

NDIA Delaware Valley Chapter

NEWSLETTER



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From the Chapter President



I took over the leadership role of our NDIA Chapter in May and it was great to be welcomed by many of you during our Spring Membership Event at the Philadelphia Navy Yard. It was a fun and informative event. You can read more about it in an article by Jane Lowenstein in this newsletter and you can view the presentations from the “Events” page of our website.

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I have big shoes to fill in this new job. Our past president, Jerry Luccarella, led us to achieve Model Chapter status, a significant recognition from NDIA Headquarters. We thanked Jerry and recognized him for his fine leadership during the last two years at our July Board meeting. He received a handsome mantel clock from the Chapter with an engraving noting his achievements.

Our Chapter is very active with hosting free networking events, sponsoring Defense and STEM related causes, and recognizing distinguished ROTC students with awards. We want to continue to do this and much more – so we need your help. We are taking registrations now for our annual fundraising Golf Outing to be held on August 10th at Scotland Run. Please consider supporting this event with a sponsorship. Sponsors are recognized throughout the event with signs, ads in the program, and during the group dinner. Tell your vendors and other business partners of the event. Maybe they would welcome the opportunity to sponsor and participate as well. It is great way to establish name recognition, network and support a good cause. Register at the website or call Amanda Tartaglione at 856.608.7239

Chapter Event



Come join The NDIA Delaware Valley Chapter Members for a day of fun in the sun!!

Where: Scotland Run Golf Club

When: August 10,2009

Registration begins at 10:00am

Shot gun start at 12:00pm

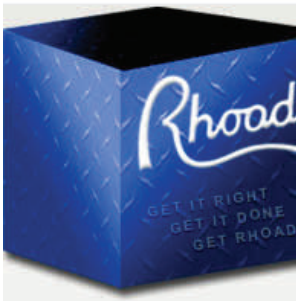
Click [here](#) for more details

Or call Amanda Tartaglione at 856-608-7239

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Chapter Company Member Profile



Rhoads Industries is a large regional firm, in business for more than seventy years. We are a heavy industrial mechanical contractor, with added capabilities of supplemental and emergency maintenance support, servicing plan shutdowns and refits, as well as complete in-house fabrication.

While the business has grown to service large industrial complexes, i.e. shipyards, refineries and paper mills, the firm remains privately held. Maintaining the exacting standards, attention to detail and the unparalleled commitment to safety that direct ownership involvement affords, the third generation of the Rhoads family leadership continues to drive our commitment to quality and safety.

The firm has proudly earned and maintained the coveted ISO 900 1:2000 certification, a hallmark of our success. Equally important in our success as a firm is that all of our field managers have risen through the trades, offering valuable experience in their oversight of projects. Please review the individual pages referencing our capabilities. Most important to know is our 24/7 availability to our customer base.

Chapter Board Member Profile



Juan R. Peñalver
Director, International Business Development – Europe & Americas
Lockheed Martin MS2
Moorestown, New Jersey

Mr. Peñalver leads a team responsible for identifying new business opportunities and developing solutions for MS2's international partners in Europe and the Americas. Prior to assuming this assignment in 2007, his efforts focused on new international naval combat system programs. While with MS2, he has also led business development activities for radar and missile defense projects.

From 1999 to 2003, Mr. Peñalver served as Lockheed Martin's corporate Vice President, Southern Europe, based in Madrid, Spain, where he was responsible for Lockheed Martin customer relationships in Spain, Italy, and Portugal. Prior to that assignment, he served for three years (1996-1999) as director of business development for the Iberian Peninsula, based in Lockheed Martin's London office.

Mr. Peñalver started his career with GE Aerospace in Washington, DC in 1986 as a market analyst and has held a series of increasingly responsible positions with the corporation. From 1991 to 1996, he served as Manager, Business Development at Lockheed Martin Government Electronic Systems in Moorestown, New Jersey where he led marketing activities for air traffic management programs.

Mr. Peñalver serves on the Board of Directors of the National Defense Industrial Association Delaware Valley Chapter, currently as Second Vice President of the chapter. He holds a B.A. from the University of Rochester and the M.S. in Foreign Service from Georgetown University's School of Foreign Service. Mr. Peñalver is married and has two sons and a daughter.

Small Business Insights

Workforce Development *By Joe Welsh*

The Delaware Valley offers great opportunities and challenges to grow high technology based businesses. With 88 colleges and universities in the region, there is a wealth of graduates to recruit and grow your business. However, the region has seen a sharp decline in high school student performance and a reduction of applicants to programs in science, technology, engineering and math (STEM). In addition, despite the current economic conditions, businesses report that they are currently facing serious challenges with the aging of their workforce and the loss of technical, production and engineering knowledge and skill.

In 2008 the board of directors of the Delaware Valley Chapter of NDIA adopted a plan to address the STEM issue in our region and has already supported two initiatives. On closer look, many of our members provide internships and experiences for high school and college students in the region. These programs provide significant stimulation for the region's students to pursue STEM education and careers in the Defense Industry.

During the past year the board has decided to include workforce development as another key strategic activity for the NDIA. This initiative mirrors the work being performed by the Manufacturing Committee of the National Board of NDIA. Workforce development focuses on technical skills for the incumbent worker and entry level skills for new employees to assure that production meets regulatory, productivity and quality requirements.

Currently, the Collegiate Consortium is working with the United States Department of Labor to reach out to manufacturing companies to identify training needs for incumbent workers. In addition they are also attempting to identify areas of development for technical degrees at our member colleges. Through this grant, the Consortium has some funding from USDOL to partially underwrite training for incumbent workers in the field of Applied Engineering Technology. A catalog of train-

ing programs is available for members. Through the NDIA committee we are prepared to work with companies in Southeastern Pennsylvania and Southern New Jersey to identify and deliver training through this grant for member companies.

The Collegiate Consortium is bringing this opportunity to NDIA members to raise the level of awareness for workforce development for the Defense Industry. In addition, we hope to increase the visibility of this need and identify additional public support for training and development. The Collegiate Consortium is a 501(c)(3) non profit organization whose members include Community College of Philadelphia, Montgomery County Community College, Delaware County Community College, Bucks County Community College, Camden County College and Drexel University.

For more information and a copy of the course catalog please e-mail Leslie Robinson at:

robinson@collegiateconsortium.org or call at 215-218-3886

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CEO

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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.pricesystems.com/ndia/past%20events.htm>

2009 Chapter Board of Directors Directory**President**

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Corporate Members

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

<http://www.pricesystems.com/ndia/corplinks.htm>