



March 18 - 19 2009 DLA Strategic Partners Conference

Waterford Conference Center • Springfield, VA



CONFERENCE THEME

"Delivering End-to-End Supply Chain Excellence"



Welcome to the Defense Logistics Agency's 3rd Annual Strategic Partners Conference, co-sponsored by the National Defense Industrial Association (NDIA). We want to take this opportunity to thank you, our Industry Partners and most importantly, our customers - the Warfighter.

This year's theme is "Delivering End-to-End Supply Chain Excellence." The DLA mission is to provide the best value integrated logistics solutions to the Armed Forces and other designated customers, in peace and in war, around the clock and around the world. Our vision is to be constantly high performing, customer focused, and globally responsive. We cannot do this without our strategic partners. This conference offers opportunities to enhance business relationships and encourage information sharing, which ultimately result in end-to-end supply chain excellence.

DLA's number one priority is supporting the Warfighters. DLA is committed to improving support to the Armed Forces by using our capabilities to meet their needs and deliver spare parts, food, clothing, fuel, medicine, or construction materials whenever and wherever needed. We will continue to ensure our support is worthy of their service and sacrifice. Thank you for your attendance today and your dedicated support of the men and women in uniform who rely on us.

AGENDA: March 18, 2009

RECEPTION SOCIAL EVENT - *Korman Room & Grand Hall*
6:00 - 8:00

AGENDA: March 19, 2009

CONTINENTAL BREAKFAST - *Grand Hall*
TRIBUTE TO THE WARFIGHTER - *Singleton/Miller Ballrooms*
7:00 - 8:00

WELCOME

8:00 - 8:10.....MR. PAUL ZEBROWSKI, EMCEE

DLA DIRECTOR'S GUIDANCE CY2009

8:10 - 8:50.....VICE ADMIRAL ALAN S. THOMPSON
Director, Defense Logistics Agency

KEYNOTE SPEAKER PRESENTATION

8:50 - 9:10.....HONORABLE P. JACKSON BELL
Deputy Under Secretary of Defense (L&MR)

DCMA PERSPECTIVE

9:10 - 9:30.....MS. MARIE GREENING
Director, Defense Contract Management Agency, Aeronautical Systems Division

MORNING BREAK - *Grand Hall*

9:30 - 9:40

ONE PASS PRICING PANEL DISCUSSION

9:40 - 10:25.....MRS. SALLEE JUSTIS

Director, Procurement Process Support, Defense Supply Center Richmond

MR. BRIAN GEORGE

Deputy Director, Office of Cost, Pricing & Finance, Defense Procurement

MR. JOHN CARROLL

Vice President, Global Supply Chain Services, Lockheed Martin Aeronautics Company

MR. MARK SHAFER

GE Aviation (DLA Customer Team Leader)

MR. HENRY KLEINKNECHT

Principal Deputy for Contracting, Office of Inspector General, DoD

STRATEGIC SOURCING - EFFECTIVE UTILIZATION of INDUSTRIAL CAPABILITY

10:25 - 11:10.....MR. CORNELL HOLDER

Administrator, Defense National Stockpile Center, DLA

MR. LUIS VILLARREAL

Industrial Capability and Warstopper Program Manager, DLA

MR. DAVID CAMMAROTA

Director, Office of Materials Industries, U.S. Department of Commerce

MR. JAMES AVERELL

Economist, Defense Contract Management Agency

ABILITY ONE PARTNERSHIP OPPORTUNITIES

11:10 - 11:30.....MS. TINA BALLARD

*Executive Director & CEO, Committee for Purchase from People
Who are Blind or Severely Disabled*

DLA ACQUISITION PERSPECTIVE

11:30 - 11:50.....MR. JOHN QUA

Acting Director, Acquisition Management (J-7)

CLOSING

11:50 - 12:00.....MR. PAUL ZEBROWSKI, EMCEE



LUNCH & PM SESSION by invitation only

12:10 - 1:00

DSCC Luncheon - *Singleton Ballroom*

12:10 - 1:00

DSCR Luncheon - *Miller Ballroom*

1:00 - 5:00

LAND & MARITIME SUPPLY CHAINS SENIOR EXECUTIVE PARTNERS

Round Table Session - *Singleton Ballroom*

1:00 - 5:00

AVIATION SUPPLY CHAIN SENIOR EXECUTIVE PARTNERS

Round Table Session - *Miller Ballroom*

VICE ADMIRAL ALAN S. THOMPSON, USN
Director, Defense Logistics Agency



Vice Admiral Alan S. Thompson became Director of the Defense Logistics Agency in November 2008. As such he is responsible for providing the Army, Navy, Air Force, Marine Corps and other federal agencies with a variety of logistics, acquisition and technical services in peace and war. These services include logistics information, materiel management, procurement, warehousing and distribution of spare parts, food, clothing, medical supplies and fuel, reutilization of surplus military materiel and document automation and production. This worldwide mission is performed by approximately 21,000 civilian and military personnel.

Vice Adm. Thompson graduated with a Bachelor of Arts in economics from UCLA, where he received his commission through the Naval ROTC program in 1976. He also earned a Master of Business Administration from the University of Florida and completed the Columbia University Graduate School of Business Senior Executive Program.

Vice Adm. Thompson has served in a variety of key leadership positions afloat and ashore. At sea, he served as Assistant Supply Officer, USS David R. Ray (DD 971); Supply Officer, USS Chandler (DDG 996); and as Supply Officer, USS Dwight D. Eisenhower (CVN 69).

Ashore, he has served at the Naval Supply Systems Command, the former Naval Aviation Supply Office, Philadelphia; Commander, Naval Air Force, U.S. Pacific Fleet; Naval Air Station, Miramar; and the Office of the Chief of Naval Operations (CNO). He was the Commanding Officer, Fleet and Industrial Supply Center Norfolk and a CNO Fellow on the CNO Strategic Studies Group. Vice Adm. Thompson's Flag assignments included duty as Commander, Defense Supply Center Columbus, Defense Logistics Agency, Director, Supply, Ordnance, and Logistics Operations Division (N41), Office of the CNO, and as Commander, Naval Supply Systems Command and Chief of Supply Corps.

Vice Adm. Thompson's personal awards include the Distinguished Service Medal, Defense Superior Service Medal, three Legions of Merit, four Meritorious Service Medals, two Navy Commendation Medals, the Navy Achievement Medal, and a number of unit and campaign awards. He is a qualified Naval Aviation Supply Officer and Surface Warfare Supply Corps Officer. Vice Adm. Thompson is also a member of the Department of the Navy Acquisition Corps.



HONORABLE P. JACKSON BELL

Deputy Under Secretary of Defense for Logistics and Materiel Readiness

Jack Bell was sworn in as Deputy Under Secretary of Defense on August 8, 2005. In this role, he is the principal advisor to the Secretary of Defense, the Deputy Secretary of Defense, and the Under Secretary of Defense for Acquisition, Technology and Logistics on logistics and materiel readiness in the Department of Defense. He is the principal logistics official within the senior management of the Department of Defense.



Prior to this appointment, Mr. Bell served as the Deputy Under Secretary of the Army and earlier served as the first Chief of Staff of the State Department's Afghanistan Reconstruction Group (ARG) in Kabul, Afghanistan, advising the President's Special Envoy and Ambassador to Afghanistan, and Ministers of the government of Afghanistan on efforts to accelerate political stability, reconstruction, and economic development, including private sector development.

Before that, Mr. Bell had a successful career in the private sector, specializing in transformation management in large complex organizations facing major challenges in their operational, market, and/or competitive environments. His work included service as Chief Financial Officer and other senior management positions at US Airways, American Airlines, Burlington Northern Railroad, Adobe Systems, and Conner Peripherals. He also served as a venture advisor and board member of start-up information technology companies in Silicon Valley. Earlier, he was a consultant with McKinsey & Company, working on transformation challenges with such clients as the World Bank, Office of Management and Budget, and the Peace Corps.

Mr. Bell began his career as an officer in the United States Marine Corps. He served tours in Vietnam, Okinawa, and the Caribbean rising to the rank of Captain. He was awarded the Navy Commendation Medal with Combat "V," the Marine Corps Combat Action Ribbon, the Presidential Unit Citation, the National Defense Service Medal, the Armed Forces Expeditionary Medal, the Vietnam Service Medal, and the Republic of Vietnam Campaign Medal.

Mr. Bell earned a Bachelor's Degree in Business Administration from Northwestern University, and a Master of Arts Degree in International Relations from the University of South Carolina.



MS. MARIE GREENING

Director, Defense Contract Management Agency, Aeronautical Systems Division



Ms. Marie Greening is the Director of the Aeronautical Systems Division, Boston Massachusetts effective date 16 May 2007. Greening is a native of Johnstown, Penn., and a graduate of Pennsylvania State University with a Bachelor of Science degree in Chemical Engineering and North Carolina State University with a Masters of Engineering degree.

She started her government service career at the Naval Aviation Depot, Cherry Point, N.C., where she provided engineering support to production line and component overhaul activities for six aircraft types and developed advanced composite repair schemes for military aircraft.

She later transferred to the Naval Air Systems Command (NAVAIR) Headquarters and began a ten-year association with the F/A-18 Hornet aircraft program.

She first reported as the configuration manager and depot programs coordinator responsible for the fielding of new system support and the scheduling and management of aircraft and component overhaul. Her next assignment was as the lead structural engineer for the F/A-18 aircraft, responsible for the structural integrity of the air vehicle system.

She was next appointed as the product support team leader for International Programs. In this capacity she was integral to the sale of Hornets to the governments of Switzerland and Finland, the restoration of aircraft support capabilities by the government of Kuwait in the post-Desert Storm time frame, and the support of F/A-18s procured by the governments of Canada, Australia and Spain.

She was then promoted as the product support team leader for all F/A-18 aircraft and her responsibilities included logistics program management for 850 fielded Navy and Marine Corps aircraft, program development for the F/A-18 Super Hornet, and international program support.

Greening was then selected as NAVAIR's principal deputy for aviation support equipment in 1999 was subsequently appointed as the program manager. Her responsibilities there included leading a 400-person team to procure \$300 million of support equipment acquisitions per year and sustaining Naval Aviation's support equipment inventory valued in excess of \$6 billion.

In 2002, she was appointed to the Senior Executive Service as the Defense Contract Management Agency's deputy executive director, Contract Management Operations, where she was a principal advisor to the DCMA director in the development and deployment of agency policy and processes used to manage 350,000 defense contracts, valued at \$850 billion, and a worldwide supplier base of over 20,000 vendors.

In 2003, she returned to NAVAIR as the product support department head. In this capacity she was the chief logistician for all aircraft acquisition platforms and was responsible for the sustainability of airframe, avionics and engine commodities.

In 2005, she was appointed as the deputy program manager of the \$1.6 billion Navy Marine Corps Intranet Program, the largest intranet in the world serving over 650,000 U.S. and Japan-based users. In 2006, she was appointed as program manager of both the Navy and Marine Corps Intranet and the One-Net program, the Navy's overseas-based network. In this capacity, she was responsible for all world-wide shore-based naval networks.

Greening is a graduate of the Naval Air System Command's Senior Executive Management Development Program, the Defense Systems Management College's Advanced and Executive Program Managers' Courses, and the Federal Executive Institute's "Leadership for a Democratic Society" curriculum.



MRS. SALLEE S. JUSTIS

Director, Procurement Process Support, Defense Supply Center Richmond

Sallee S. Justis is currently the Director, Procurement Process Support, Defense Supply Center Richmond, a field activity of the Defense Logistics Agency, Fort Belvoir, Va. In this position, she serves as the technical expert to the Acquisition Executive on procurement related matters and is the process management focal point for acquisition policy deployment, systems, pricing, training, oversight, integrity, and compliance matters for the Aviation Supply Chain.



As the lead center for aviation within the Defense Logistics Agency, Defense Supply Center Richmond serves within the DoD supply-chain as the primary source of supply for nearly 1.2 million repair parts and operating supply items. While DLA has an extremely wide range of applications, DSCR's core mission is to supply products with a direct application to aviation.

These items include a mix of military-unique items supporting over 1,300 major weapons systems and other items readily available in the commercial market. They range from critical, safety-of-flight air frame structural components, bearings, and aircraft engine parts, to electric cable and electrical power products; lubricating oils; batteries; industrial gases; bearings; precision instruments; environmental products; metalworking machinery and consumable items. The center also operates an industrial plant equipment repair facility in Mechanicsburg, Pa.

A certified member of the Defense Acquisition Corps, Mrs. Justis is the Aviation Supply Chain Chief of the Contracting Office. She is responsible for the approving and overseeing the procurement actions of the supply chain covering the award and administration of high dollar, complex procurements across a wide range of items and services related to aviation. A native of Battle Creek, Mich., Mrs. Justis joined the Bellwood community as a contracting intern in July 1984 through the Professional and Administrative Career Program for college graduates.

During her 25-year career at the supply center, Mrs. Justis has held jobs as contract administrator, contract specialist, contracting officer, procurement analyst, supervisory contract specialist, supervisory procurement analyst, Chief of the Contract Clearance, Oversight and Professional Development Branch, chief of the Procurement Support Division, and Deputy Director of Supplier Operations.

She also spent one year as a Professional Enhancement Program intern working in Contract Policy, Contract Review and Operations at the agency's headquarters at Fort Belvoir.

She came to her current position from one as the deputy director of Supplier Operations where she was an advisor and assistant to the commander in directing the accomplishment of mission responsibilities to provide supply support of authorized activities in the areas of material management of assigned items and stock control; providing contracting and production support for all supplies and services assigned to the center for integrated material management, providing technical support of acquisition; quality assurance requirements, and worldwide field services for metalworking machine tools. She was responsible for overseeing the planning, awarding and administration of high dollar, complex procurements across a wide range of items and services related to aviation.

Mrs. Justis holds both a bachelor of science degree in psychology and sociology and a master's degree in administration from Central Michigan University.

She is married with two children.



MR. BRIAN GEORGE
Deputy Director, Office of Cost, Pricing & Finance, Defense Procurement



Brian George assumed the position of Deputy Director, Cost, Price and Finance (CPF) in March 2008. The CPF Director is the lead for re-invigorating cost and pricing skills with the Defense Department and advises the Director on issues relating to contract cost, price, and finance.

Before assuming this position, Mr. George was the Chief of Cost and Price analysis for the Internal Revenue Service (IRS), overseeing the price evaluation of multi-billion dollar proposals from Fortune 500 companies to small disadvantaged businesses, and was a key advisor on Treasury-wide IT procurements, GAO bid-protests, and competitive sourcing under OMB Circular No. A-76.

Upon graduating with distinction in economics from San Diego State University in California, Mr. George began his federal career as an auditor with the Defense Contract Audit Agency (DCAA) and audited a variety of companies and issues such as price proposals, incurred cost submissions, estimating systems, and CAS cost-impact statements. He was also a lead advisor for a significant ASBCA case dealing with complex overhead allocation issues and a Guest-Instructor at DCAA's Defense Contract Audit Institute on the practical use of statistics and regression analysis in auditing and forecasting. He then became a contract specialist for one of his major customers, NAVSEA's SUPSHIP. Mr. George was the Command's lead negotiator and advisor on a variety of contract financial matters, including complex allowable indirect and direct cost issues under FAR part 31. He later became the Chief of Contracting with NAVAIR, where he managed NATEC's multi-million dollar procurement program for over 400 contractor personnel performing technical services in several countries. Finally, Mr. George served as Chief of Cost Analysis with Air Force Space Command's SMC, directing the cost estimating and earned value management for multi-billion dollar acquisitions and contracts for the development, launch, and sustainment of the United States' Global Positioning System (GPS).

Mr. George is a licensed Certified Public Accountant in the state of California, has a Masters in Business Administration, and is certified in three AT&L acquisition career fields - contracting, auditing, and cost estimating and financial management. He resides in Maryland with his wife and children.



MR. JOHN CARROLL
Vice President, Global Supply Chain Services, Lockheed Martin
Aeronautics Company

John W. Carroll is vice president, of Lockheed Martin Aeronautics' Global Supply Chain Services, that provides consumable material, spares and repairs for the Defense Logistics Agency as well as over 33 International customers. In this role, Carroll is responsible for the \$200 million business area supporting both Lockheed and non-Lockheed Martin aircraft for the Department of Defense and International customers.



Mr. Carroll has been in his current position since April 2007. Prior to this assignment, he served as the director of Business Development for Lockheed Martin's Aircraft and Logistics Centers.

Mr. Carroll joined Evaluation Research Corporation in 1981, supporting the Naval Surface Warfare Center (NSWC) working on programs including AEGIS Combat System, Vertical Launching System and the High Frequency C3 Countermeasures System. After several years, he joined the Singer Company – Kearfott Division as the business development manager for Naval Programs. In 1987, he joined E-Systems as the corporate marketing manager for Naval Programs and was promoted to director of Government Operations in 1992. With Raytheon's purchase of E-Systems, Mr. Carroll was assigned to Raytheon's Washington D.C. marketing office as director of Naval Programs. In 1997, Mr. Carroll transferred to Raytheon's Strategic Systems Division, becoming director of Enterprise Information Systems (EIS) business unit. In 2004, Mr. Carroll joined Science Applications International Corporation (SAIC), as the Vice President for Engineering and Logistics Solutions.

Born in Ft. Belvoir, Va., Mr. Carroll earned a bachelor's degree in electrical engineering from the University of Maryland. Mr. Carroll also served as the President of the National Capital Council of the Navy League of the United States from 1995-1996, supporting Washington D.C. area Navy, Marine Corps, and Coast Guard personnel.



MR. MARK W. SHAFER
GE Aviation (DLA Customer Team Leader)



Mark Shafer is the Customer Team Leader supporting the Defense Logistics Agency within GE Aviation's Military Spares Organization. In this role, Mark is responsible for driving material availability and improving customer relations and contract productivity.

Mark began his GE career in 1998 as a Global Sourcing Leader for GE Medical Systems in Milwaukee, Wisconsin. He negotiated pricing and identified new suppliers for the X-ray detector in the revolutionary Lightspeed CT system.

Mark joined GE Aircraft Engines in the Spring of 1999 in Cincinnati, Ohio, as a Six Sigma Black Belt with GE Engine Services (GEES). His first Black Belt assignment was with GEES HQ Materials, where he focused on optimizing spare part safety stocks. His second Black Belt assignment was in Fleet Management Operations, where he learned how to execute on profitability and productivity in customers' long-term service agreements.

In 2001, Mark became the Rotable Asset Manager for GE Rotable Solutions and was responsible for developing a pricing model and generating proposals for line replaceable unit management. He moved to Commercial Spares in 2003 as the CF6 Forecasting/Planning Leader, and drove improvements to customer service level and spare part inventory. He transitioned to the CFM56 platform in 2006, and drove preparedness for the substantial increase in CFM56 shop visits.

In October 2007, Mark was promoted to his current position.

Prior to joining GE, Mark served ten years in the U.S. Air Force as an Aircraft Maintenance Officer and Integrated Logistics Support Manager, supporting A-10 and C-17 aircraft.

Mark graduated from the U.S. Air Force Academy in 1987 and earned a Masters Degree from the U.S. Air Force Institute of Technology in 1993.



MR. HENRY F. KLEINKNECHT

Principal Director for Contracting, Office of the Inspector General, DoD

Henry is a native Washingtonian and life-long resident. After graduating from college, he began his career as an auditor with the Naval Audit Service. Then in 1986 he joined the Department of Defense Office of the Inspector General. Throughout Henry's career, he has been the recipient of numerous awards and honors for audits relating to complex contracting, commercial pricing, and competitive sourcing issues. Some of his most distinguished awards include the Secretary of Defense Productivity Excellence Award in 1994, the Meritorious Civilian Service Award bestowed in both 1991 and 1998, the Superior Civilian Service Award in 2006, the Edward R. Jones Award for Improving Management Relations in 1999 and 2000; the President's Council on Integrity and Efficiency Award for Excellence in 2000 and 2004; and a Certificate of Achievement from Honeywell International, for "Revolutionizing Military Logistics," in 2001.

Henry's work has resulted in billions of dollars in savings and have earned him honors to include his being named Program Manager of the Year for 1998 and Program Director of the Year for 2004, as well as Report of the Year honors in 2003, 2004, and 2006.

Henry is a graduate of Roanoke College, which he attended on a basketball scholarship and distinguished himself by playing on the 1972 NCAA "College Division" Championship Team.

Henry's family includes his wife, Beth, whom he met in Rehoboth Beach, Delaware, one summer, and his three daughters, Sarah, Jennie, and Lily, who have followed in their father's footsteps by playing and enjoying basketball and soccer.



MR. CORNEL A. HOLDER
Administrator, Defense National Stockpile Center, DLA



As Administrator of the Defense National Stockpile Center (DNSC), Defense Logistics Agency (DLA), Cornel Holder directs the field organization responsible for managing the National Defense Stockpile (NDS). The NDS mission is to reduce U.S. dependence on foreign sources of strategic and critical materials during national emergencies. With the end of the Cold War, the DNSC was mandated by Congress to dispose of excess NDS materials, with revenues earmarked for Defense Department initiatives and programs.

Cornel Holder became the DNSC Administrator in February 2003, responsible for the management of a nationwide network of depots and storage sites.

He served as Deputy Administrator from September 2000 until his appointment as Administrator.

From 1996 to 2000, Holder served as the Director of DNSC's Contracts Directorate at DLA headquarters as the principal contracting official, managing and guiding worldwide acquisitions and disposals for DNSC.

Previously, Holder was the DNSC Zone Administrator responsible for managing Midwest operations at 19 storage sites with inventories of NDS materials then valued at \$9 billion.

A native of Chicago, Holder received his Bachelor of Arts degree in Political Science in 1978 from Wilberforce University.

In 2003, Cornel was selected for the first Master of Business Administration program sponsored by the Center of Excellence in Logistics and Technology. He received his MBA from Indiana's Kelley School of Business together with a certificate in Logistics and Supply Chain Management from the Kenan-Flagler Business School of the University of North Carolina at Chapel Hill.

Cornel Holder is a graduate of the Federal Executive Institute and is a recipient of numerous awards and recognitions. Most recently, he received the Defense Logistics Agency Leadership Award in 2007.



MR. LUIS VILLARREAL
Industrial Capability and Warstopper Program Manager, DLA

Luis Villarreal currently serves as the Defense Logistics Agency, Industrial Capability and Warstopper Program Manager.



Mr. Villarreal has over 23 years engineering experience designing process improvement for supply chain and production operations. His experience includes work with private industry at a major defense contractor, government experience in the field and at headquarters, and community service experience as the architect and co-founder of a non-profit foundation and charter school.

Mr. Villarreal has been with DLA since September 2001. As the Warstopper Program Manager he oversees the largest Department of Defense industrial investment program of its kind. He has approved over \$300 million to increase the industrial capability to meet the Department's go-to-war requirement. In addition he has overhauled every aspect of the Surge program for the Agency. During his tenure he has overseen and helped develop the new Surge policy, metrics, and information tools to better manage the go-to-war requirement. Prior to being at DLA he worked at the Corpus Christi Army Depot. During this time, Mr. Villarreal achieved a strategic breakthrough objective for the organization as he successfully transitioned the management of its core business processes, repairing rotary wing aircraft, to an on-line application.

Prior to working with the Government, Mr. Villarreal was a Production Engineer, Shop Floor Supervisor, and Senior Manufacturing Engineer for McDonnell Douglas working on the MD-80 commercial airliner and the C-17 military cargo aircraft.

Mr. Villarreal's community service includes the creation of a South Texas non-profit foundation for education and community projects. This work led him to also be a co-founder of the Seashore Learning Center, an exemplary Texas charter school with national recognition for excellence. Mr. Villarreal successfully obtained grants that provided the foundation over \$2 million dollars for infrastructure and program expansion.

Mr. Villarreal has a Bachelor of Science Degree in Industrial Engineering from the University of Texas, El Paso and a Masters Degree in Business Administration from Pepperdine University in Malibu, California. He is a professional engineer in the State of Texas and is a graduate of the DOD Executive Leadership Course.

Mr. Villarreal's awards include: The HENACC Award for Professional Achievement, the Army Achievement Medal For Civilian Service and the Leadership Award from the Army Aviation Association of America (Corpus Christi Chapter). He has published articles in engineering journals and business symposiums.

Mr. Villarreal is a native of Corpus Christi, Texas, speaks and reads Spanish fluently, and lives with his family in Stafford, Virginia.



MR. DAVID CAMMAROTA

Director, Office of Materials Industries, U.S. Department of Commerce

David Cammarota is the Director of the Office of Materials Industries within the International Trade Administration of the U.S. Department of Commerce. The Office provides expertise on the metals, plastics and chemicals, forest products, and building and construction industries to government decision makers, and conducts analyses for the purpose of developing U.S. Government policies on issues that impact the international and domestic competitiveness of U.S. industry. Examples include trade, environmental, and regulatory issues. The Office serves as the principal liaison between government and industry.

Mr. Cammarota has been with the Commerce Department since 1985, and previously has served as the Director of the Metals Division, Director of the Chemicals, Pharmaceuticals, and Biotechnology Division, as well as the Director of the Office of Materials and Machinery. He received a B.S. in geology from Virginia Tech, and an M.S. in mineral economics from Penn State.



MR. JAMES AVERELL
Economist, Defense Contract Management Agency

Mr. Averell is the Economist at the Defense Contract Management Agency's Industrial Analysis Center (IAC). In this position, he provides economic analysis and forecasts to support various Industrial Base Assessments. He assists other personnel in the IAC and in the Office of the Deputy Under Secretary of Defense for Industrial Policy and the Military Services in formulating acquisition and industrial base policy. His analysis and forecasts support a large number of DCMA and DoD Initiatives and Assessments. Mr. Averell also has developed procedures and guidance to perform economic analysis and forecasts for various DCMA IAC products. He has been in this position since January 1993.

Over his 19 year DoD career, Mr. Averell has held one other position as an economist for the NAVSEA Shipbuilding Support Office (NAVSHIPSO). In his position at NAVSHIPSO, Mr. Averell provided economic analysis and forecasts in support of various industrial base capability evaluations for NAVSEA.

Mr. Averell holds a BA in Economics from Richard Stockton College in NJ and is currently working on his Masters degree.



MS. TINA BALLARD

Executive Director & CEO, Committee for Purchase from People Who are Blind or Severely Disabled



Ms. Ballard is the Executive Director and Chief Executive Officer of the Committee for Purchase From People Who Are Blind or Severely Disabled. The Committee is the independent federal agency that administers the AbilityOne Program, the largest employer in the U.S. of people who are blind or have other severe disabilities. Through the AbilityOne Program, the federal government procures products or services from the more than 600 participating nonprofit agencies located nationwide. As Executive Director and CEO, she is responsible for the oversight of more than 3,000 products and services valued at more than \$2 billion, resulting in employment for more than 40,000 people who are blind or have other severe disabilities. Ms. Ballard represents the agency to the White House, the U.S. Congress, and senior federal officials.

Prior to her current position as the Executive Director, Ms. Ballard served as the Deputy Assistant Secretary of the Army (Policy and Procurement). In that role, she directly supported the Army Acquisition Executive and the Assistant Secretary of the Army (Acquisition, Logistics and Technology), serving as the Army's principal acquisition and procurement policy authority for all Army acquisition programs. She was responsible for the Army's contracting function – organizations, resources, policies, and procedures addressing the management and execution of Army contracting worldwide. Also, as the Functional Chief's Representative for the Army Contracting and Acquisition Career Program, she was responsible for the recruitment, training, education, and professional development of the Army's acquisition workforce.

Prior to her appointment as Deputy Assistant Secretary, Ms. Ballard served as the Director of Combat Support Operations and the Deputy Executive Director of Contract Management Operations in the Defense Contract Management Agency (DCMA). In these positions her responsibilities included agency policy for contract management, and oversight and execution of accomplish contingency contract administration services in multiple theatres of military operations.

Ms. Ballard joined the federal service as a Stay-in-School student and continued her service as a college Cooperative (Co-op) Education student. Upon graduation, she accepted a Contract Specialist position at the Air Force Aeronautical Systems Division, Wright-Patterson Air Force Base. The Air Force designated Ms. Ballard a Procuring Contracting Officer and later transferred her to the Air Force Plant Representative Office, Boeing Military Airplanes, Wichita, Kansas where she was the Principal Administrative Contracting Officer and the Director of Contract Operations. In 1994, she became the Director of Pacific/Caribbean Contract Operations in DCMA International. In this position she was responsible for more than 200 personnel located in six countries. Ms. Ballard served as a liaison to the Air Force Materiel Command for four years. In January 1999, she accepted an assignment in the Office of the Secretary of Defense where she led several projects for the Deputy Secretary of Defense.

Ms. Ballard received her Bachelor of Arts Degree in English (1980), a Master of Science Degree in Management (1989), and a Master of Science Degree in National Resource Strategy (2001). She has completed the Industrial College of the Armed Forces Senior Acquisition Course and Leadership for a Democratic Society at the Federal Executive Institute.

Ms. Ballard has received the Office of the Secretary of Defense Award for Excellence, two DLA Meritorious Civilian Service Awards and she was named the Federal Executive Association Unsung Heroine.



MR. JOHN F. QUA
Acting Director, Acquisition Management (J-7), DLA

John F. Qua currently serves as the Acting Director, Acquisition Management (J-7), Defense Logistics Agency Headquarters at Fort Belvoir, Virginia. Previously, Mr. Qua served as the Deputy Director of Acquisition Management. He is responsible for delivering acquisition plans, programs, policies and oversight in support of the directorate's Acquisition Excellence with Integrity mission. Mr. Qua reported to DLA in 2007 after retiring from the United States Navy.



A Supply Corps Officer in the Navy, Mr. Qua held a variety of positions throughout his 26 year career. He retired in 2007 at the rank of Captain, after serving two years as the Commander of Defense Distribution Depot Norfolk Virginia (DDNV). Previously, Mr. Qua served operational tours afloat as Supply Officer, USS Donald B. Beary (FF 1085), Readiness Officer, USS John F. Kennedy (CV 67) and Supply Officer, USS George Washington (CVN 73).

Mr. Qua served in various logistics and acquisition billets ashore: Supply Officer, Naval Surface Group Four, Newport, Rhode Island; Integrated Logistics Support Manager (PMS 383), Naval Sea Systems Command, Washington, D.C.; Contracting Division Director, Naval Inventory Control Point, Philadelphia, Pennsylvania; Director of Contracts, Fleet and Industrial Supply Center, San Diego, California; Supply and Logistics Division Director, U.S. Atlantic Fleet, Norfolk Virginia; and, Chief, Acquisition Division, Defense Logistics Agency, Fort Belvoir, Virginia.

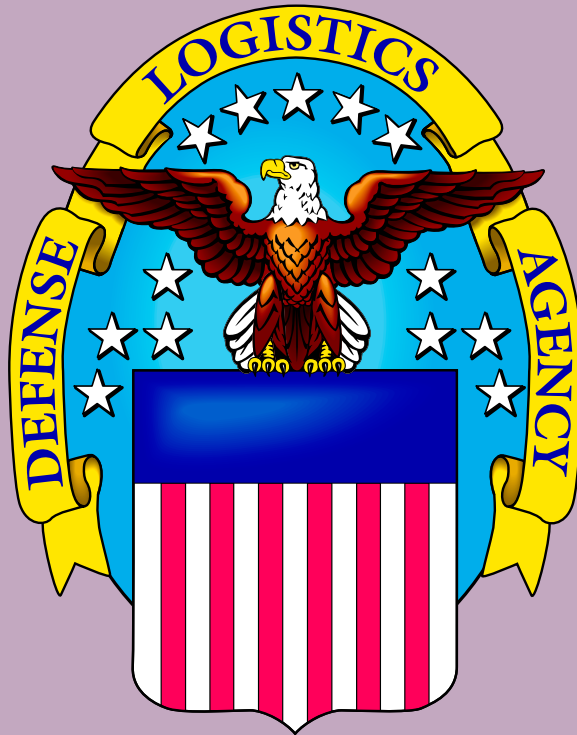
Mr. Qua holds a Bachelors degree in Economics from the University of New Hampshire and a Masters of Business Administration degree from the Naval Postgraduate School. He is a Certified Professional Contracts Manager (CPCM) from the National Contracts Management Association (NCMA) and a member of the Department of Defense Acquisition Corps. Mr. Qua is DAWIA level III certified in Contracting.

Mr. Qua earned numerous awards and decorations while in the U.S. Navy, including the Defense Superior Service Medal (2 awards), Meritorious Service Medal (3 awards), Navy and Marine Corps Commendation Medal (4 awards) and various unit and campaign decorations.

Born and raised in Massachusetts, Mr. Qua remains a lifetime member of the Red Sox Nation. He is married to the former Judith Ann Matthews of Manchester, Connecticut and has two sons, Robert (24) and Timothy (21).



THANK YOU FOR COMING!



NDIA
National Defense Industrial Association