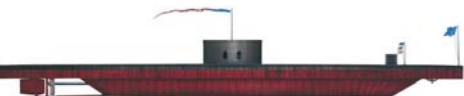


# THE MONITOR AND MERRIMACK



Newsletter of the  
Greater Hampton Roads Chapter  
District 02 – Chapter 03  
SOLE- The International Society of Logistics  
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**January 2015**  
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## Chapter Management Committee

### Chapter Chairperson:

Charlie Littleton

Vice Chair – Membership:

Vacant

Vice Chair – Admin:

Carl Lilieberg

Vice Chair – Finance:

Rick Treto

Vice Chair – Education:

Lee Morris, CPL

Vice Chair – Professional &  
Technical Development

Akalanka Warusavitharana, CPL

Logistics Education Foundation  
(LEF) Liaison Vacant

Newsletter: Carl Lilieberg

Web Master: Charlie Littleton

District Director:

Dave Floyd, CPL

## From the Chapter Chairman

Happy New Year Everyone!

With the spirit of New Year resolutions, our chapter has started the New Year with great expectations and a determination to be more active and engage with our community!

Our first luncheon this year will be at new location with our first speaker of 2015. Our speaker will be **BMCS (SW) Robert Bergman** who will be presenting “**ACU 2 Operations Overview**”. The meeting will start at 11:30 AM and conclude at 1:00 PM on January 29<sup>th</sup> at the Teppanyai Grill. See the flyer in this newsletter for directions.

We are engaging with several potential speakers and hope to have a confirmed schedule next month.

Please come join us!

Charlie Littleton  
Chairman GHRC SOLE

## Coming Events:

### **GHRC Luncheon**

**BMCS (SW) Robert C.  
Bergmann**

### **ACU 2 OPERATIONS**

**Thursday, 29 January  
2015**

**11:30 AM to 1 PM**

**Teppanyaki Grill and  
Buffet**

**7525 Tidewater Drive,  
Suite 8  
Norfolk, Virginia**

## **In this Issue:**

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Winter Beauty

**Certified Professional Logistician Corner**

The next CPL Exam  
will be given in  
May 2015

**ENGINEERING ECONOMIC ANALYSIS**

1. Wherever we go in the world, resources are:
  - a. Finite.
  - b. Infinite for selected purposes and objectives.
  - c. Distributed by elected officials.
  - d. Often free for governmental Objectives..
  - e. Unlimited and available for use by engineers.
2. Resources are:
  - a. Meted out by managers or leaders.
  - b. Not always available at the point of need.
  - c. Rarely the constraining factor in engineering projects.
  - d. Always used at the point of need in the original planning.
  - e. Always expensive to the user.
3. Those in engineering who do their jobs and stay out of the power and struggle in the organization are free from political activity.
  - a. True.
  - b. False.
- .4.. Economics is the study of how money moves in a society.
  - a. True.
  - b. False.
5. Economics is defined, in part, as the study of how men use scarce or limited productive resources to produce various commodities.
  - a. True.
- b. False.
6. Engineering economic analysis, by its nature, must consider economics but:
  - a. Need not consider politics.
  - b. Must also consider politics.
  - c. Need not worry too much about either economics or politics.
  - d. The impact would be light and of minimum effect.
  - e. The mathematics of economics need not be employed.
7. In part, engineering economic analysis can be defined as the study of how engineers choose to optimize their designs and construction methods to optimize the satisfaction of their clients.
  - a. True.
  - b. False.
9. Engineering economic analysis is based upon exactness and precision. Therefore, is can only use inputs which are exact and precise.
  - a. True.
  - b. False.

Please see answers on Page 3

**Near term Calendar of Events**

**GHRC SOLE**

29 Jan. 2015                      **BMCS (SW) Robert C. Bergmann, ACU 2 Operations 1:30 to 1 PM Teppanyaki Grill & Buffet, Tidewater Drive, Norfolk**

**ASNE**

**Dinner Meetings:**                      **Every 3<sup>rd</sup> Tuesday, Springhill Suites, Newtown Road, Va. Beach, (1800-1900 Social Hour); 1900-2030 Dinner and Program; Reservations: on line at ASNE Tidewater site.**

21 January 2105                      **Speaker: Glen Sturtevant  
 Director of Science and Technology  
 DOD, Navy**

5 February 2015                      **FREE Metal Working Hazards Technical Solutions Seminar**

**NDTA**

**No Events Scheduled**

**CPL/CML CORNER ANSWERS**

**CPL/CML CORNER ANSWERS**

Answers			
1	a	6	b
2	b	7	a
3	b	8	b
4	b		
5	a		



January 7, 2015

GHRC Business Meeting Minutes

Attendees:

Lee Morris, Education Vice Chairman; Carl Lilieberg, Administrative Vice Chairman; Rick Treto, Finance Vice Chairman; Charlie Littleton, Chairman; Michele Staley, LCE; Mike Grime, LCE

The meeting commenced at 5:00 PM

Rick Treto related our chapter fiscal status and indicated he had received our latest bank statements from SOLE Headquarters.

Charlie Littleton noted that we have settled on a new locale for our monthly luncheons at the new Tappanyaki Grill at Southern Shopping Center on Tidewater Drive near Little Creek Road. It has a large banquet room and a very large Chinese buffet.

Charlie said our January Luncheon is planned for Thursday January 20<sup>th</sup> at the Tappanyaki and he is making reservations for the event. He plans for our follow-on events to be on the 4<sup>th</sup> Thursdays of the month and Business Meetings on the first Thursdays. Carl said he would work to get the January newsletter out.

Charlie also announced that he has reset our Chapter Website with the same site address. It has our December Newsletter posted on it. He then noted that he is preparing the Chapter Quarterly Report for the 1<sup>st</sup> Quarter of the 2015 Fiscal Year. He reviewed the maintenance cost, including the domain charges and monthly fees. All the connecting applications such as FACEBOOK and INSTAGRAM are also included. He solicited help in lining up speakers for coming luncheons and noted our past success in teaming with the local NDTA chapter.

Carl Lilieberg said he would try to contact Paul Vanhoosen re a possible DLA presentation and also a tour of the Navy's ATOC (DLR Traceability Operations Center). Charlie and Mike noted that a presentation from the Carrier Planning Activity was possible. Michele said she might be able to get a friend who is a boat captain of the Navy's LCU's (LCU-5) to speak or give us a tour either this month or in the near future. Charlie asked Carl to liaise with a contact he has from Norfolk and Western Railroads and he said that Akalanka has offered an executive presentation from CGM-CMA.

There being no further items for discussion, we closed the meeting at 5:30 PM.



**Greater Hampton Roads Area Chapter  
SOLE – The International Society of Logistics**

**BMCS (SW) Robert C. Bergmann**

**ACU 2 OPERATIONS**

**Thursday, 29 January 2015  
11:30 AM to 1 PM**

**Teppanyaki Grill and Buffet  
7525 Tidewater Drive, Suite 8  
Norfolk, Virginia 23505  
757-588-0588**

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Please RSVP by contacting our Chairman, Mr. Charlie Littleton at [clittleton@LCE.com](mailto:clittleton@LCE.com) or phone him at 757-857-1311 (ext: 4203) NLT cob Wednesday, 28 January.

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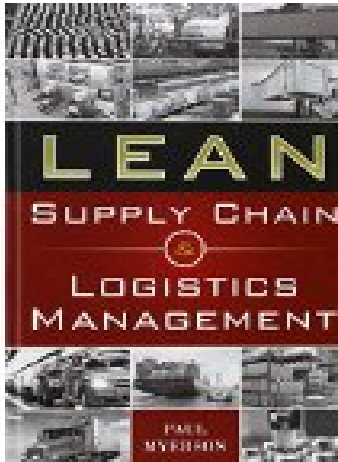
Driving Directions: From both east and west on I-64 take the Tidewater Drive Exit North and Turn Left into the former Sothern Shopping Center area (before the Little Creek Underpass)

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Please join us for a highly interesting logistically related tour of facilities and businesses in the Tidewater Area. When possible we will arrange for lunch at or near the tour sites. These tours offer an opportunity for professional contact, and timely and informative logistics presentations. Spouses and guests, bosses, and co-workers are welcome and you DO NOT have to be a SOLE Member to attend!

\*\*\*\*\*

**BOOK REVIEWS** (REPRINTED FROM  
AMAZON.COM – ONLINE)



*The documented benchmarks for success and the many examples help explicate the complexities for the reader. The book is organized and written so that it will be useful as an introduction to the field and also as a reference when special challenges arise for the practicing manager.* -- DR. JOHN J. COYLE, Professor Emeritus of Logistics and Supply Chain Management, Department of Supply Chain and Information Systems, Smeal College of Business, Pennsylvania State University

*"The book is a must-read for all supply chain managers seeking to drive down costs and improve profits and must be read before any investment is made in your supply chain. Get copies for your controller and all senior managers...this book lays it all out."*

-- DR. RICHARD LANCIONI, Chair, Marketing & Supply Chain Management, Fox School of Business, Temple University

***Expert Strategies for Improving Supply Chain and Logistics Performance Using Lean***

This practical guide reveals how to identify and eliminate waste in your organization's supply chain and logistics function. *Lean Supply Chain and Logistics Management* provides explanations of both basic and advanced Lean tools, as well as specific Lean implementation opportunities. The book then describes a Lean implementation methodology with critical success factors. Real-world examples and case studies demonstrate how to effectively use this powerful strategy to realize significant, long-term improvements and bottom-line savings.

**COVERAGE INCLUDES:**

- \* Using Lean to energize your supply chain
- \* the eight wastes
- \* Lean opportunities and JIT in supply chain and logistics
- \* Lean tools and warehouse
- \* Global lean supply chain and logistics
- \* Lean opportunity assessment, value stream mapping, and Kaizen event management
- \* Best-in-class use of technology with Lean
- \* Metrics and measurement
- \* Education and training

## Six Essential Strategies for Selecting a Global 3PL (Reprinted from Inbound Logistics October 2007)

By John A. Fitzgerald

Today's complex global business environment - with its rapidly advancing technologies, emerging world markets, and vastly extended supply chains - places increasingly critical decision-making demands on logistics professionals.

In a world gone global, the challenges of providing seamless supply chain solutions across geographical and cultural boundaries have increased exponentially.

Overall logistical requirements, vendor choices, and other dynamic variables can make the outsourced 3PL decision-making process an exercise fraught with pitfalls if not conducted carefully and correctly.

Compounding the situation is the fact that global third-party logistics, driven by increasing international logistics cost factors, is estimated to be a \$390-billion industry. There is no indication the number of players providing these service offerings will diminish.

This makes partnership decisions for shippers even harder to grapple with.

With these caveats in mind, here are six critical essentials of global supply chain strategy you should weigh, analyze, and consider carefully before selecting your 3PL.

Keep in mind: the 3PL's price is seldom the only selection criteria; you must also consider total supply chain costs.

**1. Cultural alignment.** The biggest challenges shippers face today are controlling international supply chain visibility, lead times, and total landed costs - including inventory carrying costs, obsolescence costs, and customer service

So, selecting a third-party logistics provider best suited to meeting their specific and unique global

distribution needs, both culturally and operationally, is critical.

Every shipper should ask: "Does my company and the 3PL we will work with share the same values, such as ethics and responsibility; and can we understand and agree upon what the specific nature of the partnership arrangement will entail?"

If the two parties cannot agree on these points, the rest of the criteria become moot.

**2. Company infrastructure.** With globalization and new technologies, it is critical that both parties have the physical resources and accessibility to shipment data to meet each other's needs.

In the age of customized one-to-one marketing, supply chain solutions become all about personalized service. If the two partners do not share common capabilities and company resources, a 3PL will not be able to provide proper supply chain visibility, and the shipper will not obtain the necessary capacity and services when delivery of goods is required.

If you source from India, for instance, does the 3PL have its own offices in the region to work with your suppliers?

**3. IT capabilities.** IT capabilities work hand-in-glove with company infrastructure. If the shipper and 3PL cannot communicate on the operating platforms they already have in place - whether EDI, XML or the Web - and be responsive to each other's changes in IT structure, it is likely they will not be a good match.

Real-time data sharing and ongoing timely responsiveness is crucial to providing a seamless supply chain. IT compatibility is essential for providing global logistics services such as shipment documentation, purchase order visibility, cross-docking support, and advanced services including forecasting, inventory replenishment, and life cycle management. How fast can the 3PL respond to IT requests?

**Continued on Page 10**

**GHRC Executive Board Officers:**

Charlie Littleton, 757-857-1311(4203)  
Chairman

Membership Vice Chairman  
Vacant

Rick Treto, 757-578-3338  
Finance Vice Chairman

Akalanka Warusavitharana, CPL  
Professional and Technical Development Vice Chairman

Lee Morris, CPL, 757-464-5252  
Education Vice Chairman

Carl Lilieberg, 757-496-8945  
Administrative Vice Chairman

**CHAIRMAN/WEBMASTER**

**CHARLIE LITTLETON**

5301 ROBIN HOOD ROAD,  
SUITE 108

NORFOLK VA. 23513-2406

**PHONE:**

**(757) 857-1311 (4203)**

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The Mailing Address is:  
Greater Hampton Roads Area  
Chapter of SOLE – The  
International Society of  
Logistics  
P.O. Box 4684  
Virginia Beach, Va. 23454

**Our Website is back up:**

**[www.ghrc-sole.org](http://www.ghrc-sole.org)**





**Long Term 2015 Calendar Greater Hampton Roads Chapter Monthly Schedule**

	Business Meeting	Lunch/Tour	Speaker/Topic
January	7 Jan.	29 Jan.	Luncheon BMCS (SW) Robert C. Bergmann, OCU 2 Operations
February	5 Feb..	26 Feb..	TBA
March	5 Mar..	26 Mar..	TBA
April	2 Apr.	23 Apr,	TBA

**Membership Renewal:**

**Please don't put off to tomorrow what you can and need to do today. Take the time to renew your SOLE membership dues. The form is available on the Headquarters Website – SOLE.org and is also on Page 12 of this issue.**

## Six Essential Strategies for Selecting a Global 3PL (Cont'd from Page 7)

**4. Ease of doing business.** A supply chain partnership will only be as good as the skills and cooperation its participants bring to it. How flexible is each partner willing to be on items such as exceptions, scheduling, and services? If the supply chain is to be optimized, it's important that both partners work together to empower all participants.

A third-party logistics provider that is right for you will customize services to meet your specific supply chain needs. But it is essential that shippers work closely with their 3PL to share critical shipment and forecast information that will enhance visibility and help optimize the total value chain process

**5. Metrics.** Cost is always important, as the success of any supply chain partnership ultimately relates back to customer satisfaction. This means that you and your 3PL partner must establish agreed-upon benchmarks for success, and frequently review measurement data to ascertain if the global logistics process is performing well or needs improvement.

This process can involve measuring on-time performance, damages, cost-per-touch, total landed costs, and other metrics. Your metrics should be the 3PL's metrics.

**5. Metrics.** Cost is always important, as the success of any supply chain partnership ultimately relates back to customer satisfaction. This means that you and your 3PL partner must establish agreed-upon benchmarks for success, and frequently review measurement data to ascertain if the global logistics process is performing well or needs improvement.

This process can involve measuring on-time performance, damages, cost-per-touch, total landed costs, and other metrics. Your metrics should be the 3PL's metrics.

**6. Partnership intangibles.** Value-added customer service-related items can be further enhanced if both parties are able and willing to jointly invest in their common success. It is vital that each partner fully understand the meaning of "global collaboration."

As global trade and IT capabilities accelerate, and trade complexities increase with new cross-cultural regulations, it becomes even more imperative that you give great care to choosing a global 3PL.

Selecting the right supply chain partner for your specific distribution needs will dramatically enhance your worldwide supply chain management results.

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## Supportability Analysis Terms

(Reprinted from FMEA-RMECA.com online)

### Failure Mode and Effects Analysis (FMEA) or FMECA

is a systematic analysis approach, which facilitates the identification of potential problems in a design or process by examining the effects of lower level failure modes. As a result of the analysis, recommended actions are made to eliminate or reduce failures. Also, compensating provisions like adding redundancy for critical systems may be proposed to mitigate risk, if in fact, the failure does occur.

Over the years this valuable analysis technique has been used effectively in the space program and in many other industries. Today, it is a recommended best practice and an integral part of most any successful quality program. If you are interested in learning more about FMEA, then this site will provide you with not only a good introduction to both FMEA and FMECA, but it will arm you with many valuable resources

## Transportation Topics (Reprinted from Journal of Commerce.com, 15 Jan 15)

Bienvenido, Mexican truckers. Starting today, the U.S. Department of Transportation is accepting applications for U.S. operating authority from long-haul Mexican trucking operators. The decision to open the U.S. to qualified Mexican carriers gives those companies the same rights in the U.S. as their Canadian counterparts, fulfilling a 20-year-old North American Free Trade Agreement obligation and lifting the threat that Mexico might revive \$2.4 billion in punitive tariffs on U.S. goods.

The decision "outraged" the Teamsters union and others opposed to licensing Mexican carriers in the U.S., but it's not clear whether they have any means to block or reverse it. What's more clear is that the decision could have an important impact on growing U.S.-Mexican trade, the near-shoring of manufacturing and, eventually, truck capacity at the border. In time, new shipping patterns may emerge, with major transportation hubs in border states benefiting from new business

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Representatives of union and non-union drayage drivers serving Port Metro Vancouver will meet with British Columbia's minister of transportation on Thursday in what drivers call a final attempt to avoid another strike at Canada's largest container port

---

A U.S. West Coast port lock out would be "a catastrophe beyond belief" for the footwear industry that imports the vast majority of its products through the terminals at Los Angeles-Long Beach, said Matt Priest, president of the Footwear Distributors and Retailers of America

---

CSX Transportation doesn't think lower fuel prices for over-the-road trucking will derail its growing intermodal business

---

Intermodal experts have warned for months that the decline in intermodal rail service could cost the railroads growth. That warning now appears to have become reality, as service issues and lower fuel prices have taken some of the momentum out of the intermodal sector. U.S. shippers surveyed by Wolfe Research late last year on average moved more freight from trains to trucks than they did the opposite direction, the first time the survey tracked intermodal conversion losing ground since 2010.

## TECHNOLOGY QUOTES (Reprinted from brainyquotes.com)

The first rule of any technology used in a business is that automation applied to an efficient operation will magnify the efficiency. The second is that automation applied to an inefficient operation will magnify the inefficiency.

Bill Gates

---

### Technology Quotes

The number one benefit of information technology is that it empowers people to do what they want to do. It lets people be creative. It lets people be productive. It lets people learn things they didn't think they could learn before, and so in a sense it is all about potential.

Steve Ballmer

---

The world is very different now. For man holds in his mortal hands the power to abolish all forms of human poverty, and all forms of human life.

John F. Kennedy

---

It has become appallingly obvious that our technology has exceeded our humanity.

Albert Einstein

**SOLE – The International Society of Logistics**



**APPLICATION FOR MEMBERSHIP**

**MEMBERSHIP TYPES**

- **Member:** An individual working or interested in the logistics profession or a related activity seeking to improve their competence through professional activities
- **Retired:** An individual who is fully retired from the active work force. [NOTE: Retired from military service does not qualify, unless not employed.]
- **Young Logistician:** An individual who is 35 years of age or younger, drawing a salary. This category of membership is for *1 year only*.
- **Student:** An individual carrying at least 30 % of a full-time academic program in the field of logistics as a graduate or undergraduate in a school of recognized standing. *Persons drawing full time salaries while attending college are not eligible.*
- **Corporate Member:** A special corporate membership application is available at SOLE Headquarters. To get an application, please call (301-459-8446), fax: (301-459-1522) or email (solehq@erols.com).

**DUES STRUCTURE (Membership Year: Based on Anniversary Date)**

Membership Type	New Member	Renewal
Regular 1 Year	\$140	\$130
Regular 3 Year	\$370	\$360
Student	\$40	\$40
Retired	\$85	\$75
Young Logistician	\$75	N/A

PLEASE TYPE OR PRINT CLEARLY

\_\_\_ Mr. \_\_\_ Mrs. \_\_\_ Miss \_\_\_ Ms. Other \_\_\_\_\_

Date of Birth \_\_\_\_\_ (MM/DD/YY)

First Name/MI \_\_\_\_\_  
NO NICKNAMES, PLEASE – Given name, only.

Last Name \_\_\_\_\_

Address \_\_\_\_\_

Address \_\_\_\_\_

Address \_\_\_\_\_

Country \_\_\_\_\_

Work Phone \_\_\_\_\_  1 Year  
 3 Year

Home Phone \_\_\_\_\_  Student  
 Retired

Cell Phone \_\_\_\_\_  Young  
 Logistician

Email \_\_\_\_\_

Employer \_\_\_\_\_

Position \_\_\_\_\_

Highest Degree Received \_\_\_\_\_

Affiliate me with \_\_\_\_\_ Chapter

\_\_\_ Nearest Active Chapter

\_\_\_ Virtual Chapter

Mail with payment to: **SOLE – The International Society of Logistics**  
 14625 Baltimore Avenue, Suite 303  
 Laurel, MD 20707-4902 USA

Application Division Interest (Select one or more)

- Commercial Logistics
- Events Logistics
- Humanitarian & Disaster Relief Logistics
- Defense Logistics
- Medical Logistics
- Space Logistics

List me in SOLE's Membership Directory.  Yes  No

I'd like to receive outside mailings.  Yes  No

Signature of Applicant \_\_\_\_\_

I hereby sponsor the above applicant for membership in SOLE. I have provided my signature and membership number. \_\_\_\_\_

Signature \_\_\_\_\_

My check # \_\_\_\_\_ for \_\_\_\_\_ US Dollars is enclosed

Please charge \$ \_\_\_\_\_ to my  VISA  MC  AmEx  DC

Account Number \_\_\_\_\_

Expiration Date \_\_\_\_\_ Security Code \_\_\_\_\_

Name of Cardholder (print) \_\_\_\_\_

Signature of Cardholder \_\_\_\_\_

Card Billing Address \_\_\_\_\_

Phone No. of Cardholder \_\_\_\_\_

E-mail of Cardholder \_\_\_\_\_

**FOR SOLE USE ONLY**

Membership Number \_\_\_\_\_

District/Chapter Affiliation \_\_\_\_\_

**The Product Support Management IPS Element** (Reprinted from NOV/DEC GWAC Newsletter)

Product support management is the development and implementation of product support strategies to ensure supportability is considered throughout the system life cycle through the optimization of the key performance outcomes of reliability, availability, maintainability and reduction of total ownership costs. The scope of product support management planning and execution includes the enterprise level integration of all twelve integrated product support elements throughout the lifecycle commensurate with the roles and responsibilities of the Product Support Manager position (PSM) created under Public Law 111-84, Section 805.

The roles and responsibilities of the PSM reflected in the Product Support Management IPS Element include the following:

Management, planning, and funding of the package of support functions required to field and maintain the readiness and operational capability of major weapon systems, subsystems, and components, including but not limited to materiel management, distribution, technical data management, maintenance, training, cataloging, configuration management, engineering support, repair parts management, failure reporting and analyses, and reliability growth tracking and the logistics elements (e.g., support equipment, spares, etc.) related to weapon systems readiness. It includes the planning and management of cost and performance across the product support value chain, from design through disposal.

Product Support Management Activities include the following:

- Product Support Strategies
- 12 Step Product Support Strategy Process Model
- Life Cycle Sustainment Plan (LCSP)
- Statutes, Policy and Guidance
- Requirements
- Product Support Management Business Model (PSMBM)
- Product Support Budgeting and Funding
- Cost Management
- Contract Development and Management
- Planning Management
- Configuration Management
- Quality
- Test and Evaluation (T&E)
- Production and Fielding
- Sustainment Logistics
- Disposal
- Risk Management
- Tools and Processes

To learn more about the Twelve Integrated Product Support (IPS) Elements, including the Product Support Management IPS Element, search on line at Google.