20, 2004

To Be Held in McLean, VA

Dr. Dennis M. Buede

Academic, Author and Practitioner

Are you interested in: Learning about failures and successes?

- Hearing about real world case studies that can change what you do on the job?
- Gaining examples to use for convincing others that a change is needed?
- Interacting with others to develop “lessons learned”?

Then this tutorial is for you!

About the Tutorial

This course is ideal for illustrating the value provided by systems engineering and providing ammunition for use with top management and other key decision makers. The course covers successes (Black and Decker product line, Boeing 777, Central America gold recovery, Pioneer 10, Wright brothers first flight,) and failures (Air Bag Safety Restraints, Apollo 13, Ariane 5, and Hubble telescope). As part of this course we will trace key indicators in these case studies back to good and bad practices of systems engineering as well as the final outcome; you will participate in small-group exercises to create these lessons learned”. The day promises to be fun, educational, and a learning opportunity with new possibilities for you.

Tutorial Outline

- Course overview
- Boeing 777 Working Group on Lessons Learned
- Hubble Telescope Working Group on Lessons Learned
- Air Bag Safety Restraint System Working Group on Lessons Learned
- Pioneer 10 Working Group on Lessons Learned
- Apollo 13 Working Group on Lessons Learned
- Black and Decker Product Platform Working Group on Lessons Learned
- NEMO – Central America Gold Recovery Working Group on Lessons Learned
- Ariane 5 Launch System Working Group on Lessons Learned
- Wright Brothers Airplane Working Group on Lessons Learned
- Summary of Lessons Learned

The cost of the one-day workshop is \$55 for member and \$75 for non-members

For more information contact Bill Seeger at 703-613-1251 or tutorials@incose-wma.org