



# ORACLE



August 2005  
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## Chair Talk

Greetings Fellow GWAC Members and Logisticians! This issue of the GWAC ORACLE Newsletter includes information about upcoming events; Chapter Officer reports; BoD Meeting minutes; an article on Lean vs. Six Sigma; instructions on submitting nominations for the Annual GWAC Awards Luncheon to be held in October; and Flyers on the September Luncheon, GWAC Golf outing and the MAL 2006 Call for Papers.



**CPL Exam Results:** On a personal and positive note, I passed the CPL exam at the SOLE 2005 Symposium! I am now designated a Certified Professional Logistician (CPL). The downside is that I will not be leading the GWAC CPL Study Group this year. I am looking for a volunteer to lead this year's Study Group. The good news is that the lesson plans and handouts have been developed. Also, I can attest to the fact that serving as the lead for the CPL Study Group is a good way to prepare for the CPL exam. Please contact me at [floyd\\_david@bah.com](mailto:floyd_david@bah.com) or at (202) 475-3310 if you are interested in leading and/or participating in this year's GWAC CPL Study Group.

**GWAC Annual Awards Luncheon:** There are only two months remaining before our Annual Awards Luncheon to be held at the Fort Myer Officer's Club in Arlington, VA on 28 October, 2005. The distinguished guest speaker for our luncheon is RADM Gabel, former head of all USCG acquisition programs. Please see the attached Announcement and formats for the submission of the nomination and recommended citation starting on page 11.

The GWAC Annual Field Awards program is intended to reach out to the entire logistics community. You do not have to be a member of SOLE to participate and you may nominate yourself. Please consider nominating one of your co-workers or customers for this prestigious award.

**September GWAC Luncheon:** We will resume Chapter luncheons in September. Our September GWAC Luncheon will be held on 28 September at the Fort Myer Officer's Club in Arlington, VA. Our guest speaker will be Ms. Suzanne Schwitalla who will be speaking about Performance Based Logistics for the Unmanned Aerial Vehicle (UAV) - A Case Study. Please annotate this highly informative luncheon presentation on your calendar!

**GWAC Golf Outing:** GWAC will host a 9-hole golf outing at East Potomac Park on Thursday, 29 Sept. (See Flyer on page 13).

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## Chapter Officers

Chair	
Dave Floyd, CPL	202-475-3310
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	703-604-7370
Vice-Chair, Programs	
Joyce McCallister, CPL	703-217-8431
Vice-Chair, Technical	
Gary Glick, CPL	703-414-6773

### Executive Board Members

Richmond Miller, CPL	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>District Director</u>	
Mike Connor	703-604-7370
<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 second 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. GWAC assumes no responsibility for statements made by advertisers or for statements of fact or opinion expressed or implied in this publication.

## Upcoming Events

September 12-13, 2005, Integrated Master Plan/Schedule to be held in Rosslyn, VA. Contact [www.technologytraining.com](http://www.technologytraining.com) or 703-807-2000

September 22-23, 2005, Basic Configuration to be held in Rosslyn, VA. Contact [www.TechnologyTraining.com](http://www.TechnologyTraining.com) or 703-807-2000

September 22-23, 2005, Cost and Schedule Control to be held in Tysons Corner, VA. Contact [www.TechnologyTraining.com](http://www.TechnologyTraining.com) or 703-893-2100

September 29-30, 2005, Military Logistics Summit 2005 at the Hilton Alexandria Mark Center, Alexandria, VA. Three different tracks will be offered to the attendees: (1) Performance Based Logistics, (2) RFID for defense, or (3) Battlefield Logistics. To Register Call: 416-598-0981 or E-mail: [jim.alan@idga.org](mailto:jim.alan@idga.org).

January 23-26, 2006, Annual Reliability and Maintainability Symposium (RAMS) to be held at the Newport Beach Marriott in Newport Beach, CA. For more information contact [www.rams.org](http://www.rams.org)

**Contact our Chapter website  
at [www.gwacsole.org](http://www.gwacsole.org)**

## Financial Report

by BJ Silvey at  
silveybjmarbj@comcast.net

31 July, 2005

Beginning Balance: \$2359.83

Income: Luncheon

Total Income: \$00.00

Expenses: None

Total Expenses: (\$00.00)

Ending Balance: \$2359.83

## VC OPS

By Mike Connor at operations  
@gwacsole.com.

## DCEAS Council Meeting

August 2005

No DCCEAS Meeting will be held in August of this year. Meetings will resume in September. You can visit their website at <http://www.geocities.com/~dceas/index.html>.

### MAL 04/05 Disbursement to Chapter

As a perennial Mid-Atlantic Logistics (MAL) conference planning and execution participant along with being a valuable stakeholder, the GWAC has received a check for \$5065. This is a result of surplus earned from MAL 2004 and MAL 2005 and was distributed as disbursement to stakeholders/chapters. Plan on helping your chapter for MAL 2006, scheduled for 28-30 March 2006. Contact Dave Floyd, Mike Connor, or B.J. Silvey, all members of the MAL planning committee for more informa-

tion.

**Chapter Website.** We have now hit over 5400 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 visit often! Contact the webmaster at [webmaster@gwacsole.org](mailto:webmaster@gwacsole.org) with your comments and/or input. Files added during the last month to the functional areas include the following:

#### General.

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

#### Administration.

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

#### Operations.

- July ORACLE Newsletter

#### Finance.

- July Financial Report

## Chapter Events List 2005-2006

<u>Date</u>	<u>Event</u>
<u>September 5</u>	Labor Day
September 14	GWAC BoD Meeting
September 28	Monthly Luncheon
<u>October 1</u>	FY06 Opr Yr Begins
October 12	GWAC BoD Meeting
October 26	GWAC Awards Luncheon
<u>November 5</u>	CPL Exam Location
November 9	GWAC BoD Meeting
November 11	Veterans Day
November 30	Monthly Luncheon

## VC Programs

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

The Guest Speaker for our 28 September GWAC Luncheon is Ms. Suzanne Schwitalla, CPL, President of SOLE, Director of PBL Strategies with AAI who will speak on UAV and PBL. The luncheon will be held in the Fife and Drum Glass room in the main dining area.



## VC Technical

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

### GWAC Study Group for May CPL Exam

GWAC held its Final CPL study group session on Tuesday evening, 2 May, 2005. Sessions were held weekly at The Presidential Tower, 2511 Jefferson Davis Highway, Suite 11500, Crystal City, VA. (a short walk from the Crystal City metro stop). Your Chapter Chair Dave Floyd and Mr. Doug White participated in taking the eight hour exam in May. Gary Glick, the GWAC VC for Technical, proctored the exam.

## 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.

## SOLE 2005 Feedback

**SOLE 2005 - "Logistics: Product and Process for Capability"** - This year's SOLE 2005 Symposium was held 16-18 August at the Caribe Royale Resort in Orlando, Florida.

There were three full days of exciting, educational and topical proceedings that provided logisticians from all countries a unique bridge

to the future.

This year, the conference was Co-Chaired by Mr. Louis (Lou) A. Kratz, Assistant Deputy Under Secretary of Defense (Logistics Plans and Programs) and Mr. Gary J. Anderson, Joint Strike Fighter Customer Support Executive, Defense North America, Rolls Royce Corporation.

The panel discussions were some of the best I have seen. Some of the recommendations coming out of the panel discussions follow. We need to:

1. Measure integrated performance.
2. Improve requirements acquisition decision-making.
3. Optimize process integration through improved effectiveness, efficiency and design for Lean Six Sigma (DFLSS).
4. Change human behavior.
5. Develop overarching strategies.
6. Give PMs the authority they need.
7. Implement processes to meet urgent needs.
8. Clearly define all roles and responsibilities.
9. Improve communications flow.
10. Integrate Information Technology.
11. Put systems engineering back into the acquisition programs (e.g., assign a Chief of Systems Engineering to each PEO, provide more accessible systems engineering training).
12. Have more event-driven technical reviews rather than schedule-driven ones.
13. Focus more on what the warfighter needs and performance based outcomes.

**(Continued on page 7....)**

## BoD Meeting Minutes

### CALL TO ORDER:

GWAC Chapter Chair Dave Floyd, CPL called the meeting to order at 5:45p.m. on 11 August, 2005 at his house.

### CHAPTER OFFICERS PRESENT:

Dave Floyd , CPL	Chair
Gary Glick, CPL	VC Technical
Linc Hallen	BoD Member
Ron Hooks	BoD Member
Richmond Miller, CPL	BoD Member

### OLD BUSINESS:

**Past Minutes.** The Board of Directors (BoD) reviewed and recommended approval of the July 2005 BoD Meeting minutes.

### VC/COMMITTEE REPORTS:

#### VC FINANCE:

Mr. BJ Silvey, who was not present, electronically provided current financial numbers for the Month of July (See page 3).

#### VC OPERATIONS:

The GWAC 2005-2006 Election results are as follows:

Chapter Chair:	Dave Floyd, CPL
VC Admin:	Mary Johnston
VC Finance:	B.J. Silvey
VC Operations:	Michael D. Connor
VC Programs	LCDR Ron Hooks (USCG)
VC Prof/Tech Dev:	Gary Glick, CPL
BoD Advisor:	Lincoln Hallen
BoD Advisor:	Ken Gary
BoD Advisor:	Joyce McCallister, CPL
BoD Advisor:	Richmond Miller, CPL
BoD Advisor:	Ed Spriggs, CPL

#### VC PROGRAMS:

**Luncheon Speakers.** There is no GWAC luncheon scheduled for August. Ms. Suzanne Schwitalla is scheduled to speak at our September luncheon about Performance Based Logistics on the Unmanned Aerial Vehicle

(UAV) - A Case Study. The distinguished guest speaker for our October Awards Luncheon is RADM Gabel, USCG. Mr. Lyle Paulson, from a previous BoD meeting, came up with the idea of inviting the trainer from the Redskins to our November luncheon. He has sent a letter to that effect. He also recommended that we see if we could get Andy Evans, a member of AIAA to talk about NASA or Frank Sepalina, Assistant Director of NASA for the Hubble, to come and speak.

### VC ADMINISTRATION:

Ms. Mary Johnston initiated a discussion on how we could recruit new members. Discussion also ensued on the pros and cons of mailing a hardcopy of the 2005 September newsletter to all members. We could provide a coupon for the GWAC pin as part of mailing - redeemable at a luncheon.

### VC TECHNICAL:

Mr. Gary Glick, CPL, recommended that GWAC consider sponsoring a technical or workshop track at MAL 2005.

### NEW BUSINESS:

Mr. Linc Hallen volunteered to review the survey results that came back from the GWAC Election Ballot mailing. Linc also recommended that each member of the BoD call ten GWAC members and personally invite them to attend our next luncheon in order to increase attendance.

There was discussion about how and where to get Chapter gifts and how to order discounted textbooks from SOLE for CPL exam preparation. There was also discussion and ideas raised on how to spend some of the money coming back to GWAC from MAL 2004 and 2005.

### ADJOURNMENT:

There being to further discussions, Chapter Chair Dave Floyd adjourned the meeting at 7:30 pm.

## **Unique Identification (UID) Guide and Program Manager's Planning Roadmap**

The updated DoD Guide to Uniquely Identifying Items v1.5 (June 7, 2005) has been posted onto the UID website. It can be accessed at the following link:

<http://www.acq.osd.mil/dpap/UID/attachments/DoDUIDGuide.pdf>

The Program Manager Planning Roadmap v1.2 (June 10, 2005), has been posted the following link

<http://www.acq.osd.mil/dpap/UID/attachments/PM%20UID%20Planning%20Guide%20v1.2.pdf>

## **Lean Versus Six Sigma... And the Winner is?**

By Tim Noble

Today's competitive global business environment leaves little room for error and inefficiency, which explains why Six Sigma and Lean have become part of today's everyday business language. Many extol the virtues of these continuous improvement methods as a way to drive out waste and reduce variation in everything from customer service to overall process performance. However, which continuous improvement methodology is more prominent and popular?

Based on the following three key indices, Six Sigma still dominates Lean as the more prominent and popular methodology by a wide margin.

**Books Published:** Over the past five years both methodologies have seen an explosion of

books published covering their topics, which will only help to elevate the interest in Six Sigma and Lean as more business leaders become immersed in the published materials now being made available. Each year, however, books published on the topic of Six Sigma consistently outpace Lean by a wide margin.

**Internet Keyword Searches:** Based on Internet search engine keyword search counts, Six Sigma search inquiries still outpace Lean inquiries by a 2-1 or greater margin. However, keyword searches on Lean have been gaining ground recently.

**Job Board Postings:** Based on Internet job board postings, the use of the keyword Six Sigma outpaces Lean consistently by more than 50%.

The difference in prominence between Six Sigma and Lean may be due to the fact that Six Sigma has been able to move beyond its roots in manufacturing into other disciplines, while Lean is still largely perceived as a tool to improve manufacturing processes. This perception is changing as more and more businesses across the board are looking to blend the best of each methodology to accelerate their continuous improvement efforts. Companies are increasingly realizing that these are truly complementary tool sets and not necessarily competing philosophies.

In the end, the real winner is any company that successfully engages in some form of continuous improvement, regardless of whether it is Lean, Six Sigma, or some other well-executed approach. Today there are few, if any, companies that can claim to have reached world-class performance without

utilizing some form of continuous improvement approach. World-class status is a constantly moving target defined by both your customers and your competitors. Without a continuous improvement approach you're not even treading water in today's global economy.

About the Author:

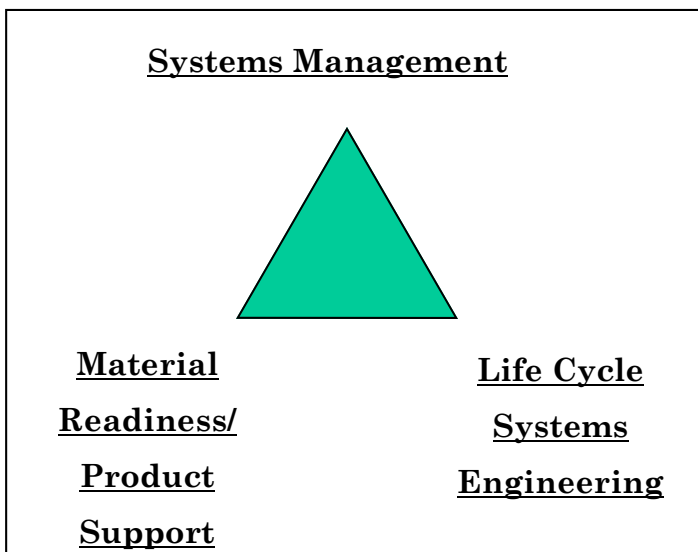
Tim Noble is the managing principal of The Avery Point Group, a leading national executive search firm, providing functional expertise and executive search focus in the areas of Six Sigma and Lean continuous improvement. [www.AveryPointGroup.com](http://www.AveryPointGroup.com).

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## SOLE 2005 Feedback (Cont'd from page 4)

The Total Life Cycle Systems Management Life Cycle Iron Triangle was introduced (shown below).

In addition to the panel on Performance



Based Logistics, there was a panel on Standards. The AeroSpace and Defence Industries Association of Eurpoe (ASD) and the Aerospace Industries Association of America (AIA) are jointly developing S10000D. It addresses processes and formats for information presentation, processing, and support information. S10000D impacts several logistics products and tools including Interactive Electronic Technical Publications (IETM), Product Data Models (PDM) Computer Aided Acquisition Logistics Support (CAL S) and even the former Logistics Support Analysis Record (database). The intent of the S1000D specification is to promote document standardization in which information is generated and shared in a neutral format.

*GWAC Chapter Chair Dave Floyd, CPL, takes a spin around the exhibits area on the Booz Allen two wheeler*

*L to R: MAL 2005/6 Chair Pat D'Allosta, CPL, GHRAC Chapter Chair Bill Horne, CPL, GWAC Chapter Chair Dave Floyd, CPL, and SOLE 2005 Technical Track Lead Bill Kobren, CPL, share a table at SOLE 2005 Symposium Awards Banquet*

# Announcing the GWAC of SOLE 8<sup>th</sup> Annual Logistics Award Program

to be held October 26, 2005

The Greater Washington Area Chapter (GWAC) of the International Society of Logistics (SOLE) is soliciting award nominations for the Eight 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.

Our Awards committee will select award recipients, and presentations will be made at the GWAC Annual Awards Luncheon Wednesday October 26th, 2005, 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 attached 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 LCDR Ron Hooks at [dhooks@comdt.uscg.mil](mailto:dhooks@comdt.uscg.mil) no later than the close of business on September 14, 2005. Ensure Ron acknowledges receipt of your award recommendation.

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

**Logician of the Year Award** - Recognizes one individual who demonstrates 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 Logician 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:

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

Individuals may be nominated for more than one award, but can win in only one category.

All nominations should be received no later than the close of business **September 14, 2005** at the following address:

LCDR Ron Hooks, PMP

[dhooks@comdt.uscg.mil](mailto:dhooks@comdt.uscg.mil)



**GWAC SOLE AWARD CITATION FORMAT**

*Greater Washington Area Chapter  
(District 2, Chapter 1)  
has awarded*

*Mr. Paul Lyleson*

Senior Logistician, ABC Company  
the 2004

**LOGISTICS AWARD**

**for Contributions to SOLE**

in recognition of valuable contributions toward the advancement of the goals and objectives of the logistics profession for his/her leadership and outstanding initiative in

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David S. Floyd  
Chapter Chair  
October 27, 2005



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

**On Wednesday June 29, 2005**

**at the Fort Myer Officer's Club, Arlington, VA**  
**Fife and Drum Room 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](mailto:bunnystreet@yahoo.com)*

**Ms. Suzanne Schwitalla, CPL**

**Director, Performance Based Logistics, AAI Corporation**

**Topic: Unmanned Aerial Vehicle (UAV)**

**Performance Based Logistics**

Ms. Schwitalla is currently the Director for Performance Based Strategies with AAI Corporation, Hunt Valley, Maryland. Suzanne has over twenty years experience serving in Department of Defense-related leadership roles such as an Army Officer, program and corporate level management, and as a senior level contributing member to various industry associations.

Suzanne graduated from the University of Pennsylvania, received a Master's Degree from Boston University, holds the title of Certified Professional Logistician with SOLE, the International Society of Logistics.

She is active with the Aerospace Industries Association Product Support Executive Board and is currently working on her International Executive MBA at Georgetown University.



# Mid-Atlantic Log

The Chapters of District 02 of SOLE - The International Society of Logistics announce the

*8<sup>th</sup> Annual*

*2006 Mid-Atlantic Logistics Conference*

*Woodlands Hotel & Suites/Woodlands Conference Center, Colonial Williamsburg, VA*

*March 28-30, 2006*

## **"Focused Logistics: A Knowledge Enabled Logistics Strategy"**

The Technical and Education Committees have issued a **Call for Papers and Workshops** for our Conference Program. Abstracts should address the following suggested topic areas within theme of **"Focused Logistics: A Knowledge Enabled Logistics Strategy."** Papers should discuss policies, requirements and innovative solutions, as well as lessons learned. Workshops should provide instruction in topics that are relevant to the theme, and should be structured in either 4 or 8 hour sessions.

**Joint Deployment and Rapid Distribution** – How will we meet the goal of being the "World's Premier Deployer" and meet the demands of the Warfighter by providing visibility and accessibility of assets from the source of supply to the point of need?

**Information Fusion** – How is logistics data integrated and accessed across units and support agencies?

**Joint Theater Logistics Command & Control** – What are the lines of authority for providing logistics support in a joint warfighting environment?

**Multinational Logistics** – What are the most cost effective methods of integrating and improving logistics support relationships with allied/coalition partners?

**Joint Health Services Support** – How does the Military Health Support System provide effective health care in a global environment? How do new technologies support the President's Mandate for an interoperable health information technology infrastructure?

**Agile Infrastructure** – What are the policies, processes and infrastructures that "right-size" logistics? What are the roles of outsourcing and privatization?

### **ABSTRACT SUBMISSIONS**

**The submission deadline is November 15, 2005.**

Abstracts should be emailed to: [abstracts@mid-atlantic-log.net](mailto:abstracts@mid-atlantic-log.net). Abstracts guidelines are posted on the MAL Web Page. Persons submitting abstracts will receive electronic notice of acceptance or rejection by December 15. Presenters shall provide their presentations digitally in Microsoft PowerPoint™ format by January 30, 2006. Review comments will be provided by February 28<sup>th</sup>, with final submission by March 10, 2006.

**Please visit us at <http://www.mid-atlantic-log.net> or contact:**

**District 02 Director**  
Michael D. Connor  
[michael.d.connor@us.army.mil](mailto:michael.d.connor@us.army.mil)  
(703) 604-7370

**General Chairman**  
Patrick M. Dallosta CPL  
[pdallosta@ntvifed.com](mailto:pdallosta@ntvifed.com)  
(703) 575-3604



**Please join your fellow  
GWAC Golfers  
for a Nine Hole Golf Outing  
on Thursday, 29 September, 2005  
at the East Potomac Park Golf  
Course  
In  
Washington, DC**

**Play Your Own Ball Format**

**Cost \$20**

**Includes Golf Fees and Cart and  
Prizes**

**Contact Ron Hooks**

**At**

**[dhooks@comdt.uscg.mil](mailto:dhooks@comdt.uscg.mil)**

**For more details or to RSVP**