



ORACLE



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District 2, Chapter 1
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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; Management Committee meeting minutes; an article on *Risk Management for Parts with Sporadic Demand (Part 3)*; Announcement of our October GWAC Awards luncheon awardees; a Presentation to DCCEAS; November 14th Luncheon Flyer; a SOLE 2008 Call for Papers Flyer; a Holiday Open House invitation and more . . . !



31 October GWAC Awards Luncheon

The 10th Annual GWAC Awards Luncheon was one of our most successful luncheons. There were more than 60 logisticians in attendance. 21 of these logisticians were recognized for their contributions to the logistics profession with the receipt of an award. The GWAC SOLE Logistician of the Year was awarded to Major David Graves, USMC. Go to page 8 to see the list of awardees. The keynote speaker was Mr. Rick Skinner, Inspector General for the Department of Homeland Security (DHS). Mr. Skinner gave an inspiring talk about the role and importance of the logistician in the acquisition workforce and how DHS needs to better integrate logistics input into their decision-making in order to reduce life cycle costs.

GWAC 2008 Seminar

The one-day GWAC 2008 Seminar is scheduled for 12 February at the LMI office complex in McLean, VA. The topic is *Creating Readiness through Managing the Sustainment Value Stream*. GWAC is in the process of putting a Seminar Business Plan together for approval

by SOLE - The International Society of Logistics. More details will be included in next month's newsletter.

14 November GWAC Luncheon

Ms. Joyce McCallister, CPL, PMP, and a member of the GWAC Membership Committee, will be the guest speaker at our 14 November luncheon to be held at the Fort Myer Officer's Club in Arlington, VA. Ms. McCallister will be giving a presentation on the Planning, Programming, Budgeting and Execution System (PPBES). See the Flyer on page 10.

GWAC 2008 CPL Study Group

Are you interested in pursuing CPL certification? Are you willing to participate in a self-directed GWAC Study Group that would meet via telecon once a week at a mutually agreed upon time for two hours for up to 30 weeks beginning in January? If your answer is yes, contact GWAC Chair Dave Floyd, CPL at floyd_david@bah.com. For more info, see the CPL Committee Chair report on page 3.

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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 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

November 15-16, 2007, Maritime Domain Awareness to be held in Washington, DC. Contact www.technologytraining.com.

November 26-29, 2007, Defense Logistics 2007 to be held in Washington, D.C. Contact www.defenseelog.com.

December 10-11, 2007, Systems Engineering to be held in Washington, D.C. Contact www.technologytraining.com.

December 12-14, 2007, Advanced Configuration Management to be held in Washington, D.C. Contact www.technologytraining.com.

March 26-27, 2008, District 2 Professional Development Forum (PDF). Configuration Management - A Key to Lifecycle Sustainment to be held at the OMNI hotel in Newport News, VA. Contact Dave Floyd, CPL at floyd_david@bah.com or at 703-965-5506.

August 19-21, 2008 SOLE—The International Society of Logistics 2008 Symposium to be held at the Caribe Royale Orlando, FL. The Theme is *Logistics Transformation and the Global Economy*. Contact Jay Erb at john.erb@gdit.com or at 301-459-8446 for more information.

VC Finance Report

by Thomas Lorenzo at

thomas.lorenzo@pentagon.af.mil

As of 30 September, 2007

Beginning Balance: \$5733.13

Income: Luncheon

Total Income: \$0.00

Expenses: (\$0.00)

Total Expenses: (\$0.00)

Ending Balance: \$5733.13

VC Prof. Dev. Report

by Ron Hooks, PMP, at

hooks_dennis@bah.com

The keynote speaker for our 14 November luncheon is Ms. Joyce McCallister, CPL, PMP, GWAC Management Committee Advisor. The topic is the Planning, Programming, Budgeting and Execution System (PPBES). See the Flyer on page 10.

CPL Chair Report

By Gary Glick, CPL at

glickg@starpower.net

CPL Exam Update

The next CPL Exam will be held Saturday, 3 May at the Florida Institute of Technology in Alexandria, VA. Contact Gary Glick, CPL, the GWAC CPL Committee Chair, at 703-961-5416 for more information.

GWAC 2008 CPL Study Group (...Cont'd)

The CPL Study Group would require participants to hold a telecon weekly at a mutually agreed upon day and time. Chair Dave Floyd, CPL will make arrangements for the telecon. As an example, the telecon might occur at 5:30pm until 7:30pm so participants could avoid the worst of the rush hour going home. To reiterate, it will be up to the participants to decide upon the day and time. The role of GWAC Chair, Dave Floyd, CPL, would be to facilitate the standing up of the CPL Study Group and to monitor attendance and progress. All participants would be required to purchase four or five textbooks, some of them are available from SOLE at a discount. Participants will be given reading assignments for each week and on a rota-

tional basis, one participant will be assigned as the facilitator for the week. The facilitator will lead the review of the reading material. The cost to participate in the GWAC CPL Study Group will be a non-refundable \$100, not including the cost of the 4-5 textbooks.

SOLE Searchers

Check out the updated "Jobs" page hyperlink at the GWAC Web site at www.gwacsole.org. or contact Thomas Lorenzo at thomas.lorenzo.ctr@pentagon.af.mil

DCCEAS Chair Report

Mr. Dev Raheja, our GWAC SOLE representative to the DC Chapter of Engineering and Architectural Societies (DCCEAS), gave a presentation on the trouble with Engineering programs at Universities at 7:00pm on 1 November at Building 42, Room 212 of The University of District of Columbia. Chair Dave Floyd, CPL attended. To view the presentation see page 6.

Website Chair Report

Contact our new webmaster at webmaster@gwacsole.org with your comments and/or input. Files added during the last month to the functional areas include the following:

General.

- September Management Team Meeting Agenda and Minutes
- Updated Calendar of Events

Administration.

- Membership Spreadsheet, Password protected (contact_webmaster@gwacsole.com)
- September ORACLE Newsletter

Finance.

- September Financial Report

Chapter Events List

2007-2008

Date

November 12

November 14

December 2

December 10

Event

GWAC Mngt. Com. Mtg.

GWAC Luncheon

GWAC Social

GWAC Mngt. Com. Mtg.

GWAC Management Management Committee Meeting Minutes

CALL TO ORDER:

Chair Dave Floyd, CPL, called the meeting to order at 5:45p.m. on 8 October, 2007 at Hamburger Hamlet Restaurant in Arlington, VA.

CHAPTER OFFICERS PRESENT:

Dave Floyd, CPL	Chapter Chair
Mary Johnston	VC Administration

OLD BUSINESS:

Past Minutes. The GWAC Management Committee reviewed and recommended approval of the September 2007 Management Committee Meeting minutes and September Financial Report.

VC/COMMITTEE REPORTS:

VC FINANCE:

The GWAC financial balance was no change from \$5733.13 for the previous month.

VC MEMBER SERVICES:

Mr. Tom Griffiths is planning for a 2008 GWAC Logistics Seminar to be held in the October time frame next year.

VC PROGRAMS:

Luncheon Speakers. We did not hold a luncheon in August. Dr. Lloyd Muller, CPL and President of SOLE spoke at our 26 September Luncheon about *GWAC and SOLE*. The keynote speaker for our 31 October Awards luncheon was Mr. Rick Skinner, Inspector General for the Department of Homeland Security. Our November 14 luncheon speaker is Ms. Joyce McCallister, CPL, PMP. She will be giving a presentation on the Planning, Programming, Budgeting and Execution System (PPBES). See the Flyer on page 10.

VC ADMINISTRATION:

Our VC Administration, Ms. Mary Johnston, is working with her employer, ICF, to apply for Corporate Membership with SOLE - The International Society of Logistics. She is continuing to collect "On a personal note" inputs from Chapter members to share in our ORA-

CLE Newsletter. Contact her at bun-nystreet@yahoo.com for input. Ms. Johnston will be hosting a Holiday Open House on 2 December from 2:00pm to 8:00pm at her residence, 8061 Powderbrook Lane, Springfield, VA 22153. GWAC members and their guests are invited to attend. To RSVP call Mary or Tim at 703-440-5986 and tell them you are with GWAC. I hope to see you there!

CPL COMMITTEE CHAIR:

The next CPL Exam will be held on the first Saturday in May at the Florida Institute of Technology center in Alexandria, VA. Contact Gary Glick, CPL, the GWAC CPL Chair, at 703-961-5416 for more information.

NEW BUSINESS:

District 2 2008 Professional Development Forum (PDF). The District 2 PDF planning meeting that was held on 20 October at the Jacobs' Office facility in Dumfries, VA. The PDF Forum will be held at the ONMI Hotel in Newport News, Virginia on 26-27 March, 2008. The focus will be on the training and professional development of logisticians in District 2. The topic is *Configuration Management—A Key to Lifecycle Sustainment*. There will be a two-day, two-track format with either two or four speakers. There will be no exhibitors at this Forum and the attendance is anticipated to be anywhere from 70 to 100 attendees. The cost to attend will be \$250 for members and \$295 for non-members. The next District 2 PDF meeting will be held on 19 November.

ADJOURNMENT:

There being no further discussions, Chair Dave Floyd, CPL, adjourned the meeting at 6:15pm. The next GWAC Management Team meeting will take place at Hamburger Hamlet restaurant in Crystal City on Monday, 10 December, 2007. GWAC members are most welcome to attend.

On a Personal Note

Mary J. wants to tell everyone about a site for exotic bird owners. Phoenix landing sponsors monthly meetings that include training and the preparation necessary to adopt one of their available rescue exotics: www.phoenixlanding.org/2007HolidayPhoenixLanding.pdf

SOLE – The International Society of Logistics

Greater Washington Area Chapter

(District 2, Chapter 1)

has awarded

Major David I. Graves

United States Marine Corps

the 2007

LOGISTICIAN OF THE YEAR AWARD

In recognition of his invaluable contributions in coordinating with Marine Corps Central Command (MARCENT) supporting requirements established in the Urgent Statement of Need for Flame Resistant Organization Gear (FROG) that provided enhanced capabilities to the operating forces and forward stocking of Defense Logistics Agency (DLA) stock for support of the Global War on Terror and operation Iraqi Freedom. Major Graves demonstrated professionalism and keen technical knowledge in the coordination and execution of a plan with MARCENT for the procurement and issue of Flame Resistant Organizational Gear (FROG) that provided enhanced protection capabilities to the operating forces. This life saving ensemble of clothing items that include gloves balaclava, a long-sleeved fire resistant shirt, combat shirt, and combat trouser that are designed to mitigate potential injuries to our Marines from flame exposure. Additionally, his coordination and execution of a plan with MARCENT and Headquarters, DLA to increase forward stocking of DLA-managed repair parts in Kuwait in support of the USMC units in Iraq significantly reduced the customer wait time for critical repair parts supporting combat operations. Through his efforts and the use of a mix of body armor, undergarments, and outerwear, FROG provides Marines with optimal protection, it saves lives and better supports Marine Corps' combat operations. Marines serving in combat will continue to reap the benefits of his tireless efforts.

AT&L Knowledge Sharing System - Article

**(reprinted with permission from
June Defense AT&L eLetter)**

The AT&L Knowledge Sharing System (AKSS) web site and content has migrated to a portal format. This transition is required to bring the Defense Acquisition University's (DAU) web site portal format operations and management into compliance with DoD security requirements, and to take advantage of the extensive functionality of DAU's Sharepoint 2003 portal application. The new AKSS Portal Web site address is <https://asks.dau.mil>. All of the previous AKSS Web site addresses will receive redirect addresses that will bring users to the new AKSS Portal site. This migration offers several immediate advantages for the DoD AT&L workforce, to include:

A new content management system in Sharepoint allows content to be reorganized by the user according to his area of interest selecting functionality or service as filters. This migration is a prelude to an offering of a personalized Acquisition Portal that users can permanently customize to efficiently meet their requirements for personal career management, formal training, continuous learning and job support for daily work. This is a first step towards the development of "Big A" OSD Acquisition portal later this fiscal year.

Take a few minutes to examine the portal and test the functions. Although no AKSS content has been removed, the location and presentation may have changed. The front page content can now be filtered by service or functional career field. Additional filtering functions are available in the AKSS Menu for News and Publications, AT&L Websites, and Guidebooks and Handbooks. Page content can be adjusted by selecting suggested reading, readers choice, or recent contributions.

If you experience difficulty in navigating the site, finding content, using the search engine or otherwise see something that you like, or don't like, please provide your comments directly to the Defense Acquisition University at issc@dau.mil or (703) 805-3459.

Presentation to DCCEAS, 1 November, 2007
by Dev Raheja,
GWAC SOLE Representative to DCCEAS

Universities need to keep up with the Needs of Industry instead of indirectly Eliminating Millions of Jobs.

Imagine if we could create more jobs instead of losing millions to global competitors. In fact we can! I have done it several times. What are the problems?

Many industries, especially the auto industry is unable to compete globally because they look for marginal improvements. Customers are not impressed. The companies need to learn to innovate constantly. **Only two universities teach innovation:** Stanford and Olin School of Engineering.

We have about 25 safety recalls per week. The customers don't trust engineers when they see such gross amount of ignorance and negligence. **Only one university, the University of Southern California, teaches designing for safety.**

Our products keep breaking down very frequently requiring too much maintenance, and logistics. Tremendous amount of money is wasted on downtime, spare parts, and training. As a result many companies cannot survive. Universities need to teach the support engineering functions such as Reliability, Maintainability, Logistics Engineering, Availability, Prognostics, Diagnostics, and Testability. **Only about five universities teach support engineering disciplines.**

Experience shows that about 60% work done by engineers is of no value or very little value such as making too many design changes to fix mistakes, solving supplier problems instead of choosing good suppliers, installing manufacturing processes which produce too many defects. They need to learn to be efficient. They prefer to outsource to China and India instead of eliminating unnecessary work. **Hardly any university teaches how to write good product and manufacturing specifications to avoid making expensive changes later.**

Companies using popular methods such as Six Sigma, and Continuous Improvement don't know they are using century old techniques that usually produce less than 10 percent return on investment. This was OK when the main market was domestic. This is deadly when we compete globally. **Hardly any university teaches how to get much higher return on investment by using creativity and outside the box thinking.**

About three years back Bill Gates said that the university education is outdated. Both, he and Steve Jobs did not learn to innovate from the university education. They did it on their own

Risk Management for Parts with Sporadic Demand (Part 3)

By Tovey Bachman, Ph.D., LMI

(Reprinted with permission)

Peak Policy

The Peak Policy is based on the informal ordering policy above, but refines it. We rank parts in a population by unit price, and put them into groups divided by price percentiles. We find each item's maximum ("Peak") demand in the look-back period, and set each item's ROP to its Peak demand adjusted by a multiplier for its price group. Groups with more expensive items get smaller multipliers and groups with less expensive items get larger multipliers. Similarly, we order inexpensive items in larger amounts than expensive items using price-based order quantities—although no one item is replenished very often, in large populations of items we seek to control the workload for placing replenishment orders.

Peak Policy development starts with goals for cost and service level metrics that balance risks. For example, we may seek to reduce customer wait time without increasing long-term inventory investment. We start with a candidate policy (say all multipliers and order quantities of 1), "stress test" the policy against many simulated demand scenarios, and determine how close we are to the goals for our metrics. Based on the results, we refine the multipliers and order quantities, and test again; we repeat this process until we attain the goals, which we have done for numerous item populations. The Peak Policy succeeds by putting a better mix of service parts on the shelf, one that is robust against numerous demand scenarios, rather than one based on forecasting the unknowable.

Benefits

DLA began live testing of Peak Policy in 2004 and wider implementation is currently underway. Initial results have shown, depending on a client's goals, that we typically can either 1) reduce customer wait time by 20% to 40% without increasing inventory investment and replenishment workload; or 2) reduce inventory investment by 10% to 15% without increasing customer wait time or replenishment workload; or 3) reduce replenishment actions by 10% to 20% without increasing customer wait time or inventory investment. We can also generate service level versus investment curves—this is new for sporadic demand items. Supply chain simulations have shown that moving to the Peak policy at the wholesale level reduces back-orders at retail locations and systems down for lack of parts.

Conclusion

We developed the Peak ordering policy for sporadic demand parts—based on balancing the risks of over-investing and being out of stock, rather than on forecasting. It supports three-way tradeoffs between service levels, inventory value, and replenishment workload. The Peak Policy improves customer support by putting a better mix of spare parts on the shelf rather than by increasing inventory investment.



Announcing the Results of the GWAC of SOLE The International Society of Logistics



10th Annual Logistics Awards

<u>#</u>	<u>NAME</u>	<u>ORGANIZATION</u>	<u>SPECIALTY AWARD</u>
1	Mr. Jim Alexander	Joint-Automatic ID Technology	Logistics Information Management
2	Ms. Danette Bishop	Joint Automatic ID Technology	Enterprise Logistics Architecture
3	Mr. William Bogard	Technology Service Corporation	Acquisition Logistics
4	LTCOL Ronald Braney	HQ USMC	Information Systems
5	Mr. Douglas Carter	Technology Service Corporation	Acquisition Logistics
6	Mr. Wade Clemens	FAA (NGC/NISC Contract)	Economic/Cost Analysis Team Award
7	Mr. Don DeRocha	FAA (LMCO/NISC Contract)	Economic/Cost Analysis Team Award
8	Mr. William Funches	U.S. Army Logistics Innovation Agency	Aerial Resupply Team Award
9	Major David Graves*	HQ USMC	Supply Support
10	Ms. Meltem Huryasar	Logistics Management Institute	Provisioning
11	Major James Jones	HQ USMC	Physical Distribution
12	Mr. Daniel Labin	U.S. Army Logistics Innovation Agency	Aerial Resupply Team Award
13	Mr. Lewis Lake	Booz Allen Hamilton	Logistics Environmental Management
14	Mr. Whit Norris	Unisys Corporation (J-AIT)	International Logistics
15	Mr. T.J. O'Malley	Logistics Management Institute	Readiness-Based Sparing
16	Mr. Bill Philyaw	Joint-Automatic ID Technology	Enterprise Logistics Architecture
17	Ms. Janina Plinsky	U.S. Army Logistics Innovation Agency	Supply Chain Management/Asset Visibility
18	Mr. Douglas Smith	HQ USMC	Performance Based Logistics
19	Mr. Dan Treadwell	FAA	Supportability
20	Mr. Willis Vick	FAA (Net Star One/NISC Contract)	Economic/Cost Analysis Team Award
21	Mr. Edward Zacot	U.S. Army Logistics Innovation Agency	Aerial Resupply Team Award
22	Mr. Nickolas Zello	U.S. Army Logistics Innovation Agency	Aerial Resupply Team Award

*The Logician of the Year was awarded to Major David Graves, USMC for his support in acquiring and deploying the Flame Resistant Organizational Gear (FROG) that provides enhanced protection capabilities to the operating forces. He also coordinated and executed a plan with MARCENT and Headquarters, DLA to increase forward stocking of DLA-managed repair parts in Kuwait in support of the USMC units in Iraq. His full award citation can be found on page 5.

*Happy
Holidays*



*Holiday Open House
At Tim and Mary's
Sunday, 2 Dec, 2007
2:00pm to 8:00pm*

**GWAC Members and their Guests
are invited!**

**8061 Powderbrook Lane
Springfield, VA 22153
703-440-5986**

If you would like to contribute, bring an unwrapped toy for the "Toys for Tots" Charity Campaign.

Park in the non-house numbered parking spaces only. Do not park in the pool/tennis court parking lot.



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

On Wednesday, 14 November, 2007

at the Fort Myer Officer's Club, Arlington, VA

Fife and Drum Room from 11:15 am to 1:00 pm

for an Awards luncheon and talk. The event is \$20.00 pay at the door.

RSVP to bunnystreet@yahoo.com

Ms. Joyce McCallister, CPL

**The Planning Programming, Budgeting and
Execution System (PPBES)**

Ms. Joyce McCallister, PMP, CPL, is a retired Marine Corps Lieutenant Colonel. She is the Meggitt USA Marine Corps/Navy Liaison collaborating on Naval research & development and acquisitions projects. She facilitates communication among the program office, OEM and third parties. Experience and education focus is in program management, integrated logistics, life-cycle costing, supply chain management, budgeting & programming, technical writing and marketing. She is a 1997 graduate of the Naval Postgraduate School (Monterey, CA) where she earned a Masters degree in Program Management and Defense Acquisition. She holds (DAWIA) certificates in program management, acquisition logistics, test & evaluation, and systems engineering. She co-authored a Naval Aviation Common Support Equipment Program Office study titled: *“Evaluation of the Inventory and Accountability Practices of Common Support Equipment Throughout Pacific and Atlantic Fleets.”* She previously served as the Greater Washington Area Chapter (GWAC) Vice Chair for Programs.

CALL FOR PAPERS



SOLE – The International Society of Logistics

presents

SOLE 2008

Logistics Transformation and the Global Economy

43rd Annual International Logistics Conference and Exhibition

Caribe Royale Orlando

Orlando, Florida

17 – 21 August 2008

Workshops: 17 - 18 August 2008

Conference: 19 - 21 August 2008

SOLE - The International Society of Logistics (SOLE) presents the 43rd Annual International Logistics Conference and Exhibition at the Caribe Royale Orlando, Orlando, Florida from **17-21 August 2008**. Representatives from Government, Industry, Business and Academia will be in attendance.

With a conference theme of “**Logistics Transformation and the Global Economy**,” the symposium will, from both strategic and operational perspectives, horizontally examine the issues and relationships surrounding logistics transformation. Participants will focus on its role both as a driver of economic security within the global economy, and as a key enabler to the achievement of collaborative information exchange, human capital development, information transparency, asset visibility, industrial cohesiveness and productivity, penetrating global market share, technology capitalization, operating footprint maximization, inter/intra-enterprise integration, and globalization.

SOLE 2008 will offer paper presentation sessions that address all aspects of logistics and logistics transformation as an investment vehicle, from both a national and global perspective. If you are interested in submitting a paper for consideration, please submit an abstract by **15 April 2008**. If accepted for **SOLE 2008**, the paper must be submitted no later than **31 July 2008** – with the slide presentation to be submitted by **15 August 2008**. For additional information and submissions, please contact either *John (Jay) Erb*, **SOLE 2008 Deputy Chair**, at (703) 246-0756 or **SOLE Headquarters** at (301) 459-8446.

Only electronic submissions will be accepted at John.erb@gdft.com.