



The NCMA Gateway "to Contracting Excellence"

Volume No. 1, Issue No. 2



"Onward and Upward"

Ed Velasquez, Senior Contract Administrator, LACMTA, was recently elected to the NCMA Board of Directors in the first ever national election by chapter presidents. Ed was previously elected to the Board by the presidents of the 17 chapters of the South Western Region. He was also selected by the NCMA Board to serve on the University Outreach Committee tasked with developing the next generation of Contract Management professionals as replacement for the aging and retiring Baby Boomer generation, twice on the National Strategic Planning Committee, and on the Asset Management Committee.

Ed is a member of the NCMA Orange County Chapter, otherwise known as the Founding Chapter and home to NCMA founder, Al Keene. The OC chapter experienced a major downfall in active membership and a near 90 percent loss in member participation after a series of military base closures and transfers of many out-of-state jobs by large employers like Fluor Corporation. Due to its significance in the evolution of professionalism in the public contract environment, Ed was successful in leading a group of chapter officers in the revitalization and historic prominence of the chapter for which he received a regional award. Ed's proposal to the Board of Directors that the Lifetime Achievement Award be changed to the Alvis Keene Lifetime Achievement Award, in recognition of his efforts to advance contract management to professional status, was approved by the NCMA Board in 2007.

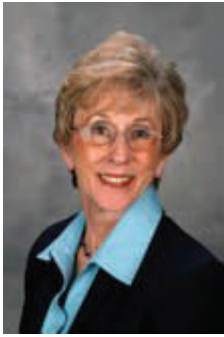
During the spring of 2004, when L.A. City and L.A. World Airport were under heavy criticism for their questionable contracting practices, Ed conceived of establishing a professional organization for practitioners in the field of acquisition management located in downtown Los Angeles. His idea was to bring a known professional organization into the business environment beyond aerospace and defense. It was here, in the midst of the most dynamic economic region along the Pacific Rim, that Ed put to work his concept of a new type of NCMA chapter founded on a broader more global business perspective than any in the prior 45 year history of NCMA. Under Ed's direction the L.A. Gateway Chapter and its pro-tem officer corps were brought to life by a unanimous vote of the NCMA National Board of Directors. Since then, LACMTA and many other local agencies, in spite of severe budget cuts, have been able to enjoy continuous professional education taught by some of the most prominent scholars and practitioners in the country at minimal or no cost to chapter members.

Former DEO Bruce Feerer had coined the mission of the new chapter as a move toward an "Acquisition Center of Excellence" for Los Angeles County. In working to that end and in its short existence, the L.A. Gateway Chapter and several of its members have been recognized with national professionalism awards for their published papers on best business practices in state and local contract management.

A Little Ed History

Ed was born and raised in the barrios of Santa Ana, California. He was on the Wrestling team in high school and played on the U.S. Navy Squadron football team. While in the Navy, Ed fought two combat tours in Vietnam specializing in maintenance of photo reconnaissance aircraft. Following his military career, Ed opened an aircraft maintenance business at John Wayne Airport where he was recruited by a customer for development of new jet engine products. Later, he went to work as a Project Manager, Flight Department Manager and a Contracts Administrator in the aerospace industry. Finally, LACMTA brought him on-board as a Senior Contracts Administration for Rail Operations. Ed ranks the concept and execution of the first ever, in California transportation history, delivery of a rail vehicle brought from Europe to LAX by a Russian air cargo freighter as one of his top professional accomplishment. He chuckles as he recounts standing in the doorway of the giant aircraft and waiving to LACMTA CEO Roger Snoble as he arrived to witness the offloading of the first Gold Line rail vehicle in Los Angeles. "What a sight!"

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PRESIDENT'S VOICE

The Program Year is in full swing! Eight outstanding program meetings have been coordinated by Margaret Merhoff, Vice President – Programs Chair. Beginning in September through April, the LA Gateway Chapter membership has experienced speakers extraordinaire on topics relevant to the profession. Contributing to the success of our luncheon meetings are Veronica Hargrove and her staff of volunteers who have consistently insured that those in attendance were served lunches with a smile.

Approximately 12 potential new members have requested an application and indicated a desire to join the Chapter!

A Chapter brochure is being designed for membership outreach use. This is exciting, because, in addition to those who have indicated a desire to become members, executives

from other agencies have requested Chapter information that will show the features and benefits offered to the membership. The brochure will help provide this information to interested parties in pursuit of "Agencies Helping Agencies". Everyone benefits as we share lessons learned and expertise within the organizations. A goal is to include professionals from functional departments within an agency that work together to insure that requirements and projects support the needs of the respective agency, allow members to grow professionally and support the mission of NCMA.

Because of the tremendous talent of our members and their dedication and contributions, the LA Gateway Chapter received the Gold Chapter Walter R. Graalman 2006-2007 Award at the Mid-Year Leadership Conference in Las Vegas in January. This represents significant contributions by the members, both individually and to the Chapter.

My Mantra: BECOME INVOLVED IN NCMA! There are committees that need Chairs and Chairs that need committee members. Communications, Membership and Public Relations-Marketing and other supporting committees are available and need your ideas and assistance. If you have an interest in participating in the decision-making and process required to make this a dynamic year, call me at 213/922-1084 to become involved.

See you at the next program meeting!

Phyllis Walker

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Concerns Facing the Acquisition Work Force

Ed believes there are several concerns facing the current acquisition workforce. One serious concern is the outfall of events like the Boeing tanker lease fiasco in which USAF Chief of Acquisitions Darlene Druyen (now serving jail time) arranged an aerial tanker lease agreement which specifically favored Boeing. She is now serving jail time for her actions and a USAF Colonel committed suicide as details of his involvement in the transaction became public. The Congress is now in the process of committed developing a new set of acquisition regulations in addition to the existing regulations in light of similar transactions of favoritism shown to specific vendors for their good or services.

His second concern facing the acquisition community is public recognition of the profession. Through its advocacy committee, the NCMA Board has directed staff to meet with members of the media as well as various legislative bodies who are empowered to establish acquisition regulations and provide them with process information as well as information regarding the profession of contract management, the required education and continuous training required to remain competent in the profession. The NCMA Board needs support from the acquisition community to develop a generally recognized set Professional Standards for acquisition professionals similar to those established for accountants, lawyers, engineers, etc. "The goal is to remove the public's never ending questions of 'What is it that you do for a living?' 'Contract Management?' 'What is that?'"

Finally, an issue not commonly addressed (by government or industry) is that of the aging workforce. Ed is involved in the bringing information about the profession and the content of the core curriculum required for degrees in contract management to universities across the country. Ed's work is an example of efforts by NCMA to bring forth the next generation of well-prepared contract management professionals who will be able to hit the ground running and carry on the co-dependent business relationship of government and industry in support of our national interests.

"For professional development, don't be shy. Invest in yourself by participating in your local NCMA chapter - onward and upward."

Congratulations Director Ed and thanks for all your hard work!



Bob New, NCMA Fellow - Director of Purchasing, Supply Chain and Material Management for LACMTA—Speaks at the April NCMA Gateway Chapter Meeting

On April 23, 2008, NCMA Gateway Chapter's own Bob New spoke on the topic of "Effective Conflict Resolution - Principles and Techniques".

Bob is an experienced contracts, procurement business professional with over 25 years in contract negotiations, programs management, account teams, sales and marketing management, international business development, finance, pricing, cost estimating, import/export compliance, sales representation/distribution management. He is currently the Director of Purchasing, Supply Chain and Material Management for the Los Angeles

County Metropolitan Transportation Authority.

Previous to joining Metro, Bob held positions of authority at Hydro-Aire, Inc., L-3 Communications, Allied-Signal, Inc.; Hughes Electro-Optical and Data Systems, TRW Space Systems and Rockwell International. He has a B.S. from the University of Southern California, an MBA from Loyola Marymount University and a Certificate in Executive Management from the University of California Los Angeles, John Anderson School of Management. Most recently, Bob was honored with the NCMA Fellow designation.

Since 1980, he has been a Professional Business Instructor, Trainer, and Consultant for the University of California Los Angeles, California State University Northridge, and several other universities.

NCMA Gateway Chapter thanks Bob for speaking at our April meeting and his undying passion for education.



Larry Schultz, NCMA Fellow - Vice President, Corporate Contract Compliance, Parker Hannifin Corp.—Speaks at the March NCMA Gateway Chapter Meeting

On March 26, 2008, Larry Schultz spoke on the topic of "Foundational Ethics as a Basis for Running the Business".

Larry I. Schultz is vice president of corporate contract compliance for the Parker Hannifin Corporation. Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems. Mr. Schultz is responsible for establishing, communicating, and assuring compliance with the Corporation's government contracting policies. Additionally, Mr. Schultz provides leadership and direction to Parker's global operations to

assure alignment with the company's ethics and compliance program. He and his team help the company's leadership develop the necessary understanding of government contracting requirements, and the overall ethics and compliance program.

Mr. Schultz represents Parker on the Aerospace Industries Association of America (AIA) Procurement & Finance Executive Committee. He represents the company on the Government Contracts Council of the Manufacturers Alliance (MAPI), and on the Committee on Government Business of the Financial Executives International (FEI). Mr. Schultz also serves as the Corporation's *Principal Representative* to the Defense Industry Initiative (DII) group on business ethics & conduct. The principal goal of DII is to assure ongoing & effective values based ethics programs throughout member firms.

Prior to this assignment, Mr. Schultz was a member of the senior staff of the Aerospace Hydraulic Division of Parker. Before joining Parker in 1984, he served in various contract and financial management roles for the Borg Warner Corporation.

Mr. Schultz has served as an instructor at The University of California, Irvine (Extension) since 1985. He has instructed both the financial aspects of business contracts and principals of business contracts. He has also authored course materials and conducted numerous educational workshops for the National Contract Management Association (NCMA). He has been designated a Fellow of the association, and is a member of the NCMA Board of Advisors. Mr. Schultz is also a member of Financial Executives International (FEI).

Mr. Schultz earned his Masters in Business Administration from Pepperdine University and a Masters degree from the University of Toledo with a focus on public administration. Mr. Schultz received his undergraduate degree from the City College of New York.

NCMA Gateway Chapter thanks Mr. Schultz for his time and his words of wisdom.

The NCMA Gateway

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The NCMA Gateway is a newsletter published by the LA Gateway Chapter (LAGC) of the National Contract Management Association (NCMA). The NCMA is a non-profit organization headquartered in McLean, Virginia and the LAGC is located in Los Angeles, CA. Statements of fact and opinion are made on the responsibility of the individual authors alone and do not represent nor imply any opinion on the part of the NCMA or the NCMA-LAGC. The Gateway may be reproduced and distributed freely as long as the whole newsletter is reproduced and distributed intact. Should The Gateway or any article herein be copyrighted and therefore not eligible for reproduction and/or distribution without prior permission of the NCMA-LAGC, the issue and/or articles will be clearly marked with such disposition.

Volume No. 1, Issue No.2
Printed in California, at the expense of LAGC

CHANGING OF THE GUARDS

It is that time of the year when our NCMA Gateway Chapter council election take place. If you are interested in a position on the council or as a chairperson, please contact David Vila (vilad@metro.net). Do not assume the chapter will just run itself. Read the list below, speak with the current officeholder, then determine where you would like to lend a helping hand!

Executive Council:

President
Vice President
Secretary
Treasurer
Past President

Phyllis Walker
Margaret Merhoff
Susan Dove
Joe Marzano
Ted Sparkuhl

Committee Chairs:

Membership
Planning
Booster-Hospitality
Education
University Coordinator
& Intern Program

John Mathis
Margaret Merhoff
Veronica Hargrove
Dave Vila
Marion Colston

Finance
Historian

Joe Marzano
Maria Lechuga
Leo Lopez
Dave Vila
Gary Katzman

LA Gateway Bylaws
Parliamentarian

UPCOMING GATEWAY CHAPTER MEETING SPEAKERS

May 21, 2008 - Representative for the LA Chapter, US Green Building Council and Tim Lindholm, Director of Capital Projects Los Angeles County Metropolitan Authority - Topic: Sustainability and Procurements role in this Area

June 18, 2008 - Major George Bock or other instructor - Defense Acquisition University - Topic: Maximizing Training – use of DAU on-line interactive training courses. People will learn how they can use this CEU's and it's free!

L.A. GATEWAY CHAPTER HAS A WEBSITE!

Check out: <http://intranet.ncmahq.org/southwestregion/default.aspx>

This is the website for the Southwest Region of NCMA. Things that you will find on Region Home Page include Events and Meetings information, Employment Opportunities and the links to the home pages for each of the regional NCMA Chapters including the LA Gateway Chapter.

The LA Gateway Chapter website is: <http://intranet.ncmahq.org/southwestregion/default.aspx>

You'll find meeting notices and announcements already posted. Also, the site contains copies of presentations made various Chapter meetings and presentations made at regional NCMA functions. Articles written by various Chapter members are also posted on the site along with a copy of the current Chapter Membership Directory. Please take time to check out YOUR listing and notify Susan Dove (doves@metro.net) if any information is not accurate. We will also post copies of the Chapter Newsletter on the site. Finally, give us your ideas for ways to use the website. Send your ideas to Margaret Merhoff at merhoffm@metro.net.

UPCOMING METRO TRAINING CLASSES IN FISCAL YEAR 2008/2009

- ☼ Construction Contracting
- ☼ Best Value Contracting
- ☼ Managing Subcontracts
- ☼ Teaming Agreements and Advanced Subcontracting Issues
- ☼ Leadership Lessons
- ☼ CA Construction Law
- ☼ Public Contracting in CA
- ☼ Contract Negotiations
- ☼ Performance Based Acquisitions
- ☼ Government Contract Law

ALL CHAPTER LEADERS ARE INVITED TO ATTEND THE NCMA SAN DIEGO LEADERSHIP CONFERENCE

June 20-21, 2008, Crown Plaza Hotel, 2270 Hotel Circle North San Diego, CA

Come meet your peers—regional and national leaders—learn from each other, and share experiences.

Participate in this annual leadership event and you—NCMA’s chapter volunteers (experienced, new, and potential)—will learn how to build and manage a successful chapter with case studies, best practices, and practical examples.

Objectives

- Become a better chapter leader,
- Develop overall leadership skills,
- Connect with your peers and learn from each other, and
- Train on fundamental chapter and national operations.

If you are in a leaderless or struggling chapter, scholarships are available to help you attend this important event.

Contact NCMA to apply

MEMBERSHIP

NCMA has a great benefit to offer many Contract and Procurement professionals within the L.A. Gateway area. Your help is needed to let them know there are excellent career building opportunities right under their noses that they are missing. If you know or meet someone who can benefit from membership in NCMA, either forward their contact information to me or give them my email address: pennm@metro.net. Thank you.

NOTE FROM THE EDITOR

What would you like to read about in the next few issues? If you have a hot topic or an interest in certain contract management issues, send me your thoughts at lyonm@metro.net and you may read about it in the next issue!

THIS SPACE IS RESERVED FOR YOU!

If you have a worthy opinion, notable experience, or even a lesson-learned related to procurement activities you would like to share, submit it in 250 words or less to lyonm@metro.net.

Show us what you can do!!!

We look forward to hearing from you!!!

UPCOMING UCLA EXTENSION SUMMER 2008 CLASSES

GOVERNMENT CONTRACT MANAGEMENT

Elements of Government Contract Administration; X 408.1 Management 4 units \$525

Reg# T8471B - Downtown Los Angeles: 107A Figueroa Courtyard, Figueroa & Third

Tuesday, 6-9pm, June 24-September 9, 12 mtgs.

Jerome Johnson, MS, Contracts Manager, Raytheon

Negotiation Principles and Techniques - X 408.5 Management 4 units \$525

Reg# T8473B - Redondo Beach: Northrop Grumman Space Technology (310-206-1548 for location.)

Wednesday, 5:30-8:30pm, June 25-September 10, 12 mtgs.

Robert New, Jr., MBA, C.P.M., Director, Procurement Contracts and Materiel Management, LACMTA

Proposal Prep & New Business Acquisition (Online) - X 408.6 Management 4 units \$625

Reg# T8475B - June 26-September 11

Robert New, Jr., MBA, C.P.M., Director, Procurement Contracts and Materiel Management, LACMTA

Proposal Preparation and New Business Acquisition - X 408.6 Management 4 units \$525

Reg# T8474B - Redondo Beach: Northrop Grumman Space Technology (310-206-1548 for location.)

Wednesday, 5:30-8:30pm, - June 25-September 10, 12 mtgs.

Robert New, Jr., MBA, C.P.M., Director, Procurement Contracts and Materiel Management, LACMTA

Managing the Contract (Online) - X 408.9 Management 4 units \$625

Reg# T8472B—June 25-September 10

Lee C. Schuh, JD, contracts and financial consultant; recipient, UCLA Extension Dean's Distinguished Instructor Award

GOVERNMENT COST ESTIMATING AND PRICING

Proposal Planning (Online) - X 442.12 Management 4 units \$625

Reg# U2586B—June 24-September 9

Marek A. Gwozdzowski, MBA, Contracts Manager, ThalesRaytheonSystems

Principles of Cost Estimating (Online) - X 442.13 Management 4 units \$625

Reg# T8476B - June 24-September 9

Lee C. Schuh, JD, contracts and financial consultant; recipient, UCLA Extension Dean's Distinguished Instructor Award

Cost/Price Analysis - X 442.14 Management 4 units \$525

Reg# T8477B—El Segundo: Raytheon (310-206-1548 for location.)

Wednesday, 5:30-8:30pm, June 25-September 10, 12 mtgs.

Marek A. Gwozdzowski, MBA, Contracts Manager, ThalesRaytheonSystems

Compliance (Online) - X 442.15 Management 4 units \$625

Reg# T8478B - June 26-September 11

Marek A. Gwozdzowski, MBA, Contracts Manager, ThalesRaytheonSystems

PURCHASING AND MATERIEL MANAGEMENT

Advanced Purchasing - X 445.1 Management 4 units \$525

Reg# U2175B - El Segundo: Raytheon (Call 310-206-1548 for location.)

Wednesday, 5:30-8:30pm, June 25-September 10, 12 mtgs.

Majid Safaie, Esq., C.P.M.

International Purchasing (Online) - X 445.61 Management 4 units \$625

Reg# T8490B - June 26-September 11

Lee C. Schuh, JD, contracts and financial consultant; recipient, UCLA Extension Dean's Distinguished Instructor Award