



NATIONAL CONTRACT MANAGEMENT ASSOCIATION CAPE CANAVERAL CHAPTER

CHAPTER CHATTER

MARCH 2005

[HTTP://INTRANET.NCMAHQ.ORG/DEFAULT.ASPX](http://intranet.ncmahq.org/default.aspx)

Editor's Notes

BY LYNN GREENBERG

CALLING ALL FELLOWS!! Save the date-April 13-and join us at the April dinner meeting to welcome a fellow Fellow, our guest speaker, Tim Malishenko. Be on the lookout for your personal invitation to this special recognition event to honor the Fellows in our chapter.

See the National Education Seminar (NES) conference information and sign up today on the registration forms included for your convenience.

Golf is in May this year. See page 8 & 9 for more information and registration form.



December Workshop & Dinner

Workshop: 5:00 - 6:00 p.m.
Social: 6:00 - 6:30 p.m.
Dinner: 6:30 p.m.

Menu:

Baked salmon with creamy dill sauce & duchess potatoes accompanied by seasonal vegetable, house salad, rolls & butter, coffee, iced tea and dessert du chef.

A vegetarian meal is available - ask your POC.

Dinner Cost: \$14.00 for NCMA members, \$16.00 for nonmembers (no shows will be billed).

Please RSVP by no later than Friday, December 3rd to your POC or call Carolyn Lammermeir at 867-1288.

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March Dinner & Workshop Speaker

BY CATHY BRIGHT, VP PROGRAMS

Mr. Lenn Vincent, Vice President of Strategic Development, CACI International, Inc. will be our March Workshop and Dinner speaker.

His Workshop topic will be **"Leadership Challenge"**. Now more than ever there is a need for people to seize the opportunities that lead us to greatness. There are many myths surrounding leadership. One of the more popular myths is that "leadership is reserved for only a very few." A myth perpetuates each time someone asks, "Are leaders born or made?" Research has shown that leadership is an observable, learnable set of practices—leadership is everyone's business!



During dinner Mr. Vincent will discuss his views on **the need to integrate the acquisition environment and better link government and industry**. Additionally, Mr. Vincent has been nominated to be next NCMA National President-elect and will share with us **the status of NCMA and his views on the importance of our Association**.

At CACI Mr. Vincent is responsible for working with senior Department of Defense and Industry leaders to build long-term AMS relationships and to help identify solutions to acquisition, logistics, and financial management challenges. His strategic focus is an initiative to create an integrated digital environment that will extend the DoD's automated procurement system into industry and into the DoD program management offices, in addition to implementation and training strategies for new products and service.

At AMS he led a 130-member business unit responsible for the deployment and launch of government and industry procurement and

contract management software solutions. His acquisition business solutions profit center was responsible for implementing DoD's Standard Procurement System currently being used by over 23,000 procurement personnel and launch of a commercial contract management system for industry which was bought by The Boeing Company.

Prior to entering civilian life, Mr. Vincent completed a distinguished career in the United States Navy, serving at both sea and ashore. He has over 30 years of broad based and in-depth leadership and management experience in

Lenn Vincent

acquisition, supply chain management, logistics and financial management.

When he retired on August 1, 1999 at the rank of Rear Admiral, he was the Commandant, Defense Systems Management College (DSMC), where he led a graduate-level DoD College with a faculty and staff of 300 people and an annual budget of \$25 million. While in this position, he began an overhaul of acquisition education to include reform principles and technology based distance learning.

Prior to leading DSMC, Mr. Vincent had served as the Logistics, Ordnance and Fleet Supply Officer for Commander-in-Chief Pacific Fleet, where he established policy and coordinated logistics requirements to support supply chain operations in the Pacific Fleet and Indian Ocean.

Mr. Vincent was the Commander of the Defense Contracts Management Agency (DCMA), a diverse worldwide organization of

March Dinner & Workshop Speaker (Continued)

19,000 people responsible for administration and oversight of over 400,000 contracts valued at \$800 billion. Concurrently, he also served as the senior acquisition executive responsible for procurement policy within the Defense Logistics Agency (DLA).

His afloat tours included Supply Officer on both USS Pensacola (LSD 38) And USS Dixon (AS 37). Some of his other shore based assignments included: Assistant Commander for Contracts at the Naval Air Systems Command; Commander, Defense Contract Management Command International; Commander, Defense Contract Administration Services Region, Los Angeles; Di-

rector, Contracts Director at Navy Inventory Control Point, Mechanicsburg; Contracting Officer, SUPSHIP Bath, Maine; and Director, Contracts Navy Supply Center, Puget Sound.

Mr. Vincent holds a Masters in Business Administration from George Washington University.

He serves on the National Contract Management Association Board of Directors and Board of Advisors; Board of Directors Navy League National Capital Council; Board of Directors, NDIA Washington DC Chapter; Board of Visitors, Defense Acquisition University; member of AFCEA, AUSA, NDTA.

April Dinner & Workshop Speaker

BY CATHY BRIGHT, VP PROGRAMS

Mr. Tim Malishenko, VP of Contracts & Pricing for The Boeing Company will be our April Workshop and Dinner speaker. Mr. Malishenko's Workshop topic is **"Maximizing Value to Stakeholders - Contract Management within the Business Cycle"**.

Membership Corner

BY JEANETTE PLATT, VP MEMBERSHIP

Our total membership for the Cape Canaveral Chapter to date is 287 members.

We had seven new members join us in the January timeframe: Wayne Alvar, Karen Beaty, and John Wynn, all from Harris Corporation; Allanier Morris, Linda Stewart,

Sheryl Wolf, and Glen Woodard rounded it out to seven. Welcome to all!

If you need to renew your memberships, get on the NCMA website and update your membership and membership information. It's fast and easy!



National Education Seminar (NES)

BY DON ACKERMAN, VP EDUCATION

Please reserve Thursday, April 21, 2005 on your calendar for this year's NES. This should prove to be an excellent educational opportunity in an essential subject matter area for contract professionals. For more details see enclosed seminar and registration information.

If you are interested in volunteering/helping with this year's NES here is your chance.

Key positions where your help is needed are: Registration, Finance, Arrangements and Publicity. Your Chapter needs you now more than ever. Please contact Carolynn Jordan, NES Chairperson, at 984-6409 or Don Ackerman at 867-7842 if you would like to help.

See adapted flyer below and registration form on next two pages.

National Contract Management Association, The Cape Canaveral Chapter

National Education Seminar

“Contract Negotiation”

Thursday, April 21, 2005

Imperial Hotel and Conference Center
8298 North Wickham Road, Melbourne FL (Exit 191, Interstate 95)
Registration: 7:30 a.m. to 8:30 a.m.
Program: 8:30 a.m. to 5:00 p.m.
Breakfast and Lunch included

Mr. Mark Lumer, Contracting Executive for The U. S. Army Space & Missile Command, will be presenting this year's National Education Seminar “Contract Negotiation”. Based on Gregory Garrett's newest publication *Contract Negotiations: Skills, Tools, and Best Practices*, this seminar provides a comprehensive treatment of contract negotiations, with a compelling discussion of what skills, tools, and best practices are needed to become a master contract negotiator. Attendees will learn:

- Contract negotiation best practices in various marketplaces:
- U.S. Federal Government contracts
- U.S. Commercial contracts
- Multinational and Global contracts
- How to build a better relationship while conducting complex contract negotiations
- What the most effective strategies, tactics, and counter-tactics are to achieving success in contract negotiations
- How to deal with obstacles you face when planning or conducting contract negotiations
- What the similarities and differences are between U.S. Federal Government and U.S. Commercial contract negotiations
- How to create a successful performance-based contract

Every seminar attendee will receive a copy of *Contract Negotiations: Skills, Tools, and Best Practices* by Gregory A. Garrett.

REGISTRATION INFORMATION FOR

National Education Seminar "Contract Negotiation"

1. Mail this two-page form to Carolynn Jordan, NES Registrar, 2783 Glasbern Circle, West Melbourne, FL 32904 or
2. E-Mail this two-page form to: cjorda02@harris.com or
3. Fax this two-page form to Carolynn Jordan at (321) 727-9186

Conference Attendee Information:

Name: _____

NCMA Membership Number: _____

Organization/Company: _____

Daytime Telephone Number: _____

E-Mail Address: _____

Mailing Address: _____

Please indicate here if you require any special accommodation:

Registration Fee (included breakfast and lunch):

On or before April 8, 2005:

NCMA Member:	\$175.00
Non-Member:	\$275.00

After April 8, 2005:

NCMA Member:	\$200.00
Non-Member:	\$300.00

Two group rates are available. (1) A reduction of \$5.00 off of the individual rate for 5-10 registrants from the same company or organization. (2) A reduction of \$10.00 off of the individual rate for 11 or more registrants from the same company or organization. To qualify for the group rates, the individuals must be registered as a group.

Payment Method (please check one)

_____ Check \$ _____ (Payable to NCMA)

_____ Credit Card \$ _____

CREDIT CARD REQUIREMENTS

If paying by credit card, please complete the following information:

Credit Card Type (Check the type of card you are using)

AMERICAN EXPRESS _____ MASTERCARD _____ VISA _____

Credit Card Number: _____

Expiration Date: _____

Three Digit Code that appears on the back of the credit card: _____

Customer Code (applicable only to Government IMPAC cards): _____

Name as it appears on the credit card: _____

Billing address of card owner: _____

Name & phone number of person responsible for credit card:

Total amount of charge to credit card: _____

Signature: _____

Calling All Fellows

CALLING ALL FELLOWS!! Save the date-April 13-and join us at the April dinner meeting to welcome a fellow Fellow, our guest speaker, Tim Malishenko. Be on the lookout for your personal invitation to this special recognition event to honor the Fellows in our chapter.

Website Information

BY LISA FARRALL, WEBSITE CHAIRPERSON

The Chapter Membership roster is now loaded on the Chapter website. Only work-related contact information is provided. Please check your own information; if it is incorrect you are requested to notify Lisa

National website:

<http://www.ncmahq.org/default.asp>

Farrall, chapter website administrator, of any changes. Also, you need to update your information on the National website. All of the membership information on the roster was pulled from the National database.

Cape Canaveral Chapter website:

<http://intranet.ncmahq.org/capecanaveral/default.aspx>



NCMA Golf Tournament

BY JERRY BROWN, GOLF CHAIRMAN

COMING IN MAY



BAYTREE GOLF AND COUNTRY CLUB

SATURDAY 21 May 2005
0800 Shotgun Start, Best Ball

The Annual Cape Canaveral NCMA Golf Tournament benefiting the Scholarship Program is scheduled for May 21 at the Baytree National Golf Links. Attached is the registration form for this event. This golf tournament is very popular and is limited to the first 144 players so get your registration in early to secure your reservation.

My thanks to Janet Warga for leading the effort to obtain door prizes for this event. If your company would like to donate a item for a door prize or if you know a company

who you think would be interested in donating a prize, please contact Janet at 984-6058.

This event has been very successful in the past due in part to the participation of our members and the contributions of our sponsors. We look forward to another successful tournament this year.

If you have any questions, please call Jerry Brown at 984-6546.

Cape Canaveral Chapter, National Contract Management Association

ANNUAL GOLF TOURNAMENT

Benefiting the Scholarship Program

Information & Player Registration Form

Saturday, May 21, 2005

Baytree National Golf Links, Viera

7:00 a.m. Registration

8:00 a.m. Shotgun Start (Scramble)

Contests, Prizes, Awards Banquet after the Tournament

Company Sponsor: \$325

Includes, for a foursome: greens fees, carts, 2 soft beverages pp or 1 domestic beer pp, awards banquet, hole sign

Hole Sponsor: \$50

A hole sign showing your support

Prize Sponsor

Feature your business by donating a door/raffle prize

REGISTRATION FORM

DEADLINE is APRIL 30! - Limited to first 144 players – Payment secures your reservation)

\$55 per player – Includes: greens fee, cart, and awards banquet

- Collared shirts for gentlemen, no denim
- Inclement weather - 9 holes played constitutes completed tournament; new tournament date or rain checks for incomplete tournament

Point of Contact NAME: _____

COMPANY: _____

ADDRESS: _____

PHONE: _____ FAX: _____ E-MAIL: _____

PLAYER(S):

1. _____ 2. _____

3. _____ 4. _____

- _____ Player(s) x \$55 ea. = \$ _____
- _____ Company Sponsor \$325 (4 players included) \$ _____
- _____ Hole Sponsor \$50 \$ _____
- Total Amount Enclosed \$ _____
- Payment by check or cash or credit card (Visa, Master Card and American Express)
- Make checks payable to NCMA, Cape Canaveral Chapter
- Credit card payments require credit card number; expiration date; full name, as it appears on the card; address to which the card bill is sent including zip code and the phone number of a point of contact (in the event there is a problem inputting the card)
- Mail checks and credit card information to Jerry Brown, 620 Seville Ct. Satellite Beach, FL 32937 (Do not mail cash)
- Questions: Call Jerry Brown @ 984-6546 or 773-8784

Chapter Officers And Committee Chairpersons

OFFICERS	NAME	PHONE	FAX	E-MAIL
President	Indira Phillips	494-0995	494-3465	indira.phillips@patrick.af.mil
NVP - South East Region	Ed Kinberg	722-2006	722-3352	ed@kblegal.com edkinberg@aol.com
SR Vice President	Sherry Gasaway	867-5294	867-4848	Sherry.L.Gasaway@nasa.gov
VP Operations	Tom Owens	729-7062	729-3066	towens@harris.com
VP Membership	Jeanette Platt	727-6256	729-3988	jplatt03@harris.com
VP Education	Don Ackerman	867-7842	867-3882	don.ackerman-1@ksc.nasa.gov
VP Programs	Cathy Bright	729-7259	727-4442	cbright@harris.com
Secretary	Lisa Farrall	729-3017	729-2998	lfarrall@harris.com
Treasurer	Marie Verderame	729-7389	729-2998	mverdera@harris.com

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Attendance (VPM)	Carolyn Lammermeier	867-1288	867-7195	carolyn.lammermeier-1@ksc.nasa.gov
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Golf Outing (VPP)	Kara Vernon	407-226-7447	407-345-3935	kara.vernon@L-3com.com
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Nominations (VPO)				
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Programs (VPP)	Cathy Bright	729-7259	727-4442	cbright@harris.com
Property (VPO)	Joe Hurston	267-7726	267-7353	joehurston@cartridgesourceofamerica.com
Publicity (VPO)	John Prieth	867-7822	867-3882	John.Prieth-1@ksc.nasa.gov
Scholarship (VPE)	Larry Scotney	727-6345	729-7809	lscotney@harris.com
Winter Conference (VPE)	Sherry Gasaway	867-5294	867-4848	Sherry.L.Gasaway@nasa.gov
Workshops (VPP)	Don Ackerman	867-7842	867-3882	donald.ackerman-1@ksc.nasa.gov
World Congress (VPE)	Sherry Gasaway	867-5294	867-4848	Sherry.L.Gasaway@nasa.gov
Web Site (VPO)	Lisa Farrall	729-3017	729-2998	lfarrall@harris.com

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