

# GENERAL DYNAMICS

# General Dynamics Corporation

## Executive Office

Chairman and CEO - Nicholas D. Chabraja  
Executive Vice President - Arthur J. Veitch  
Executive Vice President - Kenneth C. Dahlberg  
Executive Vice President - William W. Boisture  
Executive President - John K. Welch

- Revenues: \$12 Billion
- Employees: 52,000

## Business Segments



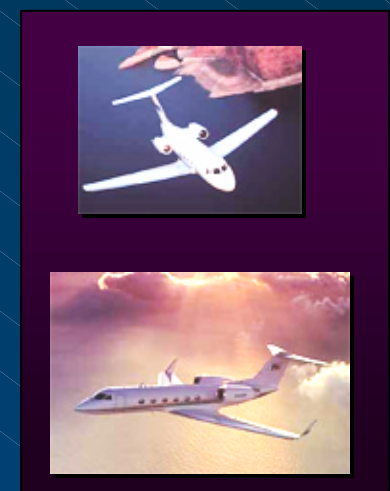
Combat  
Systems



Information  
Systems & Technology



Marine



Aerospace

# Marine Systems

**Electric Boat**



**Bath Iron Works**



**NASSCO**



**AMSEA**

# Aerospace



# Information Systems and Technology

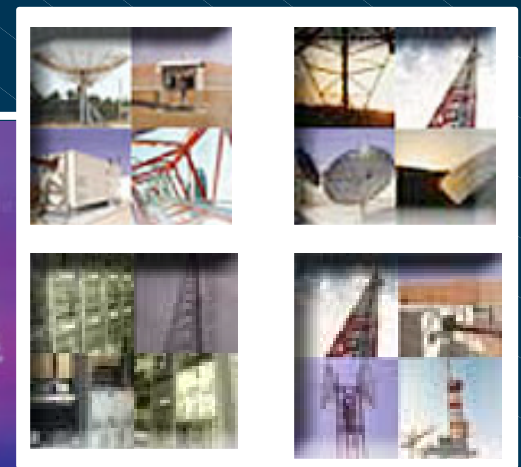
## C4 Systems



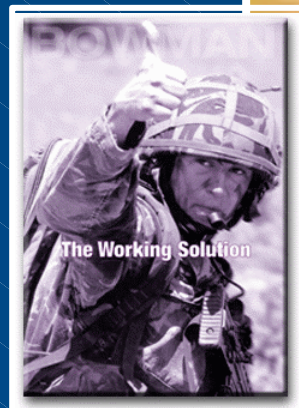
## Decision Systems



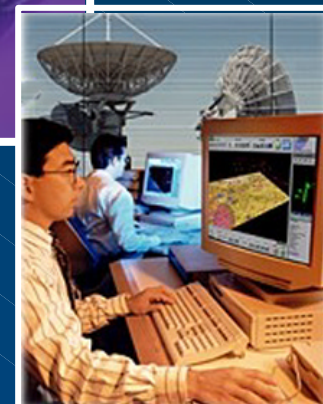
## Network Systems



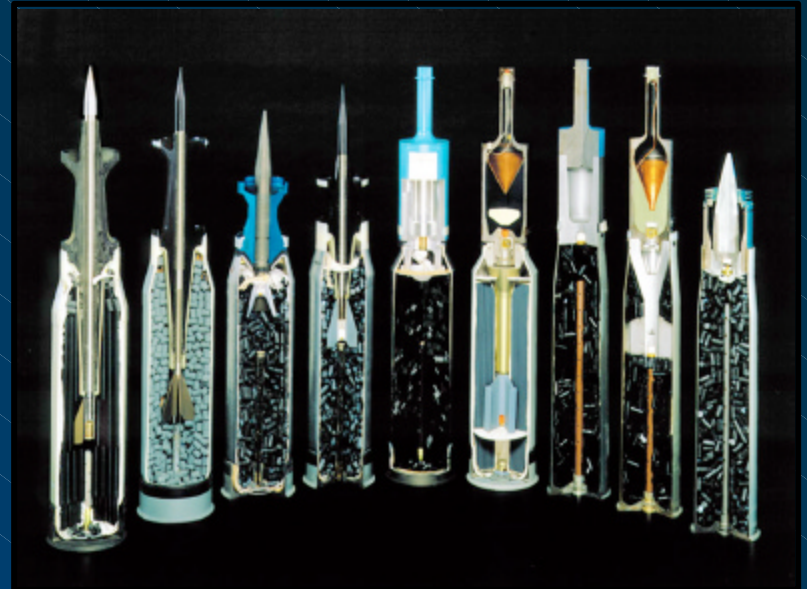
General  
Dynamics  
U.K. Ltd..



Advanced  
Information  
Systems



# Combat Systems



# Small Business Commitment

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- **Corporate Direction**
- **Involves all Organizational levels**
- **Wide Ranging Technologies**
- **Quality Products**
- **Competitive Pricing**

# Small Business Statistics

- **FY2001 Contracts**

- **\$6.6B Prime Contract Material \$\$ for subcontracting**

- **\$2.1B (31.9%) to SB**

- **\$615M Increase from FY2000**

- **60% of Business Units increased \$\$ to Small Business from FY2000**



# Small Business Innovations

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- **Corporate Small Business Liaison Officer (SBLO) Committee**
  - **All Division/Subsidiary SBLOs Participate**
  - **Quarterly Meetings**
    - **Sharing Ideas/Concerns**
    - **Coordinate SB Event Participation**
      - **Identify Specific Commodity Needs**
      - **Booth Sharing**
  - **Corporate Book of SB/SDBs published**
    - **Future Corporate Intranet Database**

# Small Business Innovations (Future)

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- **Central Corporate Supplier Registration**
  - **Investigating Feasibility**
    - **One Web-site**
    - **Feeds Corporate Database**
    - **Available to all Divisions and Buyers**

# Small Business Teaming

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- **Mentor/Protégé (Formal)**
  - **Decision Systems**
    - **K & L Manufacturing, Scottsdale, AZ**
- **Mentor/Protégé (Informal)**
  - **Gulfstream Aerospace**
    - **Summa Technologies, Alabama**
    - **Precision Machine Systems, Savannah, GA**
    - **Custom Woodwork & Plastics, Savannah, GA**

# Small Business Teaming

## ● ARMAMENT SYSTEMS

- Facilitated teaming of 2 SB on Hydra-70
  - Best Foam/Delfasco (Bestfasco)
- Transferred tooling/technology on Reactive Armor Box
  - Vermont Fabrications
- Provided training/outsourcing of engineer detail work
  - Phoenix Engineering
- Outsourced R&D Prototype shop to WOSB
  - Interstate Technologies and Aerospace, Inc.

# Small Business Issues

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- **Registration / Certification Requirements**
  - **Timely update of Pro-Net by SBA of Certification Data**
- **Mergers & Acquisitions**
  - **Small =====> Large**

# Small Business Contacts

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- **Corporate Website: ([www.gendyn.com](http://www.gendyn.com))**
  - **Division Websites**
    - **Points of Contact**
- **Corporate SBLO Listing Available**

# Small Business Contacts

## General Dynamics

Small Business Liaison Officers-2002

<b><i>Business Area</i></b>	<b><i>Name SBLO</i></b>	<b><i>Company</i></b>	<b><i>Telephone</i></b>	<b><i>E-Mail</i></b>
<b><i>Information Systems and Technology</i></b>				
Advanced Technology Systems	<b>Mark Reardon</b>	ATS	336-323-9737	Mark.Reardon@gd-ais.com
Communication Systems	<b>John McMullen</b>	CS-Taunton, MA	508-880-4646	john.mcmullen@gd-cs.com
Computer Devices Canada				
Computer Systems and Communications				
Computing Devices Company Limited				
Defense Systems	<b>Jim Foley</b>	DS	413-494-4211	<a href="mailto:james.g.foley@gdds.com">james.g.foley@gdds.com</a>
Electronic Systems	<b>Monica Shinn</b>	ES-Mountain View, CA	650-966-4376	<a href="mailto:monica.shinn@gd-cs.com">monica.shinn@gd-cs.com</a>
	<b>Jan R. Gilmore</b>	ES-Thousand Oaks, CA	805-497-5718	<a href="mailto:jan.r.gilmore@gd-cs.com">jan.r.gilmore@gd-cs.com</a>
Information Systems				
Worldwide Telecommunication Systems	<b>John McMullen</b>	WTS-Needham, MA	508-880-4646	<a href="mailto:john.mcmullen@gd-cs.com">john.mcmullen@gd-cs.com</a>
Decision Systems	<b>Dub Terry</b>	WTS-Tampa, FL	813-261-5072	<a href="mailto:newton.terry@gd-wts.com">newton.terry@gd-wts.com</a>
DoD Intelligence Support Services	<b>Ron Steele</b>	Scottsdale, AZ	480-441-8840	<a href="mailto:ron.steele@gd-decisionssystem.com">ron.steele@gd-decisionssystem.com</a>
	<b>Jesse Saldana</b>	DoD ISS	703-818-5303	<a href="mailto:jesse.saldana@gd-wts.com">jesse.saldana@gd-wts.com</a>
<b><i>Aerospace</i></b>				
Gulfstream Aerospace	<b>Marshall Tuck</b>	Gulfstream	912-965-3063	<a href="mailto:marshall.tuck@gulfaero.com">marshall.tuck@gulfaero.com</a>
<b><i>Combat Systems</i></b>				
Armament Systems	<b>Terry Powell</b>	AS	802-657-6658	<a href="mailto:terry.r.powell@gdarm.com">terry.r.powell@gdarm.com</a>
Land Systems	<b>Doug Gamache</b>	LS	586-825-7883	<a href="mailto:gamached@gdls.com">gamached@gdls.com</a>
Ordnance & Tactical Systems	<b>Clyde W. Burch</b>	OTS-St. Pete Florida	727-578-8145	<a href="mailto:cwburch@stp.gd-ots.com">cwburch@stp.gd-ots.com</a>
	<b>Bob Titter</b>	OTS-Anniston AL	256-832-1008	<a href="mailto:rtitter@dri.gd-ots.com">rtitter@dri.gd-ots.com</a>
	<b>John Bowles</b>	OTS-East Camden, AR	870-798-4171	<a href="mailto:jrb@hitech.gd-ots.com">jrb@hitech.gd-ots.com</a>
	<b>Richard Martin</b>	OTS-St. Marks, FL	850-577-2820	<a href="mailto:remartin@stm.gd-ots.com">remartin@stm.gd-ots.com</a>
	<b>Monica Carter</b>	OTS-Niceville, FL	850-897-6288	<a href="mailto:mcarter@oti.gd-ots.com">mcarter@oti.gd-ots.com</a>
	<b>Ken R. Gravatt</b>	OTS-Marion, IL	618-993-9480	<a href="mailto:kgravatt@mar.gd-ots.com">kgravatt@mar.gd-ots.com</a>
	<b>Clair D. Miller</b>	OTS-Red Lion, PA	717-246-8203	<a href="mailto:cdmiller@rdl.gd-ots.com">cdmiller@rdl.gd-ots.com</a>
	<b>Kit Couchee</b>	OTS-Redmond, WA	425-882-5801	<a href="mailto:kit@red.gd-ots.com">kit@red.gd-ots.com</a>
	<b>Jennifer Fuchs</b>	OTS-Healdsburg, CA	707-473-9200	<a href="mailto:jfuchs@ver.gd-ots.com">jfuchs@ver.gd-ots.com</a>
	<b>Melody Bilby</b>	OTS-Titusville, FL	321-267-4904	<a href="mailto:mabilby@tvf.gd-ots.com">mabilby@tvf.gd-ots.com</a>
	<b>Jan Stewart</b>	OTS-Redmond, WA	425-702-6809	<a href="mailto:jstewart@red.gd-ots.com">jstewart@red.gd-ots.com</a>
	<b>Bennie Wasilewski</b>	RS	410-876-9200	<a href="mailto:bwasilewski@gdrs.com">bwasilewski@gdrs.com</a>
Ordnance and Tactical Systems				
Robotic Systems				
<b><i>Marine Systems</i></b>				
American Overseas Marine (AMSEA)				
Bath Iron Works	<b>Don Bryant</b>	BIW	207-442-1066	<a href="mailto:don.bryant@gdbiw.com">don.bryant@gdbiw.com</a>
Electric Boat	<b>Leonard Reed</b>	EB	860-433-2715	
NASSCO	<b>Robert Sagat</b>	NASSCO	619-544-7931	<a href="mailto:bsagat@nassco.com">bsagat@nassco.com</a>
<b><i>Other GD Small Business Liaison Officers</i></b>				
	<b>Joseph Pileggi</b>	FE	217-793-7433	<a href="mailto:jpileggi@freemanenergy.com">jpileggi@freemanenergy.com</a>
	<b>Keith Wojtas</b>	MSC	312-443-6825	<a href="mailto:kwojtas@material-service.com">kwojtas@material-service.com</a>

All Under Clyde Burch

# Your “Business” Challenge





# GENERAL DYNAMICS