

Note from the Chapter President



Greetings! I'd like to start my inaugural note as the incoming President of the NDIA Delaware Valley Chapter by thanking and congratulating my predecessor, Bob Coates, for the tremendous job he has done leading the Chapter during his tenure as President and setting us up for continued growth and success. I have already been bombarding Bob with e-mails looking for guidance on all the

moving parts involved in running a Chapter, and all of us on the board look forward to a busy summer and fall.

A few words of personal introduction may be in order. I've worked in various roles in business development with Lockheed Martin and its heritage companies for most of my career, and have spent the last decade in various assignments in our Moorestown, NJ facility after returning from overseas postings in the UK and Spain. As a Navy Reserve officer, I spent many years drilling at NAS Willow Grove and Fort Dix and mobilized to Iraq in 2010-2011, an experience I will always carry with me and which gave me a true appreciation for the contributions and dedication of our active duty men and women in uniform. I've been on the NDIA DVC board since returning with my family from Europe in 2003, and am truly honored by the opportunity now to serve as President with a great group of directors from around the region.

And though I live and work in South Jersey, one of my goals is to ensure that the Chapter continues to represent the region in its outlook and activities. While the Delaware Valley isn't generally recognized as a hub of the defense industrial base (certainly not to the extent of, say, southern California), this area has made and continues to make remarkable contributions to the nation's defense. The nation's first naval shipyard was in Philadelphia. Cannonballs forged in the Pine Barrens helped the colonists in the fight for independence. The Philadelphia area is the cradle of the American helicopter industry. Significant advancements in C3I, space systems, radar, systems engineering, and specialized parts, materials and logistics have been made by industry and

government around the region. Today's Navy Yard and Joint Base McGuire-Dix-Lakehurst are national assets. And if you start thinking about how major area industries like chemicals, pharmaceuticals and health care ... not to mention higher education ... contribute to national defense, it's pretty clear the Delaware Valley has a lot to be proud of.

So with all that in mind, it's been a busy spring for the chapter and plans are afoot to keep the momentum going for the rest of the year. We welcomed a number of new board members this year, and I would like to thank the member companies who have been kind enough to host our monthly board meetings. The annual ROTC/NROTC Luncheon at the Union League in April was a highlight of the spring, featuring remarks by CAPT Scott Carlson, the US Navy's Aegis Technical Representative. In June, the Chapter co-sponsored a panel discussion on The Army Profession with the Association of the US Army, featuring a number of distinguished Army speakers and graciously hosted by Blank-Rome LLP. We are looking forward to the annual NDIA golf outing on Monday, August 5th at Tavistock (additional sponsors welcome!), and plans are in the works for a fall membership event.

Many thanks for your support to your regional NDIA chapter, and please keep an eye on our web site, www.ndia-dvc.org, for news on chapter activities and upcoming events.

Juan Peñalver
Lockheed Martin MST

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Triman Industries at a Glance:

- Small business est. 1994 20,000-sf facility
- 60% of our business is with the US Dept. of Defense
- Support approximately 11,000 line items with the Defense Logistics Agencies
- Over 25,000 different parts in inventory

Triman Industries, Inc. is a lead supplier of military, aerospace, industrial, and electronic spares and hardware. Established in 1994 as a military-focused supplier, we have continually developed and diversified through product and service offerings to include strategic partners and supplier partnership programs in both the military and commercial markets.

Triman conducts business with the Philadelphia, PA; Columbus, OH; and Richmond, VA Defense Logistics Agencies, as well as major defense contractors. A sophisticated procurement process enables Triman to be extremely competitive and expeditious with responses to customers. We work closely with all our customers satisfying requests for expedited shipments, fulfilling their surge requirements and providing them with a quality product. We also offer over 25,000 in stock items appropriate for both military and commercial requirements.

At Triman, we continually update and expand our computer capabilities to accommodate the vast customer and supplier base for enhanced and effective procurement and sales. Supplier and customer needs are addressed in a timely and expeditious manner through the interaction of our documented quality system, integrated computer system, and the experienced and skilled Triman staff.

What can Triman Industries do for you?

If you are a Manufacturer...

We do more than just supply your products to customers. By becoming a trusted partner with Triman, you can expect:

- Increased profits
- Reduced overhead
- Product exclusivity protection
- Government packaging and labeling
- Tracking reports with live access
- Global product marketing and advertising
- ACH payments
- Shipping at Triman's expense
- Price justifications
- Military installation visits

If you are a Customer...

Our government and commercial customers benefit from our streamlined processes, developed through years of experience. As a customer, you can expect to receive:

- Inspection
- Packaging
- Shipping
- Expeditious responses
- Instant access to Triman inventory
- Help with meeting Small Business Goals
- Procurements
- Advertising on ILS
- Technical assistance

Triman Industries, Inc. is located at 1042 Industrial Drive in West Berlin, New Jersey. (856) 767-7945

Reminder

2013 NDIA-DVC Golf Outing & Business Networking!

When August 5, 2013 registration begins at 10:00am

*Where: Tavistock Country Club
(100 Tavistock Lane, Haddonfield, NJ 08033)*

Info: For registration information and more details, view the 2013 Golf Flyer



ROTC Awards Luncheon

On 25 April the Delaware Valley Chapter held its annual ROTC/NROTC Awards Luncheon. This year awardees from thirteen area college and university units were honored in The Lincoln Library of The Union League in Center City Philadelphia. Each of the unit commanders nominate one cadet or midshipman to receive recognition certificates from NDIA Headquarters and a \$750 stipend from the Delaware Valley Chapter. From those selected to receive the ROTC/NROTC awards, an outstanding candidate studying in the field of Science or Engineering is chosen to receive the Sidney Ross Award.



This year our award recipients were: Cadet Christopher Abrahamson, University of Delaware; Cadet Grazia Castagna, St. Joseph's University; Cadet Mark Curran, The College of New Jersey; Cadet Robert Freeling, LaSalle University; Cadet Nicholas Hurff, Moravian College; Cadet Robert Kotheimer, University of Delaware; Cadet Matthew Madden, Valley Forge Military Academy and College; Cadet Christian Martinotti, University of Scranton; Cadet Jeffrey Negron, Temple University; MIDN Stephen Pike, Villanova University; Cadet Jacob Schwarber, Widener University; MIDN Alexander Thoele, Drexel University, and Cadet Alcibiades Torres, Rutgers University.

The Sidney Ross Award selectee was Air Force ROTC Cadet Christopher Abrahamson who is an Electrical Engineering student at the University of Delaware, ranking #1 cadet in the Senior Class with a GPA of 3.61. It is appropriate that Cadet Abrahamson was selected to represent Dr. Ross who served as Technical Director of Research and Development programs for both RCA and General Electric Corporation as Cadet Abrahamson serves as an intern at the Air Force Rome Laboratory when his studies will permit.

Our guest speaker was Captain Scott M. Carlson, USN, the Commanding Officer of the Aegis Technical Representative at Lockheed Martin Corporation, Moorestown, NJ. Captain Carlson's career embraces the many aspects of naval engineering including advanced technical education, shipboard assignments,

command selection, and weapons systems acquisition. Captain Carlson provided a highly informative and thought provoking talk on the Integrated Missile Defense System and the technical requirements of the service personnel who are assigned to operate and maintain the complex equipments.

The event this year started with a social hour where the members of the Delaware Valley Chapter Board can meet and get to know the various ROTC/NROTC unit commanders and the honored guests. This is an exceptionally valuable period as the military personnel have the opportunity to meet and discuss items of their interest with the NDIA Board Members who represent some 25 major defense contractors providing support services in the Delaware Valley.

As seen in the various pictures, The Lincoln Library provides an outstanding and historic background for this luncheon. The artifacts set the stage for a well-received message which combines the efforts of the NDIA Defense Contractors and the present and future leaders of the Military Services.



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.
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Board Member Bio - Miguel R. Hughes

Firm: The Winthorpe Group, LLC

3900 Ford Road- Suite 21E Philadelphia, PA 19131

Position: Managing Director

Mr. Hughes is a Managing Director and Co-Founder of The Winthorpe Group, LLC. Winthorpe is an investment firm that focuses its investments in the Defense and Diversified Industrials Sector. He is responsible for originating and executing new investments. He is also heavily involved in managing the due diligence process associated with new investments. Prior to Winthorpe, Mr. Hughes served as a member of the corporate development team at R & J Components Corporation. At R & J he was responsible for providing valuations and potential sources of financing for acquisitions to the board of directors.

Previously, Mr. Hughes worked as an Options Review

Analyst for the NASDAQ OMX PHLX. In this position he identified market manipulation by analyzing option trade patterns. He also analyzed futures and other derivatives for potential profit opportunities. He was responsible for designing, implementing and maintaining various statistical gathering tools that facilitated derivative analysis.

Mr. Hughes started his career as an Internal Revenue Agent for the IRS. He was responsible for auditing, investigating, and inspecting the books and records of business entities such as partnerships, S corporations and C corporations to ensure compliance with the Internal Revenue Code. He also conducted tax investigations in conjunction with both Federal Agents and the Treasury Inspector of Tax Administration that led to the incarceration of both taxpayers and tax preparers.

Mr. Hughes holds a Bachelor of Business Administration in accounting from Temple University.

Government Relations Update - Defense

The SBA Issues Final "Presumed Loss" Rule: Safe Harbors Expanded

On June 28, 2013, the Small Business Administration ("SBA") issued a final rule to implement the statutory requirements of the Small Business Jobs Act of 2010. The Final Rule will be effective August 27, 2013.

While the presumed loss sanctions remain severe, to the relief of many in the industry, the final SBA rule softened and narrowed the liability scheme compared to the SBA's proposed rule issued in October 2011. The Final Rule clarifies that when a contractor or subcontractor willfully misrepresents its small business size status, there is a rebuttable presumption that a presumed loss to the government exists for every dollar expended on the contract. Certain acts are deemed willful certifications under the rule, including submission of a bid or proposal on any procurement set aside for small business, or registration on any federal electronic database such as SAM or ORCA for purposes of being considered for award as a small business concern. In addition to forfeiture of all contract payments, violations of the rule can subject contractors or subcontractors to severe penalties including suspension and debarment, civil penalties under the False Claims Act, and/or or criminal penalties under the Small Business Act.

The Final Rule relaxed the exposure potential by removing the term "irrefutable" from the presumption of loss, clarifying that contractors have an opportunity to present defenses in the face of a miscertification challenge. The Final Rule also takes the SBA out of the process

for determining presumed loss liability, indicating that presumed loss claims will be determined in judicial or administrative actions by the Government against misrepresenting contractors. The SBA also relaxed exposure compared to the proposed rule by adding a catch-all "other situations" exception to the unintentional error or technical malfunction defenses.

The Final Rule is replete with references to good faith errors as a defense to liability.

The Final Rule clarifies that the presumed loss will apply to subcontractors that misrepresent their status to receive subcontract awards, and to the relief of the prime contractor industry, the Final Rule protects prime contractors from liability if they rely on a written size representation by a small business subcontractor. As a practical matter, federal prime contractors would be well advised to obtain size and status certifications from their subcontractors, because in the absence of that certification, the door remains open to liability for prime contractors.

The Final Rule does not change the nuclear sanctions for size or status misrepresentations. We expect to see claims under the Small Business Jobs Act and the Final Rule added as Counts in False Claims Act cases, and in Board of Contract Appeals cases in Government claims or counterclaims. Federal prime contractors and subcontractors should take proactive measures to mitigate risk in this area.

Delaware Valley Chapter



ARMY PROFESSIONAL PANEL

On Thursday, 13 June 2013, the members of the Delaware Valley Chapter of NDIA joined members of the William Penn Chapter of the Association of the US Army in sponsoring an Army Professional Panel Discussion. The Army Professional Panel was one of several held nationally as an initiative of General Ray Odierno, Army Chief of Staff. The discussion in Philadelphia was held as part of a three day celebration of the Army's 238th Birthday and the celebration of Flag Day, both on 14 June.

The purpose of the panel was an education and training program on the Army Profession. One of the major objectives of "America's Army – Our Profession" is to generate a discussion among Army professionals and the public to result in a better understanding of the Army's doctrine, identity, and ethic.

Panel participants included MG Wesley E. Craig, Jr., The Adjutant General, Commonwealth of Pennsylvania; BG Michaelene Ann Kloster, Commanding General, 98th Training Division, US Army Reserve; CSM Daniel A. Dailey, Command Sergeant Major, US Army Training and Doctrine Command (TRADOC); LTG David D. Halverson, Deputy Commanding General, TRADOC, was scheduled to participate as well but weather related travel problems prevented him from getting to Philadelphia.

Some of the points mentioned in the discussion were the importance of managing the professional identity of Army National Guard members both on and off duty and the challenges in maintaining this identity; a discussion of the problem of sexual harassment and assault through the lens of the Army Profession and how such behavior violates each of the five essential characteristics of the Army Profession: military expertise, honorable service, trust, esprit de corps, stewardship.

The panel members also commented on the process of inculcating the Army ethic and professional identity into each new member of the profession and how they are linked to standards and discipline and their importance to the profession, producing soldiers who are competent, have character, and are committed to the Nation and the Army.

Jim Donahue, President of the William Penn Chapter of AUSA and a board member of the Delaware Valley Chapter, welcomed the panel participants and the members of NDIA and AUSA who attended. SGM David L. Stewart of the Center for the Army Profession and Ethic was the panel moderator, and Brian Gocial, 1st Vice President of the Delaware Valley Chapter graciously provided the use of the Comisky Conference Center.

2013 Chapter Board of Directors Directory

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