



# SOLE SOURCE



Newsletter of the Garden State Chapter  
of the  
International Society of Logistics  
District 10 Chapter 7

May 2007

Edited by Michael E. Harris, C.P.L.

Volume 30, Number 12

## Heart and SOLE

**By Rich O'Donnell - Chapter Chair**

May is always an extremely important month to our Garden State Chapter of SOLE. The reason for this assertion on my part is that we have our annual local symposium in May every year. Not only is this event our highlight of the year, culminating the efforts of a committee that have worked on the preparations for months, it also keeps us fiscally above the water.

Other articles shall be written I am sure, about the outstanding and noteworthy speakers and presenters we have gathered for the symposium, to be conducted on 15 May, individuals like MG Jermone Johnson, the Army Sustainment Command's Commanding General and Mr. David Pauling, the Acting Deputy Under Secretary of Defense (ADUSD) for Material Planning and Readiness. This 29th Annual Garden State SOLE Symposium shall have interesting and relevant logistics material presented. We hope that all, from the neophyte and intern, to the seasoned and experienced logistician, will get a lot out of the day's events.

I look forward to seeing you at the event on 15 May at the Sheraton in Eatontown, NJ.

## Programs

**By Ron Fulton - Vice Chair**  
**Professional Development**

Our May luncheon is traditionally supplanted with our annual Symposium – this year's offering was especially powerful and educating. The Symposium incorporates both technical sessions and a forum to network for both the private and public sector outside normal business workplaces. The event also offers a small exhibit area for select organizations and private contractors. Our own Messrs. Richard O'Donnell and Ken East kicked off this powerful event followed up by a passionate and patriotic presentation by MG Jerome Johnson, Commander, Army Sustainment Command. MG Johnson provided insight into the challenges the ASC currently faces in its growing mission to support the Warfighter and brought it down to the basics—people supporting people and the critical needs in our current operational environment. Bill Kobren, Center Director for Logistics and Sustainment, DAU followed up with a session on DAU Resources for the Life Cycle Logistician. For the academic-minded Dr. Jose Marquez, a professor at Stevens Institute of Technology, delivered a thought provoking paper and presentation on 'Considerations in Complex Systems' as it relates to wireless networks. Our Lunch speaker, Mr. David Pauling, ADUSD (MR&MP), educated the forum on 'Sustained Materiel Readiness'. Kicking off the afternoon sessions, Frank Vellella of Log.Sec Corp presented findings on Technology Insertion and the Increases on Firefinder Supportability. Mr. Michael Syring of Lockheed Martin followed-up with afternoon sessions with a presentation on the challenges in becoming a HIMARS DOD PBL Award Winner.

And finally, Michael Carter, Logistics Operations Center Chief provided an overview of the Logistics Operation Cell in the Log Readiness Center. Feedback from government and private sectors was very positive both from a content and organizational standpoint. Additionally, many of the exhibitors found the intimate setting to be more valuable than other traditional tradeshow venues.

Our next event is the SOLE Garden State Chapter Election Luncheon held at the Grand China Buffet on Route 36 in Eatontown. This event is open to all Chapter members and is free. Come join us to elect your new committee. This event will be our last get-together before we go into our summer hiatus and resume our monthly luncheons in September.

Please do not hesitate to contact me if you have ideas on specific topics, subject matter or speakers you think will resonate with our chapter and the local C4ISR community. I can be contacted at [ron.fulton@1-3com.com](mailto:ron.fulton@1-3com.com) or 732-552-7092. I look forward to seeing you at future SOLE luncheons.

## Education

### By William Hogelin - Vice-Chair Education

The start date for the 10-week Garden State Sole sponsored course for “Developing Professional Logisticians” is 27 August. We have a new vendor. The vendor is submitting extensive Program of Instruction in two weeks for the course for review. Members interested in following up this class by applying as a Designated Logistician or taking the Certified Professional Logistician exam need to be reading the books recommended by Sole on the CPL web site. The book recommended for the class is “Langford. J.V., *Logistics: Principles and Applications*”. We are looking into sources and cost for the book. It is very helpful to apply to the courses taught here at Fort Monmouth by DAU required for Certification in the System

Engineering field. Courses taught by the colleges that presented at the November luncheon would also fill the additional requirements associated with System Engineering requirements over and above what is normally associated with Logistics. If you plan to apply for the exam, applications need to be submitted early August. The course alone will not be enough to get you through the exam. Government employees should watch for the LRC University advertisement for the course.

“If a man empties his purse into his head, no man can take it away from him. An investment in knowledge always pays the best interest.”

- Benjamin Franklin

## Management Committee Information

### By Maureen Boyette - Vice Chair, Administration

*Prior Chapter Management Committee meeting minutes* are on the Chapter website <http://www.gardenstatesole.org/>.

## Financial Update

### By Bob Featheringham - Vice Chair Finance

#### Monthly Summary Financial Report – May 2007

Income for the month was \$1,595.00, and expenses were \$2,451.90. Our books in Quicken were reconciled to the bank statement. The chapter’s planned reserves remain intact. A detailed report was provided to the Chair and remanded for annual audit and subsequent approval.

## Member Information

### By Bill McLean - Vice Chair, Member Services

All members are reminded to submit their renewal membership forms, with the applicable yearly renewal fee (\$35 in almost all cases) **to me**, versus mailing it into SOLE National Headquarters. The \$95 per person subsidy is a local chapter nuance, and it only applies if you follow these guidelines. Applications and remittances sent to National Headquarters directly do not get the \$95.00 subsidy applied.

Once again, I can be reached at:

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Thank you all for steering potential applicants my way.

**Notice:** If you change jobs, retire, etc. and have a new email address and still want to be listed on the SOLE email distribution list, please notify Janet Steinberg at [janet.steinberg@lmco.com](mailto:janet.steinberg@lmco.com) and Maureen Boyette at [Maureen.Boyette@mail1.monmouth.army.mil](mailto:Maureen.Boyette@mail1.monmouth.army.mil) of your NEW email address. Thus ensuring you do not miss any upcoming SOLE Chapter notices, etc.

### Members

Next, I would like to welcome the New and Renewing members of our Chapter, as indicated below.

#### New members

Susan E. Rutherford – LRC-IEWS  
Kimberly E. Wiggins – LRC-IEW  
Lisa D. Marino – CE COM RE FSSD  
Bryce T. Schweers – LC-COM-C-DT

#### Renewing members

Linda M. Treffinger – Sytex, Inc.  
Barbara Applegate – LRC-COMM  
Richard Kirk – LRC, CECOM  
Cristen A. Zukowski – LRC-COMM  
Sada Barik – US Army CECOM  
Kathleen R. Morgan – PM ACS  
Michael K. Conte – US Army CECOM  
Peter Tsang – CECOM, LRC, Comm Dir  
Gloria Ferrell – HQ CE-LCMC  
Ruthann E. Rinaldi – LRC-LEO DIR  
Jeanne M. Allerton – LRC-COMM  
William McLean – LRC-COMM-DIR  
Timothy S. Travers – LRC-COMM-DIR  
William Hogelin – US Army CECOM

Thank you all for joining or rejoining, SOLE.

## Upcoming Events

### By Gloria Richardson - Chair, Governmental Affairs Committee

#### Defense Executive Leadership Development Program (DELDP)

04 September 2007-07 June 2008. The Army has opened the window of opportunity for submission of applications for the Defense Executive Leadership Development Program (DELDP). The program is open to GS-12-14s. Erika Valerio may be contacted for additional information. See <http://cpol.army.mil/library/train/catalog/ch04deldp.html>.

## Logistics Education Foundation



J. MICHAEL RYSKAMP C.P.L. -  
LEF Liaison

Do you want to further your logistics education to advance your career? Do you have a family member who is interested in a logistics education? If so, contact any member of SOLE's Garden State Chapter Management Committee – <http://www.gardenstatesole.org/>.

### LOGISTICS EDUCATION FOUNDATION

SOLE founded the Logistics Education Foundation (LEF) – a non-profit foundation – to collect funds for and provide financial support to the educational activities and programs of SOLE. This includes providing the funding for SOLE's annual scholarship and doctoral dissertation awards programs; grants; publication of technical/educational material (e.g., monographs); and other assistance to individuals and organizations furthering logistics education, as determined by the LEF's Board of Trustees.

Programs and initiatives undertaken by the LEF in support of SOLE's educational agenda include scholarships and doctoral dissertation grants for eligible students (members and non-members) working toward undergraduate, graduate, and post-graduate degrees in logistics and logistics-related subjects.

### ANNUAL LOGISTICS SCHOLARSHIP COMPETITION

**Deadline is May 15 each year for the following academic year.**

*Are you pursuing a bachelors or masters degree in logistics or a logistics-related major?*

*Are you enrolled at an accredited educational institution, carrying a full-time course load?*

*Then you are eligible to apply for a \$1,000 scholarship award from LEF.*

Each year, the LEF awards a number of scholarships supporting logistics study at undergraduate and graduate levels. Applicants are evaluated based on their intention to pursue a career related to logistics, scholastic achievements, as well as indications of current and future contributions to the logistics profession, as evidenced by course work, special

projects, research, and/or on-the-job logistics experience.

All scholarship award winners are required to submit a student paper to SOLE's professional journal, the **Logistics Spectrum**. Scholarships apply to the next academic year.

You will need to submit a Complete Application Package:

- Completed Application Form
- Official Transcripts for all University/ College coursework completed
- Two letters of recommendation from faculty or employers

Please contact Mike Ryskamp, C.P.L. at 732-427-4260 or cell 732-822-0009 [j.michael.ryskamp@us.army.mil](mailto:j.michael.ryskamp@us.army.mil).

Download Application Form: <http://www.sole.org/downloads/lef-02.zip>.

## The Editor's Corner



By Dr. Michael E. Harris, C.P.L. – Editor-in-Chief

### Work Habits and Some Rambling

I am in the mood for a short editorial this month. I have been working too hard and staying at the office too long. While hard work is not supposed to kill anyone, it really does affect health. When you add a commute to the eight-hour day, you get stress. Stress kills.

Because of my mood, I chose two articles for you this month that relate to health and work habits and recreation. Okay, it is alcohol consumption and not really recreation.

How do you balance work and family? Who comes first—your job or your family? I know that for many of us, our work is very important to us. We are doing something vital; we are helping to keep our Warfighters alive and safe.

This is a noble calling that we have, and we want to do it well. Because there is never enough time or money to do the job, we work through lunch and add on a few pounds while we snarf down something that is high in calories, fat, and sodium while we sit at our desks and make progress on the struggle to support the Warfighter. We work late because the boss just had something dumped on him by someone else who had something dumped on him. We want to please the boss so we work long hours—for free.

None of us intends to damage our health or our relationships, but we do. We are driven to do a good job; we are driven to succeed. Those of us who do not have these drives do not succeed in the fast-paced, ever-changing world of US Army logistics.

I look forward to the summer for some recreation. I looked up the word recreation in the dictionary and found this “the act of creating anew” (Recreation, n.d.). This means to renew yourself, not just play. Play is good, but you need to unwind, recharge, and rebuild yourself.

The in-text citation is in APA format. I have been doing that for so long that I stuck it in here before I realized what I was doing. Since I did it, I kept it in. And, to complete the abomination, the following is the correct APA full citation (i.e., reference): Recreation. (n.d.). Dictionary.com Unabridged (v 1.1). Retrieved May 16, 2007, from Dictionary.com website: <http://dictionary.reference.com/browse/recreation> The lack of a period at the end is actually correct; if you think about it, it makes sense. If you think about it too long, shame on you—go home and play.

## SOLE Notices

**By Janet Steinberg, Industrial Affairs Committee Chair**

My SOLE Notices email database list is growing every day. If you have a coworker or business associate who would like to receive emails regarding upcoming SOLE Garden State Chapter

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luncheons and the annual Garden State Symposium announcements, etc., they can contact me at [janet.steinberg@lmco.com](mailto:janet.steinberg@lmco.com). I will be happy to input their email address to our database. Or just leave their business card with me at the monthly luncheons and I take care of it for them. Remember you do not have to be a chapter member to receive these email announcements.

**Editor’s Note:** The Chapter Management Committee agreed to continue having the monthly luncheons at the Sheraton-Eatontown if possible. Please confirm the location of the luncheon each month.

## PEOPLE, PROJECTS, & COMPANIES

**By the Publications Committee**

The Editor needs some input. Brag about yourself, your project, or your employer.

**Garden State Chapter of  
SOLE**

**Annual Logistics Symposium**

**“Successful  
Logistics  
Strategies for  
Increasing  
Readiness”**

**15 May 2007**

**Sheraton-Eatontown**

**Mark your calendars**

## TECHNICAL ARTICLES & OTHER ITEMS OF INTEREST

We have two articles for you this month. Both are public service announcements—actually, they were not designed as such, but I am in the mood to offer some light reading that might help someone. The first is about the price of alcohol and alcohol use. The second is about your work habits—some of you work too hard and too long.

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### **Raising Price of Alcohol Unlikely to Lower Demand** From LifeScript ([www.lifescrpt.com](http://www.lifescrpt.com)) – 27 April 2007

“Public health officials wishing to reduce the incidence of an unhealthy behavior, such as smoking or drinking, face a series of equally daunting options. Public education campaigns have been shown to be effective, but can also be costly and fail to achieve lasting awareness. Another option often raised by health advocates is to raise the price of engaging in risky behavior, either through fines for smoking and drinking in prohibited areas or by raising the price of the products in question themselves. However, a new study published in the journal *Alcoholism* finds that raising the price of liquor may do little to curb demand and stem alcoholism. According to researchers, raising the price on certain brands or types of alcohol may simply lead consumers to switch preferences to lower-cost brands, while raising prices across the board may simply result in alcoholics' drinking more of lower-quality beverages. The study's authors recommended focusing on public awareness and health education.”

There are more options than the study authors looked at. This editorial can be viewed as a public service announcement or an approach to thinking critically.

I see public awareness and health education to be necessary, but not sufficient approaches. Will those people who drink excessively stop drinking if the prices of all alcoholic beverages go up some uniform percent? Probably not. The study authors arrived at a reasonable conclusion – drinker will switch to lower-cost (lower satisfaction, lower quality) alternatives. These drinkers will pay the same amount for the same quantity, but the quality or taste may be inferior. This is not a good approach to current heavy drinkers or alcoholics.

What about my readership? Those of you out there who have a few drinks a week at home or in a restaurant might prefer to have one less drink a week rather than move to “inferior” beverages. You drink because of the taste and you do it in social settings. You might buy a six-pack of Old Frothingslosh instead of Coors for that big football game on TV between your *alma mater* and its hated rival.

The social drinker and the alcoholic have different perspectives on what is important – same number of drinks at a lower quality or same quality with fewer drinks. This is a big life lesson. This is related to Maslow's hierarchy of needs.

On last word, pushing up the prices on alcohol and tobacco products may not have much effect on current users, but it might keep a few teenagers from starting as soon as they do now.

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### **The Workaholic**

**Barton Goldsmith, Ph.D.**

If you are more comfortable at work than in any other environment, or if you feel as if you can't take a vacation, or don't have the ability to just

turn off work for a few days, you may actually be a workaholic.

Whether it's addiction, avoidance, or an obsessive-compulsive disorder, workaholism is harmful to its victims and those who are close enough to feel the fallout. Additional signs can include using work as an escape, having your home become a "satellite office," and being unable to be at peace when you're not thinking about or doing work. An inability to relax or to enjoy your free time is another signal that you could be in the process of becoming a human-doing rather than a human-being.

Hard work and achievement are good things, but if they take the place of loved ones or even taking care of yourself, you need to take a deeper look at what's driving you. This includes using work to avoid personal or family issues.

For some, living to work may actually mean working to live. When struggling to make ends meet, working overtime at every opportunity is totally understandable. These are difficult situations, but to maintain good health, you need to build in some downtime. The difference between needing to work and workaholism lies in whether or not you can stop thinking about your job when you are away from it. Others who overwork may have a severe need to be perfect and feel that no one else can do the job as well as they can. Sometimes a workaholic

may fear losing a job, so he or she puts in the extra effort to insure job security.

There are occasions when overwork can be beneficial. If you are healing from an emotional wound, trying to build a nest egg, or fighting bad habits, concentrating on work can be a good idea. Just make sure that you keep some balance in your life.

Workaholics Anonymous ([www.workaholics-anonymous.org](http://www.workaholics-anonymous.org)) has a web site where you can take a test, get some basic information about support groups, and learn about some things you can do to dial your work life back a little bit. A couple of good tips for dealing with this issue include taking long weekends and vowing during time off not to tackle any work-related projects. Another tip is to make your personal time a sacred space where you can only do things for yourself or your loved ones.

As issues go, this may not be perceived as the worst thing in the world. But I have seen it ruin numerous relationships and families. I have also met many very successful people who felt alone in the world because so much of their time was spent at their businesses instead of with those they love.

Culturally, we tend to honor hard work, and most people feel that it pays off. But in the end, if it replaces the more important things in life, like relationships, you end up with less.

## Meeting Notices

**Luncheon Meetings:** Third Tuesday of the month.

Date	Time	Location
TBD	1130-1300	Sheraton Eatontown

**Chapter Management Committee Meetings:** Last Thursday of the month.

Date	Time	Location
31 May 2007	1130-1300	Lockheed Martin Offices – Tinton Falls

**Other Functions:** Annual Chapter Symposium

Date	Time	Location
15 May 2007	All day	Sheraton Eatontown

"Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information on it."

*Samuel Johnson (1709-1784), quoted in Boswells' Life of Johnson*

"Learning is not attained by chance; it must be sought for with ardor and attended to with diligence."

*Abigail Adams (1744-1818), 1780*

"Logistic considerations belong not only in the highest echelons of military planning during the process of preparation for war and for specific wartime operations, but may well become the controlling element with relation to timing and successful operation."

*Vice Admiral Oscar C. Badger, USN*

Think of this as a guiding principle behind Performance-Based Logistics (PBL). "Not everything that can be counted counts, and not everything that counts can be counted."

*Albert Einstein (1879-1955)*

Here are two from great warriors.

"Age wrinkles the body. Quitting wrinkles the soul."

*General Douglas MacArthur*

"A military operation involves deception. Even though you are competent, appear to be incompetent. Though effective, appear to be ineffective."

*Sun-Tzu (~400 BC), The Art of War*

# 2006-2007 Chapter Management Committee Members

Please contact Janet Steinberg at 732-389-0390 with any corrections.

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