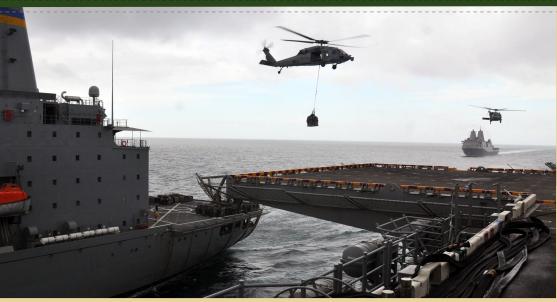


# NDIA Supply Chains Conference & Exhibition Featuring DLA Land and Maritime

"Supporting the Warfighter in an Austere Budget Environment—Partnering with Industry"











HYATT REGENCY & COLUMBUS CONVENTION CENTER ► COLUMBUS, OH

JUNE 11-13, 2012 www.ndia.org/meetings/2780

## MONDAY, JUNE 11

**8:00 AM** Registration - HYATT REGENCY FOYER

8:00 AM - 4:00 PM Exhibits Set-Up - BATTELLE HALL

1:00 PM - 5:00 PM Training Knowledge & Opportunities (4-Hour Session) - FRANKLIN BALLROOM

This session is an abbreviated version of the two-day "Doing Business with DLA" Seminar. Attendees will become familiar with 'tips and tools' to navigating on the DLA Internet Bid Board System (DIBBS) and DLA Land and Maritime's contracting process in general. Suppliers will be provided an overview in accessing technical documents via cFolders and submitting alternate offers. This session will also provide insight on DLA's packaging requirements and examples of specific packaging challenges.

5:00 PM - 6:30 PM Networking Reception in the Exhibit Hall - BATTELLE HALL

**6:30 PM** Exhibit Hall Closes

# TUESDAY, JUNE 12

7:00 AM	Registration & Continent	al Breakfast -	- HYATT REGENCY FOYER

8:00 AM NATIONAL ANTHEM - HYATT REGENCY BALLROOM

Ms. Velvet Liles

8:05 AM WELCOME REMARKS

Lt Gen Larry Farrell, USAF (Ret), President & CEO, NDIA

8:15 AM KEYNOTE

Mr. Paul Peters, Deputy Assistant Secretary of Defense, Supply Chain Integrations

9:00 AM DLA PRIORITIES

Ms. Nancy Heimbaugh, *Director, Acquisition Management, DLA* 

9:30 AM LAND & MARITIME VISION

▶ BG Darrell Williams, USA, Commander, DLA Land and Maritime

**10:00 AM** Morning Break - Exhibit Hall Open - BATTELLE HALL

**10:45 AM** Breakout Sessions (Descriptions Listed on Pages 5-7)

#### **DLA LAND AND MARITIME SUPPLIER OPERATIONS - FRANKLIN AB**

FOREIGN MILITARY SALES (FMS) - FRANKLIN C

**DEMAND INTELLIGENCE SHARING WITH INDUSTRY - FRANKLIN D** 

**SMALL BUSINESS - DELAWARE A** 

MATERIAL COST REDUCTION (MCR) - DELAWARE B

10:45 AM	Networking Room (Open until 12:00 PM) - DELAWARE C Meetings between suppliers and buyers. Requests for appointments must be made in advance.			
11:45 AM	Exhibit Hall Closes; All Attendees to Lunch			
12:00 PM	Lunch with Speaker - HYATT REGENCY BALLROOM  Mr. Shay Assad, <i>Director</i> , <i>Defense Pricing</i> , <i>OUSD (AT&amp;L)</i>			
1:30 PM	Exhibit Hall Re-Opens - BATTELLE HALL			
1:30 PM	Breakout Sessions (Descriptions Listed on Pages 5-7)			
	DLA LAND AND MARITIME SUPPLIER OPERATIONS - FRANKLIN AB			
	FOREIGN MILITARY SALES (FMS) - FRANKLIN C			
	REVERSE AUCTIONING - FRANKLIN D			
	SOURCE APPROVAL REQUESTS (SAR) - DELAWARE A			
	DFAS YOUR FINANCIAL PARTNER AT WORK - DELAWARE B			
1:30 PM	Networking Room (Open until 2:45 PM) - DELAWARE C Meetings between suppliers and buyers. Requests for appointments must be made in advance.			
2:45 PM	Afternoon Break - BATTELLE HALL			
3:30 PM	Breakout Sessions (Descriptions Listed on Pages 5-7)			
	MATERIAL COST REDUCTION (MCR) - FRANKLIN A			
SOURCE APPROVAL REQUESTS (SAR) - FRANKLIN B				
	REVERSE AUCTIONING - FRANKLIN C			
DEMAND INTELLIGENCE SHARING WITH INDUSTRY - FRANKLIN D				
SMALL BUSINESS - DELAWARE A				
DFAS YOUR FINANCIAL PARTNER AT WORK - DELAWARE B				
4:45 PM	Networking Reception in the Exhibit Hall - BATTELLE HALL			
6:30 PM	Exhibit Hall Closes			

# WEDNESDAY, JUNE 13

**7:00 AM** Registration & Continental Breakfast - HYATT REGENCY FOYER

8:00 AM ADMINISTRATIVE REMARKS - HYATT REGENCY BALLROOM

8:15 AM GUEST SPEAKER

Mr. James McClaugherty, Deputy Commander, DLA Land and Maritime

8:45 AM GUEST SPEAKER

Mr. Milton Lewis, Acquisition Executive, DLA Land and Maritime

9:15 AM SMALL BUSINESS PANEL: "ELIMINATING RED TAPE: MY TOP THREE"

Moderator: Mr. Greg Potts, Principal, GFP Consulting

Panelists:

Ms. Jennifer Moll, President, Miller-Holzwarth, Inc.

Ms. Laurie S. Moncrieff, President, Adaptive Manufacturing Solutions

Mr. Chuck Muizers, Chief Strategy Officer, Skylla Engineering Ltd.

Mr. Peter Provenzano, President & CEO, SupplyCore, Inc.

**10:15 AM** Morning Break - BATTELLE HALL

11:00 AM LARGE BUSINESS PANEL: "ACHIEVING THE VISION"

Panel discussion on industry efforts to assist DLA in achieving a 10% reduction in material costs and a 10% reduction in operating costs in 5 years.

- Moderator: Mr. Al Banghart, Lead for Defense Supply Chains, Deloitte Consulting, LLP
- Panelists:

BG Barbara Doornink, USA (Ret), Senior Vice President & Operations Manager, SAIC Mr. Eric Strafel, Senior Vice President, Operations, Aviall, a subsidiary of The Boeing Company Mr. H. A. "Graz" Graziano, Vice President, Combat Support & Sustainment, General Dynamics Land Systems

**12:00 PM** Lunch - BATTELLE HALL

**1:30 PM** Breakout Sessions (Descriptions Listed on Pages 5-7)

#### **DLA LAND AND MARITIME SUPPLIER OPERATIONS -** FRANKLIN AB

**REVERSE AUCTIONING - FRANKLIN C** 

MATERIAL COST REDUCTION (MCR) - FRANKLIN D

**SMALL BUSINESS - DELAWARE A** 

**SOURCE APPROVAL REQUESTS (SAR) -** DELAWARE B

**2:00 PM** Exhibit Hall Closes

**2:45 PM** Conference Ends

### **BREAKOUT DESCRIPTIONS**

#### **DEFENSE LOGISTICS AGENCY LAND AND MARITIME SUPPLIER OPERATIONS**

Defense Logistics Agency Land Supply Chain will provide an overview on the Vision, Mission & Functions of the Land Supply Chain and Detachments and Strategic Supply Chain Relationships. We will provide an overview of projected Strategic Acquisitions for FY2012, 2013 and 2014. Emphasis will be on providing vendors with the "TOP TEN" reasons vendor payment is delayed. Time is allotted for questions and answers.

- ▶ LAND BRIEFERS: Mr. Ben Roberts, Ms. Ellen Dennis, Mr. Bruce Shively
- LAND STORY BOARD STAFFERS: Ms. Rochelle Anderson, Ms. Denise Pennington, Ms. Tanya Merritt, Mr. Mike Lanning, Mr. Bob Heine, Mr. Kenton Smith, Ms. Susan Knisley, Ms. Myisha Sears, Mr. T J Maul, Ms. Linda Johnson, Ms. Teresa Harris, Mr. John Lidonnice, Mr. Kendal Cottongim, Mr. Ken Abrams, Mr. Phil Ludwig, Mr. Dan McGrath, Ms. Sherry Wellmer, Ms. Donna Clark
- ▶ MARITIME BRIEFERS: Mr. Dave Glasscoe, Mr. Kreston Harris, Mr. Steve Byus
- MARITIME STORY BOARD STAFFERS: Ms. Linda McCarty, Mr. Evan Baisden, Mr. Dave Devine, Ms. Temika Morris, Mr. Ray Blakely, LCDR Chuck Dunphy, Ms. Regina Westbrook, Ms. Susan Knisley, Ms. Susan Cooper, Mr. Mike Rush, Mr. Brian Kennedy, Mr. Tony Carrico, Ms. Karen Kramer, Ms. Kathy Brewster, Mr. David McGraw, Ms. Christy Schall, Mr. Gary Guggenbiller, Ms. Lisa Ohl, Ms. Stephanie McCormick, Ms. Penny Morgan-Loper

#### DFAS YOUR FINANCIAL PARTNER AT WORK

Defense Finance and Accounting Service (DFAS) Wide Area Work Flow (WAWF) Supporting supplies and DLA contracts: Wide Area Work Flow (WAWF) is a paperless DoD-wide application designed to eliminate paper from the receipts and acceptance process of the DoD contracting lifecycle. The goal is to enable authorized defense contractors and DoD personnel the ability to create invoices and receiving reports and access contract-related documents. WAWF supports DoD's efforts to reduce unmatched disbursements in the DoD receipt, acceptance, entitlement process, through data sharing and electronic processing.

**BRIEFER:** Ms. Carol Smith

#### **SMALL BUSINESS**

Defense Logistics Agency Land and Maritime Office of Small Business Programs will provide an overview of the types of socio-economic set-asides available to small businesses. Throughout the federal government, did you know that each fiscal year there are socio-economic goals in place and utilizing socio-economic program set-asides assists in reaching those goals? Did you know that you can assist in identifying appropriate set aside opportunities? If you are a small business, you don't want to miss this session to find out if your small business is eligible to participate in these set-aside opportunities. You will also have an opportunity to meet members of the small business team.

▶ **BRIEFERS:** Mr. William Chavez, Mr. Jim Secrist

### **BREAKOUT DESCRIPTIONS**

#### **REVERSE AUCTIONING**

This session will provide suppliers with an overview of DLA Land and Maritime's use of Reverse Auctions to reduce material costs. Details on Reverse Auction policy and application within our supply chains will be discussed, to include the notification process. The overview will also include a demonstration where suppliers will gain a better understanding of the online tool and its functionality, as well as directions to available training guides and tutorials.

**BRIEFERS:** Ms. Mindy Tisone, Ms. Mary Johnson, Mr. Carmen Pillitteri

#### **MATERIAL COST REDUCTION (MCR)**

This session will provide suppliers with an overview of DLA Land and Maritime's efforts to achieve significant material cost reductions in an austere budget environment. The overview will focus on the progress of current initiatives, as well as strategies being developed to revise onerous requirements, enhance competition, and leverage economies of scale. Focused engagements with industry partners are essential in developing innovative approaches to drive down acquisition costs.

▶ **BRIEFERS:** Mr. Heath Berkshire, Mr. Ed Wingo, Mr. Steve Rodocker, Ms. Renee Magill, Mr. Eugene Mitchell, Mr. Ken Goodson

#### **FOREIGN MILITARY SALES (FMS)**

This session will provide an overview of the Foreign Military Sales (FMS) program to include a discussion on the importance of the FMS Program in support of the United States' foreign relations, the projected growth in FMS sales, a discussion on support issues as well as a description of how DLA Land and Maritime manages FMS requirements.

BRIEFERS: CAPT James Dolan, USN, CDR Jonathan Holsinger, USN, Mr. Dan Neidert, Mr. Joe Meyer, Mr. John Evans, Mr. Tim Voelker

#### DEMAND INTELLIGENCE SHARING WITH INDUSTRY

The Defense Logistics Agency Land Customer Operations in conjunction with the Strategic Acquisition Programs Directorate, will be conducting a follow up to what was presented at The National Defense Industrial Association's 2012 Tactical Wheeled Vehicle Conference, DLA Land and Maritime's Industrial Base Outreach briefing. The overview will provide updated analysis of projected sustainment requirements for tactical wheeled vehicles for 2012 to 2014, FMS update and MRAP status and inventories reduction efforts.

▶ BRIEFERS: COL Jeffrey Vieira, USA, LTC Aaron Fitzsimmons, USA

#### **SOURCE APPROVAL REQUESTS (SAR)**

Defense Logistics Agency Land and Maritime Office of Value Management will present a briefing on Source Approval Requests. This session will cover where to find information and guidance about Source Approval Requests including a link to DLA demand histories. New guidance resulting from a Lean Six Sigma project on Source Approval Requests will be presented. The top six items that cause 80% of Source Approval Requests to be rejected will be briefed. The presentation will also include how to submit a Source Approval Request including a sample test plan.

**BRIEFERS:** Mr. Dave Szczublewski, Mr. Vern Shaw, Mr. Bob Volk

#### Mr. Shay Assad, Director, Defense Pricing, OUSD (AT&L)

Mr. Shay Assad assumed the role of Director, Defense Procurement and Acquisition Policy and Strategic Sourcing (DPAP) in April 2006. Mr. Assad is responsible for all Department of Defense (DoD) acquisition and procurement policy matters. He serves as the principal advisor to the Assistant Secretary of Defense for Acquisition (ASD(A)), Deputy Under Secretary of Defense for Acquisition and Technology (A&T) and the Defense Acquisition Board on acquisition/procurement strategies for all major weapon systems programs, major automated information systems programs and services acquisitions.

He is responsible for procuring/sourcing functional business process requirements in the DoD's Business Enterprise Architecture (BEA) and Enterprise Transition Plan (ETP). Mr. Assad is DoD's advisor for competition, source selection, multiyear contracting, warranties, leasing and all international contracting matters. He is also the functional leader for contracting and oversees all strategic sourcing within DoD.

Before assuming this position, Mr. Assad was the Assistant Deputy Commandant, Installations and Logistics (Contracts), Headquarters, Marine Corps, Washington, D.C. He had held the position as the Marine Corps' senior civilian contracting official since June 2004.

Upon graduating with distinction from the U.S. Naval Academy in 1972, he served two tours of duty aboard U.S. Navy destroyers and won recognition as Outstanding Junior Officer, Fifth Naval District. He then served as a Naval Procurement Officer at the Naval Sea Systems Command, where he was responsible for the negotiation and administration of the Aegis Weapons Systems engineering and production contracts.

In August 2007, he received DoD's medal for exceptional civilian service. In addition, he has also been recognized as an AbilityOne (formerly JAWOD) Champion.

#### Ms. Nancy Heimbaugh, Director, Acquisition Management, DLA

Ms. Nancy M. Heimbaugh currently serves as Director of Acquisition (J-7), Defense Logistics Agency, Fort Belvoir, Va. In this capacity, she is responsible for the development, application, and oversight of DLA acquisition policy, plans, programs, functional systems and operations. She exercises broad managerial and executive responsibility to integrate Agency acquisition functions, services, policies and procedures into a highly reliable network of logistics support for DLA's customers. As the Component Acquisition Executive for DLA, she has overall acquisition management responsibilities for the Agency, including an annual Agency acquisition program exceeding \$38 billion.

Ms. Heimbaugh's past assignments include: Executive Director, Contracting and Acquisition Management, Defense Supply Center Philadelphia; Director, Field Contracting, Contracting Management Directorate, Naval Supply Systems Command; Director, Contract Policy Division, Contracting Management Directorate, Naval Supply Systems Command; Chief, Acquisition Policy, Acquisition Directorate, Defense Logistics Agency. Ms. Heimbaugh then served as Chief, Contracting Operations in the Acquisition Directorate at DLA, where she was responsible for overseeing procurement operations at all DLA field contracting activities in support of the DLA Senior Procurement Executive/ Component Acquisition Executive. She also served as the DLA Competition Advocate. She became a member of the Senior Executive Service in June 2007.

Ms. Heimbaugh has a Bachelor of Science in Business Administration, magna cum laude, from Strayer University, a Master's Degree in National Resource Strategy from the National Defense University, Industrial College of the Armed Services, and a certificate of completion from the Defense Acquisition University's Senior Acquisition Course.

In June 2007, she received the Meritorious Civilian Service Award. In 1999, she was selected into the Defense Leadership and Management Program, a program designed to provide a Department of Defense framework for developing future civilian leaders. In 1996, she received Vice President Gore's National Performance Review's Heroes of Reinvention Hammer Award for Electronic Commerce.

Throughout her career, she has worked on various joint acquisition programs and committees within the Department of Defense.

#### Mr. Milton Lewis, Acquisition Executive, DLA Land and Maritime

Milton K. Lewis is the Executive Director, Contracting and Acquisition Management at Defense Logistics Agency Land and Maritime located in Columbus, Ohio. Land and Maritime has more than 3,000 associates at 53 locations worldwide, to include 10 detached DLA Depot Level Reparable and Supply Storage and Distribution units supporting supply requirements at Army Depots, Naval Shipyards, and Marine Corps Logistics Centers. Defense Logistics Agency Land and Maritime manages more than 2 million spare and repair parts. In 2009, DLA Land and Maritime sales exceeded \$5 billion and its procurements were \$3.9 billion. Mr. Lewis assumed this position and was inducted into the Senior Executive Service in May 2008.

Mr. Lewis was born in LaGrange, Ga. He is a retired Army colonel with over 29 years of military service. He received his commission as a distinguished military graduate from the Georgia Institute of Technology ROTC program. He holds a Bachelor of Science degree in Chemistry from Morehouse College, Atlanta, and a Master of Science degree in Systems Management from the Florida Institute of Technology, Melbourne, Fla.

Mr. Lewis held a variety of command and staff assignments during his military career. In his final military assignment, he was the Director, Land-Based Weapon System Group with Defense Supply Center Columbus. Other assignments include: Commander, DCMA Southern Europe, Wiesbaden, Germany; Commander, DCMA Lockheed Martin Vought Systems, Dallas, Texas; Chief, Land-based Weapons System Acquisition Unit, DSCC, Columbus, Ohio; Commander, Logistics Support Activity, Roedelheim, Frankfurt, Germany; Materiel Officer, 32nd Army Air Defense Command, Darmstadt, Germany; and Chief, Contracts Branch, Boeing Field Office, U.S. Army Strategic Defense Command, Seattle, Wa.

Prior to assuming his current position, Mr. Lewis was an Acquisition and Logistics Management Consultant for Booz Allen Hamilton, Atlanta. In this position, he was responsible for conducting analysis and developing acquisition, logistics and supply chain management solutions for both government and commercial client organizations. His clients included the U.S. Army Aviation and Missile Command, the United Arab Emirates Armed Forces, the New York Metropolitan Transportation Authority, AgustaWestlandBell, the Defense Logistics Agency, and Bayer MaterialScience.

Mr. Lewis is a graduate of the U.S. Army War College, the U.S. Army Command and General Staff College, and numerous military acquisition and logistics courses, to include the Defense Systems Management College's Program Manager's Course.

His awards and decorations include: the Defense Superior Service Medal (two), the Defense Meritorious Service Medal (two), the Meritorious Service Medal (five), the Army Commendation Medal (two), the Joint Service Achievement, Medal, and the NATO Medal.

#### Mr. James McClaugherty, Deputy Commander, DLA Land and Maritime

James M. McClaugherty is the Deputy Commander of Defense Logistics Agency Land and Maritime, which is located in Columbus, Ohio. A member of the Senior Executive Service since May 2003, he is co-responsible for the logistics operations of DLA Land and Maritime's more than 3,000 associates at 53 locations worldwide, to include 10 detached Defense Logistics Agency Depot Level Reparable and Supply, Storage and Distribution units supporting supply and procurement requirements at Army depots, Naval shipyards, and Marine Corps logistics centers. He is directly responsible for supply chain functions to include management of more than 2 million spare and repair parts and an annual budget of about \$4 billion in support of operating and industrial forces around the world. In 2009, DLA Land and Maritime's sales were more than \$5 billion with procurements totaling \$3.9 billion with an operating budget of \$667 million. He became Deputy Commander in April 2003.

Born in Charleston W. Va., Mr. McClaugherty grew up in Delaware and Connecticut, and now resides in Westerville, Ohio. A retired Air Force Colonel with 30 years of military service, Mr. McClaugherty earned a bachelor's degree in History from Trinity College, in Hartford, Conn. in 1970, and a master's degree in Logistics Management from the Air Force Institute of Technology at Wright-Patterson AFB, Ohio, in 1979.

His 30-year career included an Air Staff tour in the Pentagon from 1983-1988 and the command of Johnston Atoll in the Pacific Ocean from 1989-1990. At the Air Force Logistics Center, Kelly Air Force Base, San Antonio, Texas, Mr. McClaugherty was the Engine Division Chief from 1990 to 1992, the Director of Commodities from 1992 to 1993, the Director of Propulsion from 1993 to 1994 and the Single Manager for Propulsion from 1994 to 1995. He served as the Director of Readiness and Business Operations at the Defense Supply Center Columbus from 1995 until his military retirement in 2000. For eight months in 1998 he was the acting DSCC Deputy Commander.

After his retirement from the Air Force, Mr. McClaugherty accepted the civilian position of deputy director of DSCC's Readiness and Business Operations Office, and in July 2002 became the office's civilian director. In this position, he was the principal staff advisor to the Commander and Deputy Commander on all aspects of inventory control point plans and operations. He was delegated authority to monitor, oversee, evaluate, and direct the efforts of principal staff elements and five major inventory control point directorates. He held this position until being named Deputy Commander in April 2003.

His military education includes attending Air Command & Staff College, Maxwell AFB, Ala., 1983; Industrial College of the Armed Forces, Ft. McNair, D.C., 1989; Defense Systems Management College, Ft. Belvoir, Va., 1993; Aspen Leadership Institute, Aspen, CO in 1997; and Leading Change & Organizational Renewal, Harvard Business School, May 2000. His civilian education includes attending the "Leadership for a Democratic Society" at the Federal Executive Institute in 2002.

His awards include two Defense Superior Service Medals, the Legion of Merit and the Airman's Medal for peacetime heroism as well as the Exceptional Civilian Service Award, the Meritorious Civilian Service Award, and the DLA Director's Award for Organizational Excellence.

#### Mr. Paul Peters, Deputy Assistant Secretary of Defense, Supply Chain Integrations

Paul Peters is the Deputy Assistant Secretary of Defense for Supply Chain Integration within the Office of the Assistant Secretary of Defense for Logistics and Materiel Readiness. In this capacity, he is responsible for development of logistics strategy and global supply chain management policy, and provides oversight for inventory management and distribution, logistics capability portfolio management, and development of logistics human capital strategies. He assumed his current position in January 2010.

Mr. Peters previously served in key positions with the Defense Logistics Agency as the Deputy Director for Logistics Operations and Readiness, Deputy Commander of the Defense Distribution Command, Director of the Defense Reutilization and Marketing Service, and Business System Modernization Program Manager. In these positions, he was responsible for overseeing and providing a full range of forward and reverse logistics services to combatant commands, military services, and other federal and state agencies around the world. Under his leadership, the reengineering of Defense disposal processes to address national security risks and vulnerabilities was accomplished; the assessment and improvements in the inventory management and process controls for nuclear weapons related materiel were established; and the acquisition, development and implementation of DLA's primary business transformation program utilizing Enterprise Resources Planning commercial-off-the-shelf software were successfully completed.

Mr. Peters' 25 years of federal service also include assignments with the Navy and Air Force. His Navy assignments include roles as deputy program manager for NAVSUP's One Touch Support Program; a limited term appointment as executive director of DASN (CP&EEO) Human Resources Operations Center leading the reengineering of the human capital business model; director of SUP21 Reengineering Office managing the SMART Enterprise Resources Planning program through software selection at Naval Supply Systems Command; and Executive Director of NAVSUP's Fleet Industrial Supply Center, Norfolk, Va.

His Air Force experience includes assignments with the Air Force Audit Agency; HQ AFLC Logistics Modernization Systems program analyst; HQ Air Force Materiel Command Depot Maintenance Management Information System Office chief; Programmed Depot Maintenance Scheduling System Program manager; Joint Logistics Systems Center Directorate of Maintenance Business Office chief; and leader of JLSC Commander's Action Group. He also represented the deputy undersecretary of defense for logistics in the Joint Chiefs of Staff for Logistics office.

Prior to entering Federal Service, he was a corporate auditor and tax accountant with Arthur Andersen & Company. Mr. Peters graduated from Wright State University with a Bachelor's Degree in Accountancy, passed the Certified Public Accountancy exam, and is Level III and Level II certified in program management and communications-computer systems, respectively. He completed the Federal Executive Institute residential "Leadership for a Democratic Society" Executive Development Program. He has received the DLA Exceptional, Meritorious, and Superior Civilian Service Awards, twice received the Navy Meritorious Civilian Service and Air Force Exemplary Civilian Service Awards. He has received the 2004 DLA Top Ten Employee Award and was twice recognized as a Top 100 Federal Executive. Mr. Peters was selected for membership in the Senior Executive Service in 2006.

#### **BG Darrell Williams, USA, Commander, DLA Land and Maritime**

Brigadier General Darrell K. Williams, USA, assumed Command of Defense Logistics Agency (DLA) Land and Maritime in Columbus, Ohio on September 24, 2010. He oversees the end-to-end integration of DLA's Land and Maritime Supply Chains delivering repair parts to all Military Services. He directs the efforts of over 3,100 associates at 54 locations worldwide, to include 10 detached DLA Depot Level Reparable and Supply Storage and Distribution units; meeting the supply requirements at Army Depots, Naval Shipyards, Marine Corps Logistics Centers and deployed units. DLA Land and Maritime's core functions include purchasing material, monitoring inventory levels, maintaining technical data, and assuring quality conformance of over 2.1 million spare and repair parts. In 2010, DLA Land and Maritime sales exceeded \$5 billion and its procurements were \$3.9 billion.

A native of West Palm Beach, FL, General Williams came to Land and Maritime from Headquarters, United States Pacific Command (USPACOM), HI, where he served as Director of Logistics, Engineering and Security Assistance. Assignments prior to USPACOM were as Executive Officer to Army Deputy Chief of Staff, G4 (Logistics) and Brigade Commander, 3d Sustainment Brigade, Fort Stewart, GA. General Williams earned a Bachelor of Arts degree in Psychology from Hampton Institute, Hampton, VA, where in 1983 he was also commissioned a Second Lieutenant in the Army Quartermaster Corps. He is a graduate of the Army Command and General Staff College and School of Advanced Military Studies, Fort Leavenworth, KS where he earned a Masters degree in Military Arts and Sciences. As a Distinguished Graduate of the National War College, Fort McNair, Wash, D.C., he also holds a Masters degree in National Security and Strategic Studies. General Williams further holds a Masters degree in Business Management (Logistics) from The Pennsylvania State University, State College, PA. General Williams has commanded units at the company, battalion, brigade and enterprise levels and has served in key logistics staff positions at the tactical, operational/joint, and strategic levels. His assignment to continental U.S. and overseas duty locations include: Fort Bragg, NC; Fort Lee, VA; Fort Stewart, GA; Fort Leavenworth, KS; Pentagon, Wash D.C.; Korea; Germany and Hawaii. General Williams has also deployed to Kosovo, Kuwait, and Iraq in support of national military operations. His awards and decorations include the Defense Superior Service Medal, Legion of Merit (2 OLC), Bronze Star Medal (1 OLC), Defense Meritorious Service Medal, Meritorious Service Medal (2 OLC), Army Commendation Medal (5 OLC), Army Achievement Medal (1 OLC), Combat Action Badge, Parachutist and Parachute Rigger badges.

# BATTELLE HALL

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Cherokee Information Services, Inc. 613 HEICO 725 Survitec Group 707
Concord Components, Inc. 708 Herndon Products, Inc. 622 Tactical & Survival Specialties, Inc. 625
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DLA Defense Finance and Accounting MTP Drivetrain Services 814
Services 627 Navistar Defense 406

#### **EXHBITOR**

**BOOTH** 

#### Accusonic Voice Systems

726

Incorporated in 1992 AVS is a world-class developer and manufacturer of tactical communications ancillaries. AVS maintains a QPL for 3inch and 4inch tactical speaker drivers and is only one of two companies within the United States that maintain this qualification. Speaker solutions from AVS are designed to be rugged and to meet and exceed the strict requirements of MILSTD-12606 and Mil 12632D.

AEG GROUP 511

Small Disadvantaged Business - System Integrator for Motorola, Cambium and Larsen communication systems

AGH INDUSTRIES 611

Since 1971, A.G.H. Industries, Inc., a SDVOSB, has provided an assortment of products for the Department of Defense and other end users. Our excellence in project management and build-to-print manufacturing is controlled through our ISO 9001:2000 system.. Our 20.000 sq. ft. office and manufacturing facilities are located in Fort Worth, Texas

Allswell Supply Co. 816

Allswell a provider of green supply chain products introduces the new the Pallet WrapZ. The PWZ takes the place of plastic stretch wrap when shipping on pallets. The resuable wrap is safer and stronger than plastic film and initial testing has shown it to last for 18 months or more. Industry clients include Coke, Safeway foods, Menard's, Jepsen a div. of Boeing and others. Look at http://www.palletwrapz.com to see a 40 second video of it being installed. One person, no tools, fast, easy simple. Repeat.

AM General 317

AM General, LLC, designs, engineers and produces military and special purpose vehicles including the military Humvee. Other work includes worldwide parts distribution, training, engineering services and engine and transmission manufacturing.

American Innotek, Inc 715

For the safe containment of human waste, Brief Relief stands alone. Its patented products protect the health and safety of today's mobile workforces – those in emergency response, government and military markets, to those with no access to traditional restrooms. Brief Relief products meet all environmental standards and provide a clean, portable, private and portable field lavatory solution for men and women. Brief Relief: Does its job, so you can do yours. See us at Booth 715

Aqua-Chem 717

Aqua-Chem provides system integration solutions for Water Purification to produce fresh water for America's Warfighter. Our processes include: engineer, design, manufacture and test and repair parts supply for Water Purification Systems. We are an ISO9001 certified facility. Located in Knoxville, Tennessee providing low risk of product delays due to inclement weather and long transport times. Conveniently situated at the intersection of interstate 40 and 75, minutes from McGhee Tyson Airport, an active rail spur into the plant and ready access to the Tombigbee Waterway.

Argo Turboserve Corporation (ATC) 711

Founded in 1982, ATC's Marine & Industrial Division serves the US Navy and commercial marine markets. We are a genuine factory spare parts distributor for Dresser-Rand, General Electric, Dewey

Electronics, and many other marine and electrical OEM's.

#### **Aurora Bearing Company**

**407** 

Leading supplier of bushings, rod ends and spherical bearings to the Aerospace and Land Vehicle markets. MIL-B-81820 approved. Small Business

AVIALL 813

Aviall is headquartered in Dallas, Texas. As one of the world's largest providers of new aviation parts and related aftermarket operations, Aviall markets and distributes products for more than 235 manufacturers and offers approximately 2,000,000 catalog items from 40 customer service centers located in North America, Europe, and Asia-Pacific. Aviall provides maintenance for aviation batteries, wheels and brakes, as well as hose assembly, kitting and paint-mixing services. The company also offers a complete set of supply chain and logistics services, including order processing, stocking and fulfillment, automated inventory management, and reverse logistics to OEMs and customers. Aviall works with Government customers to transform current supply chain management practices by combining its proven commercial best practices with efficiently implemented Federal Acquisition Regulation (FAR) compliant processes. From our AS9100registered central distribution center in Dallas, to customer service centers around the world, Aviall is committed to supplying the right part at the right time.

B.R. Williams 327

BR Williams is a Logistics company that has been in continuous operation since 1958. We focus on providing Transportation, Warehouse/ Distribution, and Brokerage/LTL services to the 48 contiguous states and Canada. Other specialties include Mil Spec Packaging, Kitting, Program Management, Inventory Control, as well as Crate Manufacturing for the defense, industrial, and automotive sectors. Our assets include over 175 tractors, 500 trailers, and over one million square feet of facility space.

#### Benchmade Knife Company

328

For over two decades, Benchmade has been designing and manufacturing the world's finest tactical knives and edged tools. Our products are developed and tested for extreme duty and are the preferred cutting tools for Elite Military Troops and Public Safety officers around the globe. Proudly made in the USA. www.benchmade.com.

#### Bijan's Protective Equipment, Inc.

318

BPE-USA stands for 25+ years of experience in creating high performance protective gear, combining high quality materials with superior workmanship - made in USA! We are best known for our knee & elbow pads which we have been supplying to the U.S. Army for over 12 years. Military & Defense, Industrial & Construction, Health & Medical as well as Sports & Outdoors are the main industries we cater to - with our own products as well as contract sewing projects for third parties.

#### Brighton Cromwell, LLC

306

Brighton Cromwell is a leading supply chain integrator. With our proprietary system SEDNA, we have become a leader in Program Management, Kitting, Distribution, and Custom Manufacturing.

Capitol Supply

417

In 2011, Capitol Supply celebrated its 28th year of providing outstanding customer service and lightening-fast delivery. Capitol Supply has sold and delivered goods on every continent. Our fully

automated systems ensure that your order will be accurate and delivered quickly. Our helpful customer service staff ensures that your experience with Capitol Supply will be a positive one. Outstanding customer service and reliability has been the cornerstone of our business for the last 28 years.

#### Chase Supply Inc.

727

Chase Supply, Inc. is a woman owned and certified small business that was established as a Virginia based corporation in 2000. We specialize in products, assembly, and manufacturing with emphasis towards the DOD and commercial marine industry in the Virginia tidewater area and nation wide. We supply a variety of leading brand components with superb quality. We pride ourselves on our attention to customer service and on time deliveries.

#### Cherokee Information Services, Inc.

613

Cherokee provides comprehensive support services in the areas of: Acquisition and Contracting; Information Technology; Logistics Management; and Enterprise and Program Management. Cherokee has been assessed at CMMI Level 2

#### Concord Components, Inc.

708

Concord Components, Inc. is a small business supplying hard to find and obsolete integrated circuits, passive and electro-mechanical components to the U.S. Government and commercial clients.

#### **Control Solutions LLC**

718

Control Solutions LLC is a privately-held innovative electronic design and manufacturing company, focusing on three markets; commercial controls, medical therapy applications, and military systems. See our line of commercial-based motor controllers, battery chargers, and subsystem components that can be integrated into many custom solutions.

#### **Crestwood Technology Group**

505

CTG is a Woman Owned - Small Business that stocks obsolete and hard to find parts. www.CTG123.com is a free website with a Free Part Locator and Free Rapid Quote System that makes finding parts and receiving instant quotes easier than ever before.

#### Dayton T. Brown, Inc.

705

DTB is an A2LA and NVLAP\* accredited laboratory in accordance with ISO/IEC 17025 requirements and is ISO 9001:2008 registered. We stand apart from the rest by providing a full spectrum of engineering and testing services that your project needs, with the innovation, integrity and dependability that you deserve; all under one roof. \*Please refer to our website for testing covered under our scopes of accreditation.

#### **DU Technologies**

innovative technology.

624

EnerSys

EnerSys, the global leader in battery manufacturing, offers complete stored energy solutions. Our military ground vehicle, aircraft, ship, submarine, and weapons systems batteries are known for their superior quality and

#### Parker Chomerics & Foxtronix, Inc.

606

Please visit our booth which will have factory representatives; Joe Butler, Brian Hantzis, Doug Marino and Chris Sweeney president of Foxtronix, Inc. "National Geared for Growth Top performer in 2011".

#### **Garrity Tool Company**

316

Garrity Tool Company is a contract machining company specializing in precision component parts and assemblies. GTC is ISO 9000, AS9100, and ISO13485, ITAR Registered, and Nuclear Compliant. GTC has extensive experience with DOD contracting both directly with DOD bases and facilities as well as sub contracting to the Primes. We pride ourselves with delivering "quality on time!"

#### **General Dynamics Land Systems**

507

General Dynamics Land Systems is a global leader in the design, development, production, support and enhancement of tracked and wheeled military vehicles for the United States and its allies. Our team is focused on continuous process and productivity improvements that reduce product costs, while increasing troop safety and effectiveness.

#### **GTA Containers Inc**

308

#### HEICO

725

HEICO Corporation is a successful and growing technology-driven aerospace, industrial, defense and electronics company. For more than 50 years, HEICO has thrived by providing customers with innovative and cost-saving products and services.

#### Herndon Products, Inc.

622

Herndon Products believes innovative supply chain solutions can be customized to fit the individual needs of our customers on a global basis. This belief is demonstrated on a daily basis as Herndon Products designs and fulfills customer-driven supply chain management solutions from supplier development through delivery to the bin.

#### **Howco Distributing Co**

413

#### Jamaica Bearings Group

415

Logistics Experts for Bearings, Belts, Seals, Gaskets, Pumps, Motors, Chain and related products. Experts in on-site Inventory and Crib Management.

#### **JIT Military Sales**

721

JIT Military Sales is an 8a, Native American, Woman Owned, Small Disadvantaged Business that distributes Mil-Spec Hardware, Electronic Components and MRO/Industrial Supplies.

#### **Lockheed Martin**

506

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 126,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's 2010 sales from continuing operations were \$45.8 billion.

#### Logistics Insight Corporation (LINC)

326

LINC is a leading provider of custom-developed, third-party logistics solutions that allow our customers and clients to reduce costs and manage their global supply chains more efficiently. Many of our services are essential to the successful operations of our customers' production processes. We offer a comprehensive suite of supply chain logistics services including value-added, transportation and specialized services through our team of subsidiaries.

Marvin Engineering

412,414

**NSN-NOW** 411 Database of Logistic, cross reference, technical information on 14 million National and NATO stock numbers. Value Added Network

Marvin Engineering is a leading manufacturer of missile launchers, bomb racks, aircraft pylons and test equipment. Included in their product line are AMRAAM, Maverick and Sidewinder Rail Launchers, M272 and M299 Hellfire and Longbow Launchers and a variety of other Alternate Mission Equipment.

#### Ohio Gasket & Shim

513

**Military Logistics Forum** 728 Military Logistics Forum is the magazine of acquisition, logistics and program management. The magazine focuses on the technologies, processes and support systems enabling the transformation of military forces.

OGS Industries is a manufacturer of custom metal stampings, brackets, precision shims and metallic and non-metallic gaskets. From short run prototyping to full production runs and Kanban inventory management, OGS has the expertise, the Quality Systems and the capabilities to meet your specific requirements.

#### **MTP Drivetrain Services**

814

MTP Drivetrain Services is a small business that specializes in remanufacturing drivetrain components (engines, axles, transmissions) for military tactical vehicles. MTP offers both immediate exchange and custom re-manufacturing programs to U.S. military organizations and other NATO allies. The technical expertise, quality track record, and breadth of drivetrain systems experience places MTP Drivetrain Services in a unique position to remanufacture the entire drivetrain - cost effectively.

#### **Ontario Knife Company**

616

Ontario Knife Company is an American manufacturer located in Franklinville, NY, USA. Manufacturer of OKC3S Marine, M7 and M9 Bayonet; ASEK Survival Knife System for Aviators. Supplyng our Military since WWII Machetes, Navy Knives, Survival and Combat Knives. Website: www.ontarioknife.com

#### Navistar Defense

Navistar Defense: To exceed your expectations by delivering the right parts at the right time at the right price to your location 100% of the time, to enable you to complete your missions. A global distribution network combined with a supply chain of more than 100 years of experience in servicing vehicles. Navistar Defense is an American-owned company.

Optima Batteries, Inc.

324

OPTIMA BATTERIES: Sealed, SPIRALCELL, pure lead/tin battery technology. Optima batteries are warfighter proven and have the highest power per pound of any lead acid battery. Optima batteries are high volume COTS products that cost less than comparable Mil-Spec batteries.

#### NDIA Membership Department

305

NDIA is America's leading non-profit Defense Association providing a legal and ethical forum for networking and knowledge exchange between the DoD, DHS, all branches of the US Military, and industry. NDIA has local chapters, divisions for corporate involvement, and numerous conferences and trade shows. Individual and Corporate memberships are available.

#### Oshkosh Defense

At Oshkosh Defense, we specialize in serving our military customers by designing, producing and sustaining a portfolio of best-in-class vehicles, components and logistics solutions. Since 1917, we have delivered more than 100,000 tactical and armored vehicles for a full range of missions in the most challenging terrain. We stand behind all of our products by offering full life-cycle sustainment and services including fleet maintenance and modernization, operator training, technical training, logistics and parts support. Altogether, we provide an integrated approach to achieving the highest levels of performance in support of our customers' missions.

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#### Otis Technology

Otis Technology is the industry leader in firearms cleaning systems and accessories and is known for manufacturing the most advanced gun cleaning systems available. The superior Breech-to-Muzzle® design, combined with unmatched USA made quality has positioned Otis as the gun care system of choice with the US Military, Hunters, Shooters and Law Enforcement personnel Worldwide. Otis Technology is SMART GUN CARE.

#### Noble Sales Co., Inc.

724 Founded in 1982, Noble Supply & Logistics is a woman-owned small business that provides organizations with competitive pricing, worldwide delivery and mission critical support. Noble supports and supplies all DOD, Federal, state and local government agencies with products and services they need to complete their essential objectives. At Noble, your mission is our duty

#### R & B ELECTRONICS, INC. 314

We are a manufacturer of electro-mechanical assemblies such as grounding assemblies, connector accessories, diode assemblies, resistor assemblies, grounding jumpers, flexible bus bars, terminal links, terminal boards and covers. Small aircraft engine parts and other small cnc parts

#### **Rockwell Collins**

Rockwell Collins' integrated support solutions are uniquely tailored to maximize long-term supportability and reduce life cycle costs. We have an established 24/7 support capability, with over 80 worldwide locations, and 3,200 dedicated employees. Solutions are quickly deployed to support our customers where and when they need it, enabling mission success.

#### Saft America, Inc.

Saft is a world specialist in the design and manufacture of high-technology battery systems for military, space and industrial applications. Militaries around the world depend on Saft's reliable, light-weight rechargeable & primary lithium batteries to provide mission critical power for a variety of applications including, hybrid electric combat vehicles, fighter aircraft, soldier-to-soldier radio communications, satellite positioning systems and underwater applications.

SAIC 311

SAIC is a FORTUNE 500° scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy & environment, health and cybersecurity. With our logistics offerings, including supply chain management, product support, and logistics systems and technology, SAIC provides affordable readiness and operational availability at the lowest lifecycle cost. SAIC: Science to Solutions°

SimplyRFID 612

Peel-Stick-Ship. SimplyRFID is the premier provider for DoD Shipping solutions. More than 2,000 DoD suppliers use SimplyRFID for their RFID, UID, and shipping needs. RFID problems solved Next-Day from \$1.

#### SPX Service Solutions 713

SPX sets the industry standard for advanced technology tools. SPX offers its government customers ready-to-implement solutions - from problem analysis, tool development and production through logistics. SPX's extraordinary resources and expertise make SPX a truly global resource.

#### Starwin Industries,Inc 325

We provide various government facilities as well as the commercial aerospace, and automotive industries with precision manufactured composite or metal components. We manufacture radomes and other aircraft components. We do precision machining and produce prototype or short production run parts. We can also reverse engineer existing components. We work in metals from aluminum and magnesium to cast iron, tool steel, titanium and high temperature exotics, as well as Fiber Reinforced composites.

#### SupplyCore, Inc. 405

SupplyCore is a highly adaptable, integrated logistics solutions company, providing key support services to U.S. and international organizations in at-risk environments and remote regions. With 25 years of expertise working with government and military and a strong track record in dependability and quality customer support, we provide support globally.

Survitec Group 707

Survitec Group is the world leading supplier of Pilot Flight Equipment (PFE), designing and supplying the latest generation PFE for the F-35 and Eurofighter. The market leading AGILE® range of PFE is a fully integrated yet modular clothing system designed to improve pilot performance and operational effectiveness. AGILE® offers Low Burden, 'off-the-shelf' solutions with Integrity and Quality Assurance proven by In-Service Performance.

#### Tactical & Survival Specialties, Inc. 628

TSSi is dedicated to the support of military, law enforcement, and disaster response professionals worldwide, by providing mission-focused, time-sensitive, value-added equipment and logistics services solutions,

delivered with uncompromising integrity. We are a Service-Disabled Veteran-Owned Small Business and hold the following contracts: Tailored Logistics Support, GSA, DOD EMALL and NASPO H.I.R.E.

#### Terex Corporation

Terex Corporation is a diversified global manufacturer of a broad range of equipment that is focused on delivering reliable, customer-driven solutions including the construction, infrastructure, quarrying, shipping, transportation, refining, energy, utility and manufacturing industries. Terex reports in five business segments: Aerial Work Platforms; Construction; Cranes; Material Handling & Port Solutions; and Materials Processing.

#### The Baltimore Auto Supply Company

312

The Baltimore Auto Supply Company is a small woman owned business supplying automotive parts, tools & industrial equipment, maintenance chemicals, shop supplies and niche items such as tire chains for cars, trucks, military and law enforcement vehicles. We specialize in supplying new repair parts and supplies for large government and commercial fleets.

#### The Ulven Companies

706

The Ulven Companies are a growing group of four companies that has been serving the military, defense and aerospace industries for over 40 Years. With our open and closed die forgings, no bake steel sand castings, cnc machining, and rigging, we supply the Warfighters with many vital NSN's. We are proud to be serving our men and women at war with our 100% USA manufactured product to help bring them home safe.

#### TW Design & Manufacturing

626

We manufacture THOUSANDS of parts for HUNDREDS of customers. Precision CNC turning and milling, broaching, and assemblies. A small business proudly serving Military, Industry and Distributors. Come see us at BOOTH 626

#### UPI Manufacturing 618

UPI is a Native American & 8(a) certified owned company. From Transparent Armor to Fiberglass Doors to Sophisticated 3-D Components, in quantities from two to two million, UPI has the ability to provide a vast array of Weapon Platform Components. As Modern Warfare continues to evolve. UPI is evolving with it. UPI observes the motto "Deeds. Not Words". They are Motivated by Patriotism, Empowered by God and Committed to Victory. UPI is dedicated to serving the United States War-Fighter.

#### URS 714,716

The EG&G Division is a leading provider of management and technical services to the U.S. government. Our staff of more than 12,300 employees provides program management, systems engineering and technical assistance, and operations and maintenance services to a variety of federal agencies, primarily the Departments of Defense.

#### W. W. Williams Logistics

32

Williams Logistics provides products and services applying our expertise in engines, transmissions and vehicle maintenance. Our services include technical on-site support, warehousing & logistics, locating hard-to-find parts, kitting products, and engines, transmissions, and vehicle overhauls.



Accenture is a global management consulting, technology services and outsourcing company, with more than 246,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$25.5 billion for the fiscal year ended Aug. 31, 2011.

# The Distributor That Buyers Trust<sup>5M</sup> Crestwood Technology Group WWW.CTG123.com

Crestwood Technology Group (CTG) combines the broadest selection of obsolete and hard-to-find electronic components, hardware, semiconductors and other parts with unparalleled in-house testing capabilities and a team of knowledgeable professionals that create customized solutions to fit each customer's specific needs. CTG has built a strong reputation as an advocate for quality control and is a leading voice in the fight against counterfeiting.

This begins with a foundation of strict quality assurance of all inventories in accordance with certified ISO 9001 quality procedures, including compliance with AS 9120 and ANSI/ESD-S20.20. CTG is also CCAP-101 Certified and ASA-100 Certified.

CTG has a proven track record as an approved and qualified supplier to organizations with the most stringent quality standards, including the United States Armed Forces and major companies in the Aerospace and Defense, Biotechnology, Telecommunications, Medical, Marine, and Commercial and Industrial Manufacturing industries. CTG is committed to 100% customer satisfaction through proven quality assurance and "on time, every time" delivery of certified authentic parts and equipment from inventories that are new, in stock, factory-fresh, immediately available and ready to ship.

CTG is a woman-owned small business that has received the Boeing Silver Performance Excellence Award every year since 2008, and was named Lockheed Martin Small Business of the Year in April 2010.

CTG's Rapid Quote and 24/7 Inventory Search features enable o clients to meet their urgent and critical component and equipment needs. For more information, please visit www.CTG123.com.

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