

NDIA Delaware Valley Chapter NEWSLETTER



PRICE Systems, LLC
17000 Commerce Parkway Suite A
Mt. Laurel, NJ 08054

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From the Chapter President



I hope you had a great summer. The Chapter was very active and I enjoyed seeing many of you at the four events we hosted this year. On April 23, several board members hosted local area ROTC cadets, midshipmen and their commanders for our annual NDIA ROTC Awards. ROTC units from local colleges and universities nominate one cadet or midshipman each to receive an award for outstanding performance in officer training, for maintaining a high stan-

dard in academic achievement and leadership, and for displaying exceptional interest in all matters pertaining to defense preparedness and national security. From those selected to receive the ROTC Awards, the NDIA ROTC Awards Committee chooses one nominee to receive the Ross Award. Every cadet and midshipman honored were outstanding individuals with great achievements looking forward to a rewarding careers. The Ross Award winner was Christopher Smith, a Navy ROTC midshipman from Villanova University. It was a great day.

There was standing room only at our annual Membership Meeting on June 4th at the ACIN Technology Center in Camden, NJ. The event theme was Weapon Systems Affordability. Those who attended enjoyed presentations from several local area leaders and saw a few outstanding individuals honored with NDIA awards. More on the event can be found in an article in this newsletter.

A great time was had by all when ninety golfers gathered for our annual Golf Event on August 9th. It was a very successful event and the funds raised through sponsorships and green fees enable our Chapter to continue our ROTC scholarship activity and other defense related activities in our community. Read more about the event later in this issue.

Finally, on September 21st we co-sponsored an event with the America Israel Chamber of Commerce (AICC) entitled, "Security and Defense Technology ...Where Israeli Innovation Meets the Global Marketplace". Over fifty attendees enjoyed presentations from local and Israel-based companies followed by lively question and answer session that continued during the post-event reception.

During the fall and onset of winter your board of directors will be planning events and activities for 2011, so please send me your ideas. We are interested in what interests you, and we welcome involvement in Defense and Science, Technology, Engineering and Mathematics (STEM) activities. You can reach me at Anthony.DeMarco@PRICESystems.com

OUR WEBSITE HAS RECENTLY CHANGED:

<http://www.ndia-dvc.org/>

**PLEASE CHECK OUT PAST EVENTS
AND PHOTOGRAPHS ON THE WEB
SITE.**

**It is a Great resource to stay in the loop
with past and present events.....**

Join our Chapter on **LinkedIn**

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Chapter Company Member Profile



Day & Zimmermann's

Day & Zimmermann's 24,000 employees provide industrial, defense and workforce solutions to a broad base of commercial and government customers. Operating from more than 150 worldwide locations with 2.2 Billion USD in revenues, the Day & Zimmermann family of companies is currently ranked as one of the largest private companies in America by Forbes and is a former winner of the U.S. National Family Business of the Year award. Founded in 1901 and headquartered in Philadelphia, PA, Day & Zimmermann companies today provide engineering, construction and maintenance services, and staffing services to the commercial and government sector, and munitions products, security, logistics, equipment maintenance and facilities management services to the Department of Defense, other government groups and defense industry contractors. For more information, visit <http://www.dayzim.com>.

Chapter Board Member Profile



Larry G. Fanning, Executive Vice-President

Larry joined Day & Zimmermann in 2001 and has an extensive background in the defense industry working over 28 years with D&Z, Honeywell, Alliant Techsystems (ATK) and Price Waterhouse in various business development and operational assignments. As Executive Vice-President for Day & Zimmermann, Inc., Larry Fanning is responsible for the marketing and business development in two major business groups with a \$600M business portfolio including munitions products, logistics, security, and base operations. He is a board member of D&Z's American Ordnance Joint Venture.

As Vice President of International Operations for ATK, he managed ATK's joint venture in Ukraine from July 1995 until July 1999. After completing the Ukraine assignment, Larry consulted independently for major European construction companies working in the Balkans, and subsequently with PriceWaterhouseCoopers Consulting in its Washington Practice.

Larry is a retired Colonel with the U.S. Marine Reserves and a graduate of the U.S. Naval Academy. He has a Masters Degree in Business from Loyola College of Baltimore.

From the Editor

What do you think of this newsletter? How can it be improved? Do you want your company profiled in a future issue? Would you like to contribute a feature article in a future issue? Send me your feedback and suggestions so that we can improve this publication with each issue.

skeenan@aqi.com

MEMBERSHIP

Spread the word! Do you know industry partners that are not already members of NDIA? Let them know about our great association. Invite them to the upcoming luncheon. This will be an easy and convenient way to join and take advantage of all the great things NDIA has to offer. NDIA's Annual Membership Appreciation event is in the planning stages. Last year's event was held at the Scotland Run Golf Club in Williamstown, NJ and was a huge success. You can see pictures of this and other past events at our website <http://www.ndia-dvc.org/>

NDIA-DVC Golf Outing is an Ace-in-the-Hole for ROTC Scholarships

Bob Coates – 1st VP NDIA-DVC

On August 9, 2010 the Delaware Valley Chapter held their annual golf outing at Scotland Run in South Jersey. The event enables business networking and team building among 4-somes, with the ultimate goal of fundraising with all the proceeds going to college scholarships for the finest ROTC candidates in the Delaware Valley.

This year's event was held under spectacular weather conditions, albeit a little warm, but that enabled a successful beverage cart! We had our first international participants from Sweden and Wayne Hall of AGI joined the hole-in-one club. 20 teams battled with the 1st place team from AGI coming in at -15. Prizes were received by all participants and the culmination of the day was Susie Swider of AGI winning a 40" LCD TV.

Next year the annual NDIA-DVC golf outing is moving to Tavistock Country Club in Camden County New Jersey. This private club located near Haddonfield, NJ underwent a complete restoration in 2006 and the course is spectacular. The date of the outing is projected to be August 1, 2011...SO SAVE THE DATE! Also please consider a sponsorship for this event!

TV Winner Susie Swider



Wayne Hall—Hole in "1" and closest to the pin winner



Chris Frantz—winner longest drive



Gocial family visiting from Sweden



Generic Team



Generic team—Earl Grimm (Club Maker)



Annual Membership Meeting Event



On June 4th, 2010 your Chapter Board of Directors hosted our Annual Membership Meeting. Over eighty attendees enjoyed presentations by local business leaders and saw a few outstanding individuals honored with NDIA awards. The event was held in the lovely conference rooms of the ACIN Technology Center in Camden, NJ, overlooking the Delaware River with the Philadelphia skyline in the background. ACIN is America's first small business accelerator dedicated to severing the US Department and Department of Homeland Security. Established in 2001, the mission of ACIN is to identify small business and technologies that make information delivery faster, more secure and more flexible. Tony DeMarco, Chapter President, opened the event by welcoming the guests and describing the program focusing on Defense Acquisition Reform and Weapon Systems Affordability. Next, Ed Celliano, ACIN General Manager, presented the ACIN business accelerator initiatives and described the technologies pioneered by ACIN member companies. The presentations that followed are summarized below

Tony Corwin, Blank Rome Impact of the 2009 Weapon Systems Reform Act (WSARA) to Defense Contractors

Signed into law just over one year ago, WSARA made significant changes to the acquisition and cost control processes for Major Defense Acquisition Programs, strengthening the regulations against cost over-runs and providing more structure within the Pentagon to manage these major programs. General Corwin look4r at both the legislative language as well as its implementation within DoD to determine whether WSARA has met its expectations over the past year.

Carmen Valentino, Vice President, Future Surface Combatants, Lockheed Martin Affordability Engineering at Lockheed Martin

Carmen Valentino presented an approach to ensuring engineering affordability. Lockheed Martin is able to deliver proven technologies to the warfighter that align to the government's affordability goals by promoting open-standards

and strategic supplier partnerships.

Karen Wilson, Director, Acquisition and Industrial Base Policy Government Operation, Boeing Acquisition Reform and Affordability at Boeing

Karen Wilson discussed the complexities in Defense acquisition process, and the integrated systems approach that Boeing has developed to deal with these challenges. She presented examples of the six sigma process that was successfully employed. Karen concluded with suggestions for how to thrive in this new environment of constant change and complexity

Congressman Rob Andrews, NJ 1st District and Panel Chairman—Keynote Address

Each guest speaker presented important facts about WSARA, how their companies are addressing the Defense Departments affordability concerns, and how each one of us will be affected by acquisition reform initiatives. The keynote address by Congressman Andrews was especially captivating, as he related stories of how local technology was at work in our battles overseas, and of his efforts in Washington to help the warfighter.

We wrapped up the event by presenting three awards to outstanding individuals with great accomplishment in the Chapter. The awards are summarized below:

Henry S. Rothrock Distinguished Service Award

This award is in memory of Henry S. Rothrock, a long-time member and emeritus member of the board of directors of the Delaware Valley Chapter and its predecessor organizations. The award is presented periodically to a senior individual who has demonstrated strong support for defense and/or industrial preparedness. This award was presented to John I. Ykema, P.E. Mr. Ykema is Vice President and Chief Technical Officer of L-3 SPD Electrical Systems. He is responsible for the technical review and oversight of development programs and for the evaluation and marketing of SPD's technical program capabilities. He is responsible for the evaluation of technology trends in the industry and their impact on SPD's strategic initiatives.

C. Jared Ingersol Liberty Bell Patriots Award

This award is in memory of C. Jared Ingersol, a Philadelphia industrialist and one of the founders of the Delaware Valley Chapter and its predecessor organizations. The award is presented periodically to a relatively junior individual who has demonstrated strong support for defense and/or industrial preparedness. This award was presented to Tyler Moler. Tyson works for a small business, GoAhead® Software, and was instrumental in promoting open-standards across the defense industry. His efforts have helped bring proven technologies to the warfighter, while enhancing af-

fordability and competition. Tyson has briefed multiple levels of every service branch on affordability and open standards, including RDML Benedict. He has helped both PEO-C4I and PEO-IWS develop cost savings approaches in their acquisition plans, held training sessions for Navy Lab personnel, and hosted multiple service sessions to help promote open requirements across the defense industry. Tyson has also supported his community through volunteer work in both Big Brother/Big Sister and Youth Soccer.

The John C. Jones Award

Finally, the National Defense Industrial Association (NDIA), Delaware Valley Chapter, recognized Congressman Rob Andrews for his outstanding support of the defense industry with our highest honor, the Jones Award. The award is named after John C. Jones, the first Chief of the U.S. Army Philadelphia Ordnance District established in 1918. Mr. Jones accomplished the herculean task allotted to the district which was a direct a blow to the Prussian Militaristic World Control hopes of the time. The Jones Award is presented periodically to an individual who is prominent at a regional, national, or international level for his/her support for a strong defense posture and robust industrial base capabilities.

Congressman Andrews was singled out for his work on the House Armed Services Committee, his support for our troops, his sponsorship of the ACIN defense focused business incubator, and his support of the local defense industrial base. The approval vote by the board of directors was unanimous.

Previous Jones Award recipients included Cong. Curt Weldon, VADM Joseph Metcalf, LTG Robert Forman, USA, and General Curtis LeMay, USAF.

Please check the website and newsletter for details on next year's Membership meeting.

For Additional Photo's please remember to check out our Website.....



2010 Chapter Board of Directors Directory**President**

Anthony A. DeMarco
PRICE Systems, LLC
anthony.demarco@pricesystems.com

1st Vice President

Robert Coates
L-3 Communications
Robert.coates@L-3com.com

2nd Vice President

Juan Penalver
Lockheed Martin Corporation
juan.penalver@lmco.com

Secretary/Treasurer

Amanda Tartaglione
PRICE Systems, LLC
amanda.tartaglione@pricesystems.com

Directors

Alan J. Criswell
American Competitiveness Institute
criswell@aciusa.org

James A. Donahue
Defense Solutions
Donahue@ds-pa.com

Larry G. Fanning
Day & Zimmermann
Larry.fanning@dayzim.com

Brian S. Gocial
Blank Rome LLP
gocial@blankrome.com

Joseph C. Hare
Rhoads Industries, Inc.
jhare@rhoadsinc.com

Thomas Harris
Valley Forge Scientific, LLC
tbharrisphd@gmail.com

Jerry Luccarella
The Boeing Company
Jerry.j.luccarella@boeing.com

Jane Lowenstein
JanBara & Associates
jlowenstein@janbara.com

Mark G. Mortenson, ESQ.
General Resonance
mort5@earthlink.net

John J. Mulhern
Fels Institute of Government
University of Pennsylvania
johnjm11@verizon.net

D. Douglas Peel
Philadelphia Shipyard Development Corporation
dpeel@psdc.us

Daniel J. Rhoads, Jr.
Rhoads Industries
d2@rhoadsinc.com

Thomas U. Seigenthaler, RADM
NDI Engineering Company
tseigenthaler@ndieng.com

William J. Swahl
Colony Consulting
b.swahl@comcast.net

Francis M. Walton
NDI Engineering Company
fwalton@ndieng.com

Paul Welsh
Analytical Graphics, Inc.
welsh@agi.com

Joe Welsh
Collegiate Consortium
josephpwelsh@collegiateconsortium.org

Corporate Members

Visit the web site to see a list of our Chapter Corporate Members:

<http://www.ndia-dvc.org/corplinks.htm>