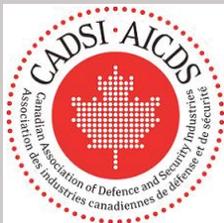


# U.S.-UK-CANADA TRILATERAL SYMPOSIUM

*“Promoting Defense and Security through Trade and Cooperation”*

IN CONJUNCTION WITH:

**CADSI**



**A|D|S**



OCTOBER 2, 2009

[WWW.NDIA.ORG/MEETINGS/047K](http://WWW.NDIA.ORG/MEETINGS/047K)

SHERATON NATIONAL HOTEL ▶ ARLINGTON, VA

EVENT #047K

# U.S.-UK-Canada Trilateral Symposium

## About The Symposium

American, British, and Canadian defense companies have a history of sharing defense technology that dates back decades and continues today. All sides have prospered from their past and ongoing business relationships. Many of these relationships enjoy a trend of increasing activity, but positive trends seldom continue without the occasional intervention.

The objective of this symposium is to provide that intervention by facilitating networking among U.S., UK, and Canadian defense and public security companies, as well as among Industry and Government in the three nations. It is hoped that industrial and government participation will help in efforts to support the promotion of better awareness of the business operating environments and specific commercial defense opportunities in all three countries.

The globalization of national economies and the need to improve interoperability among allied forces are strong incentives for nations to seek forms of cooperation that are robust, and mutually beneficial. That cooperation must take place among national governments, among their defense industries, and the suppliers to those industries. The U.S., UK, and Canada all have significant indigenous defense and commercial industries. Thus, it is natural for all three to actively seek ways to expand existing business links and create new ones.

This symposium will provide participants an understanding of business operating environments in the three countries and of specific defense business opportunities of possible interest to their firms.

Senior Canadian, British, and American Government and Industry officials have been invited by CADSI, NDIA and the DMA to participate in this major event. This will create an invaluable opportunity for networking for American, British, and Canadian firms interested in doing defence business with any or all of these countries.

## Conference Chairpersons:

**Canada** Mr. Tim Page, *President, CADSI*  
**UK** Rear Admiral (Rtd.) Rees Ward, *Chief Executive A|D|S*  
**U.S.** Mr. Robert Evers, *Senior Partner, Robert Allen Evers Law Offices*

## Thursday, October 1

**17:00 – 18:30 RECEPTION**  
▶ *Canadian Embassy, Washington, DC*

## Friday, October 2

**7:00 - 16:30 REGISTRATION OPEN**

**7:00 – 8:00 CONTINENTAL BREAKFAST**

**8:00 – 8:30 WELCOME**  
▶ MG Barry Bates, USA (Ret), *Vice President, Operations, NDIA*  
▶ Mr. Tim Page, *President, CADSI*  
▶ Rear Admiral (Rtd.) Rees Ward, *Chief Executive A|D|S*

**8:30 – 9:30 PANEL DISCUSSION: GLOBAL ECONOMIC CONDITIONS EFFECTS ON THE DEFENSE INDUSTRY**  
▶ Mr. Ian Milne, *Vice President, UK and Scandanavia, Northrop Grumman Electronic Systems International (NGESI)*  
▶ Mr. Grant Rogan, *Chairman & CEO, Blenheim Capital Partners*  
▶ Mr. Marc Whittingham, *President, Canadian Commercial Corporation*

**9:30 – 10:30 NEW U.S. ADMINISTRATION AND U.S. LEGISLATIVE UPDATE**  
▶ Mr. Pete Steffes, *Vice President, Government Affairs, NDIA*  
▶ Mr. Anthony Aldwell, *Deputy Director, Defense Technology Security Administration*

**10:30 – 11:00 NETWORKING COFFEE BREAK**

**11:00 – 12:00 FUTURE OF DEFENSE PROCUREMENT**  
▶ Mr. Gary Blasser, *Assistant for Legislative Matters and Senior Procurement Analyst, Office of the Director, Defense Procurement and Acquisition Policy (DPAP), Contract Policy and International Contracting (CPIC) Directorate*  
▶ Mr. John Neri, *Director General, International and Industry Programs, Department of National Defence*  
▶ Mr. Bob Regan, *Head of International Relations, Ministry of Defence (UK)*

## Friday, October 2 (cont.)

**12:00 – 13:00 LUNCH BREAK**

**13:00 – 14:00 PANEL DISCUSSION: HOMELAND SECURITY- WAYS THE U.S., UK, & CANADA CAN WORK TOGETHER TO SHARE SCIENCE & TECHNOLOGY**

- ▶ Mr. Stephen Dennis, *Technical Director, Homeland Security Advanced Research Projects Agency, Science & Technology Directorate, U.S. Department of Homeland Security*
- ▶ Ms. Terry Shear, *UK Trade & Investment, British Embassy Washington, DC*
- ▶ Dr. Robert Walker, *Chief Executive Officer, Defence Research and Development Canada (DRDC)*

**14:00 – 15:00 CHALLENGES & OPPORTUNITIES FOR TRADE: ITAR, UK/U.S. DEFENSE TRADE TREATY, DEVELOPMENTS IN EUROPE**

- ▶ Mr. Michael Bell, *Export Controls Consultant, BAE Systems PLC*
- ▶ Mr. Stan Jacobson, *Business Development Manager, Lockheed Martin Canada*
- ▶ Mr. George S. (Sam) Sevier, *Senior Advisor, MK Technology*

**15:00 – 15:15 NETWORKING COFFEE BREAK**

**15:15 – 16:15 FUTURE OF TRANSATLANTIC ARMAMENTS COOPERATION: GOVERNMENT AND INDUSTRY PERSPECTIVE**

**MODERATOR:** Mr. Robert Evers, *Senior Partner, Robert Allen Evers Law Offices*

**PANELISTS:**

- ▶ Mr. Pierre Lagueux, *Senior Partner, CFN Consultants*
- ▶ Mr. Martin Neill, *Counsellor (Defence Equipment), British Embassy Washington, DC*
- ▶ Mr. Al Volkman, *Director International Cooperation, OUSD (AT&L)*

**16:15 – 16:30 CLOSING REMARKS AND ADJOURNMENT**

**\*\*A Question and Answer session will follow all panel discussion sessions**

### About the Partnering Organizations

#### A|D|S

A|D|S is the trade body advancing UK AeroSpace, Defence and Security Industries. It was formed on 1 October 2009 from the merger of the Association of Police and Public Security Suppliers (APPSS), the Defence Manufacturers Association (DMA) and the Society of British Aerospace Companies (SBAC). AIDIS also encompasses the British Aviation Group (BAG) and Farnborough International Limited, a wholly-owned subsidiary. AIDIS has a membership of over 850 businesses of all sizes and is the first choice of Government when seeking industry views from the aerospace, defence and security sectors.

A|D|S operates to create the best possible climate in which its Members can do business, including lobbying and media relations work alongside networking and other business-to-business activities. AIDIS offers a wide range of products and services to help Member companies grow their businesses and widen their contact networks with the wider supply chains in all relevant sectors, including the UK Ministry of Defence, and in export markets.

A dedicated team of events specialists co-ordinate and manage participation at UK and international exhibitions and its subsidiary company, Farnborough International Limited, operates the world-renowned Farnborough International Airshow.

A|D|S organises many seminars and events to help Members build their export market knowledge and widen their contact networks.

A|D|S also provides world-class advice on export licensing, industrial participation, anti-corruption legislation and ethical issues.

#### Canadian Association of Defence & Security Industries

CADSI is the voice for the Canadian defence and security industries. The Association exists to strengthen the relationship and dialogue between government and our industries and to maximize the contribution the members can make to national defence and security. As the primary advocate for the defence and security industries, CADSI represents the interests of industry to governments, politicians, the media, special interest groups, opinion leaders, and the public.

CADSI is recognized as the national business association that represents the Canadian defence and security industries in Canada and globally. CADSI's mission is to foster an environment for member firms to thrive in the domestic and international defence and security marketplaces, thereby contributing to Canada's defence and security goals.

#### The National Defense Industrial Association

The National Defense Industrial Association (NDIA) is America's leading Defense Industry association promoting national security. NDIA is proud to provide a legal and ethical forum for the exchange of information between Industry and Government on National Security issues. Our members foster the development of the most innovative and superior equipment, training and support for our warfighters and first responders through our divisions, local chapters, affiliated associations and events.

## Biographies



### **MG BARRY BATES, USA (RET)** **VICE PRESIDENT,** **OPERATIONS, NDIA**

Prior to retirement from the U.S. Army on 1 January 2003, General Bates served as the Commander, 19th Theater Support Command, Eighth U.S. Army, Republic of Korea. In this capacity he was responsible for logistics support and installation management for U.S. Army forces in Korea, as well as for planning wartime logistics to support U.S. Army units deploying to Korea in the event of hostilities.

Previous positions held include Commander, Army and Air Force Exchange Service, Dallas, Texas; G4, Eighth U.S. Army / J4, U.S. Forces Korea / Deputy C4, Combined Forces Command (ROK/US), Republic of Korea; and Vice Commander, Army and Air Force Exchange Service, Dallas, Texas.

During his 32 years of military experience, General Bates has held a variety of command and staff positions in both the continental United States and overseas, serving multiple tours of duty in a joint command environment. He has held both command and staff positions in supply, maintenance and field services organizations, and in the Army's Training and Doctrine Command.

General Bates is a graduate of Oklahoma State University with a BS in Business and holds an MS Degree in Logistics Management from the Florida Institute of Technology. He is a graduate of the Industrial College of the Armed Forces and has been recognized as a Certified Professional Logistician by the Society of Logistics Engineers.

General Bates joined NDIA in February 2003. He and his wife, Lauren, reside in suburban Virginia.



### **MR. TIM PAGE** **PRESIDENT, CADSI**

The son of a naval commander and the grandson of an army major general, Tim Page's career has been within the business sector.

Through this current position, Mr. Page advocates to the federal government on behalf of the 800 Canadian-based businesses that are CADSI members. Current policy issues of interest include:

- defence procurement reform;
- sustaining an internationally competitive defence and security industrial base in Canada;
- strategically leveraging defence and security procurements to Canada's economic, trade, technology and industrial advantage;
- mitigating the negative trade impact of ITAR interpretations on bilateral defence and security trade with the United States.

CADSI's revenues come mostly from the meetings and trade shows it organizes that bring Canadian-based suppliers together with customers in defence and security.

Previous employment includes:

2002-2005 - Executive Director, Diving Plongeon Canada  
1996-2002 - President, Association of Consulting Engineers of Canada  
1986-1996 - Senior Vice President, Canadian Chamber of Commerce  
1984-1986 - Director, Public Affairs, Canadian Textiles Institute

Other activities:

2005 - Consultant to the Canadian Council of Professional Engineers and to the working group to create a National Round Table on Sustainable Infrastructure  
2004 - Member, Federal-Provincial-Territorial Working Group on Sport Infrastructure  
2002-2005 - Board Member, Ottawa Hydro Holding Inc.  
2001 - Established RedR Canada (Registered Engineers for Disaster Relief)  
1996 - Founding Director of the Forum for International Trade Training

Education:

1981 - Master of Arts, Canadian Studies, Carleton University, Ottawa, Ontario  
1977 - Bachelor of Arts, History and Politics, Queen's University, Kingston, Ontario



### **REAR ADMIRAL (RTD.) REES** **WARD** **CHIEF EXECUTIVE A | D | S**

On 1 October 2009, Rees Ward took up the post of Chief Executive Officer of Aerospace, Defence and Security (A|D|S), a new trade association formed from the merger of the Association of Police and Public Security Suppliers, the Defence Manufacturers Association and the Society of British Aerospace Companies. He is Vice Chair (elect) of the UK Security and Resilience Council (RISC) and member of its Executive Committee.

He joined the Navy in 1967 and served in a number of operational sea going and shore based appointments. His senior appointments as a Flag Officer included Assistant Chief of Defence Staff Operational Requirements (Sea Systems) in charge of the naval equipment programme and as a Capability Manager in charge of the naval and airlift programmes in the newly formed Equipment Capability Customer. These posts involved the leadership of some 100 staff delivering a £2Bn per annum programme. He was also the Change Leader of a transformational change programme producing a single coherent defence equipment plan with 12% fewer people within 2 years. He subsequently was Chief Executive of the Defence Communication Services Agency for 5 years and briefly, DG Information Systems and Services in Defence Equipment & Support. As Chief Executive of an Agency spending £1.2Bn per annum, he was responsible for another transformational change programme in which he absorbed 1600 posts into his organisation of 4900 uniformed and civilian, shedding 1000 posts, consolidated systems and services and delivered improved ICT services saving £240m over 4 years. He then put place the plan to reduce the organisation of 5500 to 2200 over the next 4 years. In this appointment he was also a Main Board member of the Defence Logistics Organisation, a £6Bn per annum enterprise. Retiring from naval service in July 2007, he took up the post of Director General of the Defence Manufacturers Associations and Director General of the Association of Police and Public Security Suppliers.

He read Electrical Engineering at Queens' Cambridge, has Masters of Science degrees in Guided Weapon Systems and in Corporate Management, and is a graduate of the Higher Command and Staff Course and the Royal College of Defence Studies. He is a Fellow of the Institute of Engineering and Technology and is a Visiting Professor to Cranfield University in Change Management.

Rees Ward is married to Phyllis, with 2 sons and 2 daughters. He was made a Companion of the Bath in the 2002 New Year's Honours list. He has represented Great Britain and Scotland at athletics and cross-country.



**MR. ANTHONY ALDWELL**  
**DEPUTY DIRECTOR, DEFENSE**  
**TECHNOLOGY SECURITY**  
**ADMINISTRATION**

Mr. Anthony Aldwell currently serves as the Deputy Director of the Defense Technology Security Administration. He assumed these duties in October 2008. In this capacity, he manages a staff of 220 policy analysts, engineers, and licensing officers responsible for developing and implementing DoD technology security policies for international transfers of defense-related goods, services, and technologies.

Prior to becoming the Deputy Director of DTSA, Mr. Aldwell served as the Principal Director for European and NATO Policy in the Office of the Secretary of Defense. He previously served as the Director for NATO Policy and the Director for Southern European Policy.

Prior to joining the Civil Service, Mr. Aldwell was a Senior Policy Analyst for Science Applications International Corporation (SAIC). In this role, he served as the primary Staff Assistant to Assistant Secretary Crouch for the development of NATO's new Command Structure.

Mr. Aldwell completed a thirty-year Air Force career in 2002. After assignments as a KC-135 pilot, T-38 instructor pilot, and E-3 AWACS aircraft commander, he transitioned to the politico-military affairs career field. He served successively as the Assistant Air Attaché at the U.S. Embassy in Saudi Arabia, Branch Chief in HQ Air Force International Affairs, and as Deputy Chief of Air Force Foreign Liaison. From 1994 to 1996, he was the Military Assistant to the Assistant Secretary of Defense for International Security Affairs. Thereafter, he was a member of the U.S. Delegation to the NATO Military Committee, where his portfolio included NATO Enlargement, Partnership for Peace, and the NATO relationship with Russia and Ukraine. Mr. Aldwell's final military assignment was as Chief of the International Airmen Division, during which he managed all Air Force attachés and exchange officers, and helped create the Air Force's Foreign Area Officer program.

Mr. Aldwell graduated from Saint Olaf College in 1972 with a Bachelor's Degree in Speech. In 1985, he earned a Master's Degree in National Security Affairs (Middle East/Arabic Studies) from the Naval Postgraduate School.

**MR. MICHAEL BELL**  
**EXPORT CONTROLS CONSULTANT, BAE SYSTEMS**  
**PLC**

Mr. Bell is responsible within BAE Systems for providing direction and advice on export controls, including advice on the application of the U.S. International Traffic in Arms Regulations (ITAR) outside the United States. He is a member of the Export Group for Aerospace and Defence (EGAD) Executive Committee.

Michael Bell was born in 1941 and took a degree in

philosophy and ancient history at Magdalen College Oxford. He was a Research Associate of the Institute for Strategic Studies, London, from 1964 -1965. In 1965 he joined the Ministry of Defence as an Assistant Principal, became a Principal in 1969 and an Assistant Secretary in 1975. From 1977 – 1979 he was seconded to H M Treasury. He was Assistant Under Secretary of State for Resources and Programmes from 1982 – 1984; Director General of Management Audit from 1984 – 1986; seconded to NATO as Assistant Secretary General for Defence Planning and Policy from 1986 – 1988; Deputy Under Secretary of State for Finance from 1988 – 1992; and Deputy Under Secretary of State for Defence Procurement (retitled Deputy Chief of Defence Procurement [Support]) from 1992 – 1996.

In October 1996 Michael Bell was seconded to British Aerospace as Project Director, European Consolidation, and in April 1999 joined British Aerospace (now BAE Systems) as Group Head of Strategic Analysis. He assumed his present role in January 2004.

He was made Companion of the Bath (CB) in 1992.

**MR. GARY BLASSER**  
**ASSISTANT FOR LEGISLATIVE MATTERS**  
**AND SENIOR PROCUREMENT ANALYST,**  
**OFFICE OF THE DIRECTOR, DEFENSE**  
**PROCUREMENT AND ACQUISITION**  
**POLICY (DPAP), CONTRACT POLICY AND**  
**INTERNATIONAL CONTRACTING (CPIC)**  
**DIRECTORATE, OUSD (AT&L)**

Mr. Blasser is a senior procurement analyst in the Office of the Deputy Director, Defense Procurement and Acquisition Policy (Contract Policy and International Contracting), since November 1995.

Mr. Blasser is a specialist and advisor on laws, regulations, policies, and procedures governing contracting activities and cooperative acquisition projects for defense research development, production, procurement, and logistics support. Mr. Blasser supports the Deputy Director in negotiating and maintaining reciprocal defense procurement agreements on behalf of the Department of Defense. Mr. Blasser participates in proceedings of committees established under reciprocal defense procurement agreements, and he assists the Department of Defense ombudsman to ensure these agreements are being implemented in good faith by all parties. Mr. Blasser serves as a focal point within his office on defense procurement matters with nations that currently have a reciprocal defense procurement agreement with the Department of Defense as well as other nations that share an interest in defense procurement. Mr. Blasser has represented the Department regarding procurement matters in meetings with other (civilian) Federal agencies and foreign ministries, and he

previously served as the U.S. representative to the NATO Group on Acquisition Practices, AC/313.

Mr. Blasser served in the U.S. Army from 1971 to 1975. Mr. Blasser began his civilian career in 1975 as a contract specialist, first as a contract negotiator and later as a contracting officer, at the Naval Electronic Systems Command. He also served as a contracting officer at the Space and Naval Warfare Systems Command. Mr. Blasser procured a wide variety of research, development, production, and support requirements related to electronic systems used by warfighters of the United States and other countries for ship, aircraft, and land based applications. From January 1991 until November 1995, Mr. Blasser served as the first contracting officer for the Multifunctional Information Distribution System Program, a cooperative joint project for secure voice and data communications by the United States, France, Germany, Italy, and Spain.

Mr. Blasser received a Bachelor of Science degree from Bloomsburg University in 1971.

Mr. Blasser resides in Annandale, Virginia, with his wife, Jeanie, and their sons: Brian, Kyle, and Daniel.



**MR. STEPHEN DENNIS**  
**TECHNICAL DIRECTOR,**  
**HOMELAND SECURITY ADVANCED**  
**RESEARCH PROJECTS AGENCY,**  
**SCIENCE & TECHNOLOGY**  
**DIRECTORATE, U.S. DEPARTMENT**  
**OF HOMELAND SECURITY**

Mr. Stephen Dennis is the Technical Director for the Department of Homeland Security's Science and Technology Innovation Portfolio. He provides technical leadership and guidance to research and development programs within the Homeland Security Advanced Research Projects Agency (HSARPA) of the Science & Technology (S&T) Directorate. Mr. Dennis has more than 25 years experience as a government scientist and program manager in the areas of information processing and analysis. At DHS he served as the HSARPA program manager for Cell-All Ubiquitous Biological and Chemical Sensing, Insider Threat, and Automated Scene Understanding programs leading to improvements in surveillance management. He co-authored the National Strategy for Biometrics Technology with the White House Office of Science and Technology Policy. He also served as the Senior Engineering Advisor to the DHS Threat and Vulnerability Assessments Portfolio, Joint Risk Assessments and the DHS Information Sharing and Collaboration Office in cooperation with other federal government agencies during his tenure with S&T.

Before joining the Department, Mr. Dennis served as a Technical Director for Research at the Department of

## Biographies

Defense, Fort Meade, MD. Mr. Dennis holds a Master of Science Degree in Electrical Engineering from the University of Maryland, College Park and a Bachelor of Science Degree in Computer Engineering from Clemson University.

### **MR. ROBERT EVERS** **SENIOR PARTNER, ROBERT ALLEN EVERS** **LAW OFFICES**

Mr. Evers is Senior Partner of Robert Allen Evers Law Offices, Chartered. He has practiced law in Washington, DC since 1970, representing U.S. and non-U.S. companies in defense contracting, export controls and defense industrial and strategic matters, and has been an advisor to several NATO governments on defense industrial and contracting.

He is a graduate of Northwestern University (BA, Political Science, 1967) and Columbia University School of Law (Juris Doctor, 1970). Mr. Evers also serves as President and COO of QinetiQ North America, Inc., the U.S. holding company of UK-based QinetiQ Group – the Global Defence and Security Experts.



### **MR. STAN JACOBSON** **BUSINESS DEVELOPMENT** **MANAGER, LOCKHEED MARTIN** **CANADA**

Stanley D. (Stan) Jacobson is the Chairman of the Canadian Association of Defence and Security Industries (CADSI), International Committee. Since 1999, he has represented the Defence and Security industry in Canadian Government meetings dealing with issues related to Export Control, the Controlled Goods Program and the Industrial Security Program. He is a member of the Public Works and Government Services Canada (PWGSC) Industrial Security Advisory Board (ISAB).

Mr. Jacobson is a Senior Business Development Manager for Lockheed Martin Canada. He is responsible for business acquisition, customer and strategic partner relationships. He has been involved in projects with the Canadian, Japanese, Korean, Norwegian, United Kingdom and United States governments.

Mr. Jacobson received a Bachelors Degree in Electrical Engineering from the Royal Military College of Canada in 1972. He subsequently was certified for both Surface Warship Command and as a naval Combat Systems engineer.



### **MR. PIERRE LAGUEUX** **SENIOR PARTNER, CFN** **CONSULTANTS**

Pierre L. Lagueux retired from the Canadian Government Public Service on 27 July

1999, after having served with the Canadian Forces and the Department of National Defence in various military and civilian capacities for almost 33 years.

At the time of his retirement, Mr. Lagueux was the Assistant Deputy Minister (Materiel) in the Department of National Defence. He was responsible for all aspects of materiel Research and Development, engineering, acquisition, logistics, quality assurance and supply chain management for the Canadian Forces and the Department of National Defence. During his tenure, the Materiel Group downsized from approximately 12,000 persons to slightly less than 6,000, while maintaining an annual procurement budget of almost \$4 billion.

As part of his duties, Mr. Lagueux also served as the Canadian National Armaments Director. In this capacity he was Canada's senior representative in all issues of international armaments co-operation in fora such as NATO. He was also responsible for industrial relations between the Defence Department and Canadian and international industry.

During his career as an executive level public servant, Mr. Lagueux served in a variety of acquisition positions: Director of Procurement and Supply Services; Director General Procurement and Supply; Assistant Deputy Minister (Supply); and, as a result of re-organization, Assistant Deputy Minister (Equipment Program Management).

Mr. Lagueux's network includes contacts at the executive level in defence departments, government and major corporations in Canada, the U.S., Europe and Australia.

Mr. Lagueux joined the Canadian Forces as an Officer Cadet in 1966 under the Regular Officer Training Plan, attending the College militaire royal de Saint-Jean, and graduating from the Royal Military College in Kingston, Ontario in 1971. During his military career as a logistics Officer, he held a number of positions in Supply and Transportation, retiring from the Canadian Forces with the rank of Colonel in 1990.

Mr. Lagueux has a Bachelor of Arts degree from the Royal Military College of Canada and a Master of Business Administration from the University of Western Ontario in London, Ontario.



### **MR. IAN MILNE,** **VICE PRESIDENT, UK AND** **SCANDANAVIA, NORTHROP** **GRUMMAN ELECTRONIC** **SYSTEMS INTERNATIONAL** **(NGESI)**

Ian Milne is the Northrop Grumman Electronic Systems International (NGESI) Vice President for the UK and Scandinavia working from the Northrop Grumman UK London HQ.

Ian is responsible for all business development activities in the UK and Ireland as well as Denmark, Finland, Norway, Sweden, Latvia, Lithuania and Estonia as well as several new-NATO nations, in support of the NGESI EuroAmericas Regional Vice President – for the UK long term plan this amounts to £2Bn of future business.

In this role, Ian is the lead focal point for several key contracts for NG to include the JCA (UK JSF), the Typhoon as well as pivotal Royal Navy and Army pursuits. Additionally, he is the key interlocutor with the UK MoD and other UK Government agencies as well as major industrial customers.

Ian Milne was employed by Northrop Grumman 3 years ago having served in a variety of senior positions with the Royal Air Force for over 30 years.

For most of his military flying career, Ian flew the Jaguar and Tornado aircraft and his tours of duty, nearly all operationally orientated, included Bosnia, Kuwait, Bahrain, Oman as well as almost every "old NATO" country to include extensive service in the USA and Canada.

Ian held senior appointments in the UK Ministry of Defence, the RAF's Air Command Headquarters at High Wycombe, in Germany at JHQ Rheindahlen and in Northern Norway. The latter 2 appointments were NATO posts where he was responsible for the NATO Counter Air Plan, and the Air Defence of Northern Norway respectively.

Ian was fortunate enough to command RAF Akrotiri, RAF's largest air base, on the island of Cyprus, as well as No 6 Sqn, a Jaguar ground-attack squadron.

Ian received a MA in Politics and Modern History from Aberdeen University in 1974 and a second MA in Defence Studies from Kings College, University of London, in 1994. Prior to joining Northrop Grumman, in 2005, he undertook an executive MBA at the Manchester Business School Enthusiastic about all forms of motor sport, Ian enjoys skiing, golf and history, particularly military aviation history and motorcycling – even in the UK's inclement weather!

Born in 1951 in Scotland, Ian has been married to Caroline for over 30 years and has a daughter working in the City of London and a son, Andrew, training to be an airline pilot.



### **MR. MARTIN NEILL** **COUNSELLOR (DEFENCE** **EQUIPMENT), BRITISH EMBASSY** **WASHINGTON, DC**

Martin was appointed the Counsellor for Defence Acquisition and Technology (C/DAT) at the British Embassy Washington in August

2009. This new position combines the posts of both Counsellor Defence Equipment and Counsellor Defence Science and Technology. Prior to this Martin was in London as the Director for Science and Technology for Counter-Terrorism and Support to Operations for 2 years. In this capacity, Martin was responsible for the formulation and delivery of research for Countering Terrorism, supporting UK Special Forces and all S&T for Countering Improvised Explosives Devices (C-IED). Martin was also responsible for providing rapid S&T solutions directly to the frontline. Before this, Martin spent 4 years on exchange to the Office of the Secretary of Defence within the U.S. Department of Defence. During this time Martin lead the integration team for the 2006 Quadrennial Defense Review for which he was awarded the OSD medal for exceptional public service. He then went on to be the Special Advisor to the Under Secretary of Defence for Acquisition, Technology and Logistics from Feb 2006 to July 2007. From 1999 to 2003, Martin was in London in various defence policy posts delivering strategic planning and force development guidance. From 1996 to 1999, as a Project Manager, Martin delivered numerous projects ranging from applied research to balance of investment studies. He started his career within the Ministry of Defence as a Physicist in 1993, conducting electro-optical research for the British Army.

Martin is married to Julie with 2 daughters, with a love of golf (Handicap – 12), soccer (Glasgow Rangers) and football (Redskins).

**MR. JOHN NERI**  
**DIRECTOR GENERAL, INTERNATIONAL AND INDUSTRY PROGRAMS, DEPARTMENT OF NATIONAL DEFENCE**

Mr. Neri joined the Department of National Defence (DND) in 1972, after graduating from Carleton University as a Mechanical Engineer. He worked in various positions within the Naval Engineering Division of National Defence Headquarters. During this period, Mr. Neri spent three years in the Canadian Patrol Frigate Project Office charged with overseeing the specifications for mechanical systems of new ships.

In 1985, he accepted DND's first civilian exchange posting with the Délégation générale de l'armement (DGA) of the French MoD. In addition to a six-month intensive overview of the DGA establishments throughout France, Mr. Neri worked for 30 months in their Surface Ship Design Centre (STCAN) in Paris.

In 1989, Mr. Neri returned to Canada and was seconded to the Defence Programs Bureau of the Department of Foreign Affairs and International Trade. This Bureau was responsible for the promotion of trade activities of the defence and defence related sectors, as well as a number of international bilateral defence

agreements. In 1992, he returned to the National Defence Headquarters and joined the International and Industry Programs Division. In 1998, he was appointed Director of International Materiel Cooperation, and was subsequently appointed Director General International and Industry Programs in March 2006.

Mr. Neri is married and has two children.



**MR. BOB REGAN**  
**HEAD OF INTERNATIONAL RELATIONS, MINISTRY OF DEFENCE (UK)**

Bob Regan joined the Ministry of Defence from industry and has since undertaken a wide range of postings with operational and international themes, serving in Saudi Arabia during DESERT STORM and twice in Bosnia where he was the Policy Adviser, first to the British element of UNPROFOR in 1992/3 and subsequently to HQSFOR. He later became the joint Defence Logistics Organisation's first Director of Finance and Planning, introducing commercial Accounting practice and performance management while managing the MOD's largest top level budget.

He was subsequently appointed as the Counsellor (Defence Equipment) in the British Defence Staff, Washington where he worked on equipment collaboration and the issues associated with export controls and National Disclosure Policy.

He took up his present appointment and responsibilities for international armaments policy in the Defence Procurement Agency in December 2005 and continues in the same function in post-merger Defence Equipment & Support.



**MR. GRANT ROGAN**  
**CHAIRMAN & CEO, BLENHEIM CAPITAL PARTNERS**

Mr. Rogan is Blenheim's founder, Chairman and CEO. He became heavily involved in countertrade and offset transactions in Switzerland, Korea, Spain, Turkey and Saudi Arabia in the late 1970s, which resulted in the establishment of his own advisory firm in the mid 1980s. Over the past 30 years he has further developed offset and financial investment opportunities for a host of multinational corporations and has advised several governments with a primary concentration in the Middle East and Far East. Over the past 23 years, Mr Rogan has been responsible for the discharge of over \$12 billion of offset obligations. Mr Rogan and the Blenheim team are currently involved in transactions valued in excess of \$6 billion in new offset obligations for their client base, as well as advising two governments on their offset programmes.

Mr. Rogan and his team have completed numerous offset programmes globally (with a particular concentration being in the Middle East & North Africa region), which have used structured finance coupled with the offset paradigm to support aircraft leasing, asset management, horticulture, oil and gas, industrial manufacturing, shipping and defence programmes through the sourcing and structuring of inward investment.

**MR. GEORGE S. (SAM) SEVIER**  
**SENIOR ADVISOR, MK TECHNOLOGY**

George S. "Sam" Sevier, Senior Executive Service 4, Department of Defense (ret.), Colonel, USAF (ret.), Director, International Business, Northrop Grumman Corporation, (ret.)

Presently Vice Chairman of the U.S. State Department's 2008-2010 Defense Trade Advisory Group (DTAG). Also, Director, Western (U.S.) Operations, MK Technology, responsible import-export issues on the U.S. West Coast. Additionally, he is Chairman of the Mason County (Washington) Water Conservancy Board.

In 2008 he was inducted into the U.S. Air Force Enlisted Hall of Fame for beginning his careers as an enlisted radio technician (1956-60) and then living a life of accomplishment culminating as a Department of Defense Senior Executive Service 4.

In 2007, appointed to the Sanderson Field (Shelton, WA Airport) 10-20 Year Planning Commission.

In 2005 he established an international business consulting enterprise named Sam Sevier, LLC, chartered in Washington State with agreements with Northrop Grumman, British Aerospace-North America, Boeing, EADS-North America, Syracuse Research Corporation, Burdeshaw Associates, Ltd. and MK Technologies, Inc. Member of the National Defense Industrial Association (NDIA), the Society for International Affairs, Air Force Association, Washington State Emergency Management Association, Washington State China Relations Council, the Shelton-Mason County Chamber of Commerce and the Western Washington University College of Business and Economics Board of Advisors.

Prior to his retirement from U.S. Government service, Mr. Sevier served as Deputy Director, Defense Technology Security Administration (DTSA), from 2003-2005, retiring from that Department of Defense Agency at the end of March 2005. Before that he worked for Westinghouse's Electronic Systems Division as Vice President, International Business, Washington (DC) Operations (and after the Division's acquisition by Northrop Grumman, as Director, International Business, Electronic Systems Sector) with offices in

## Biographies

Baltimore and Rosslyn, from 1994 to 2002, retiring at the end of December 2002 to take the position at D TSA. From 1986-1994, first Colonel Sevier and then Mr. Sevier served as the Chief, Weapon Systems Division, Defense Security Assistance Agency (DSAA), overseeing most of the major foreign military sales program competitions during that time.

Colonel Sevier's Air Force career covered over 30 years, starting in 1956 as an enlisted electronic technician in UHF-VHF Radio Maintenance (break in Service 1960-1964 to attend college) and ending with his retirement in October 1990, while at DSAA. After graduating from college in 1964, he returned to the Air Force receiving his commission through Officer Training School in November of that year. His career included assignments as a B-52H Electronic Warfare Officer (B-52D 1968-69 ARC LIGHT tour in the Viet Nam campaign), B-58A Defensive Systems Officer 1969-70, KC-135Q Navigator 1970-71, RC-135S (Cobra Ball) Optical Systems Operator 1971-1975, RC-135S Program Engineer (BIG SAFARI) 1976-78, AF/PRIP (Weapon Systems Division) F-16, Electronic Warfare and Reconnaissance Desk Officer 1979-83, Commander, Det. 2, Air Force Special Programs (BIG SAFARI) 1983-85, Director, Weapon Systems and the Pacific & Americas Directorates, USAF International Logistics Center 1985-86, and Chief, Weapon Systems Division, DSAA 1986-1990.

During his eight years at Westinghouse and Northrop Grumman, Mr. Sevier was active in the Washington, DC international business community and in the industry associations that serve it. He belonged to many of the associations serving as Chairman-U.S./ROC Economic Council's Defense Industrial Committee, Chairman, U.S.-ASEAN Business Council's Defense and Security Working Group, Chairman-Aerospace Industries Association (AIA) Export Controls Committee, Chairman-National Defense Industries Association (NDIA) International Committee, Chairman-National Security Industrial Association International Committee's Export Sub-committee and member of the Electronic Industries Association (EIA) Export Controls Committee, the U.S. NATO Industrial Advisory Group (NIAG), the State Department's Defense Trade Advisory Group (DTAG), the IEEE Computer Society, the American Institute of Aeronautics and Astronautics, the Air Force Association, and the Association of Old Crows.

Mr. Sevier is still a member of the National Defense Industrial Association (NDIA), the Society for International Affairs, the Air Force Association and the Association of Old Crows. In his new "retired" life he was appointed to the Western Washington University College of Business and Economics Board of Visitors in May 2005.

A native of Bellingham, Washington, Mr. Sevier received his bachelor's degree from Western Washington University with concentrations in Math, Electronics and Economics in 1964. He received

a Masters of Business Administration degree from the University of Alaska-Fairbanks in 1977. He also completed additional post-graduate work in Computer Science and in Industrial Technology at East Texas State University in 1977-78 and 1983-84.



**MS. TERRY SHEAR**  
**UK TRADE & INVESTMENT,**  
**BRITISH EMBASSY,**  
**WASHINGTON, DC**

As Vice Consul Trade & Investment, Terry is responsible for the UK Trade & Investment's U.S. Activities in Government Procurement and homeland Security sectors. Terry has driven the UK Trade & Investment Government Procurement/Homeland security sector strategy forward post 9/11. Since taking up her position in October 2003, Terry has assisted numerous UK firms, establish relationships with U.S. partners, the U.S. Department of Homeland Security, organisations, industry and U.S. government procurement committees. She has also supported many U.S. firms establish a presence in the UK, delivering Foreign Direct Investment (FDI) projects for the UK economy.

Before taking up her current position Terry was the Commercial Policy Officer for the Foreign & Commonwealth Office, working closely with senior policy staff to identify and report on commercial opportunities in the U.S. regulatory arena and monitor threats to UK business in the form of tighter rules. Terry has worked for the UK government undertaking commercial work for over 15 years.

Terry was awarded the MBE in the New Year's Honours List, for services to trade & industry, and received the "Commercial Attache of the Year Award" by the Daily Telegraph in 2008.

Terry has lived in the Washington Metropolitan area for 20 years and grew up in Asia, the Middle East, and Germany. She enjoys travelling, swimming/diving and running.

**MR. PETE STEFFES**  
**VICE PRESIDENT, GOVERNMENT AFFAIRS,**  
**NDIA**

Peter M. Steffes joined the National Defense Industrial Association as Vice President, Government Policy on January 2nd, 2003. His responsibilities include directing the Government Policy activities of NDIA that include the Procurement Division, the Legislative Information Division, and the Government Policy Advisory Division. Mr. Steffes acts as the primary NDIA interface with Congress and the relevant Executive Branch departments.

Prior to joining NDIA, Mr. Steffes was the Staff Director on the Military Readiness Subcommittee, House Armed Services Committee (1990-2002) where, in addition to directing the activities of the subcommittee concerning readiness and operation and maintenance

accounts of the military services, he was also responsible for issues concerning maintenance and repair depots and shipyards, special operations forces, the Naval Petroleum Reserves, the Armed Forces Retirement Home, and the National Defense Stockpile of Critical and Strategic Materials. Prior to serving on the Military Readiness Subcommittee, Mr. Steffes served (1983-1990) on the Military Construction Subcommittee.

Prior to service with the House Armed Services Committee, Mr. Steffes served in the United States Air Force, retiring in 1983 as a Chief Master Sergeant having served in North Dakota, England, Germany, Andrews AFB, MD, and the Pentagon. Primary duties in the Air Force included Air Traffic Control, Airlift/Aircraft Management, and Legislative Affairs. Mr. Steffes and his wife, Barbara reside on Chincoteague Island, Virginia.



**MR. ALFRED VOLKMAN**  
**DIRECTOR, INTERNATIONAL**  
**COOPERATION, OUSD (AT&L)**

Mr. Volkmann is the Director, International Cooperation for the Under Secretary of Defense (Acquisition, Technology and Logistics). He is responsible for establishing international Armaments cooperation policy, ensuring that policy is properly implemented and engaging with US allies and friends around the world to achieve closer cooperation.

Mr. Volkmann has a long history in international cooperation beginning in the late 1970's when he negotiated the initial agreements with the United Kingdom that resulted in the cooperative development of the AV-8B Harrier Aircraft. In the early 1980's he served on the NATO Air Command and Control Systems team in Brussels, Belgium where he was instrumental in shaping the international acquisition strategy for that program. Mr. Volkmann has served in a variety of international staff positions for both the Department of the Navy and the Office of the Secretary of Defense.

Mr. Volkmann has extensive acquisition experience. He began his civilian career as a contracting specialist and contracting officer with the Naval Air Systems Command and has served as both the Director of Contract Policy and Administration and the Director of Foreign Contracting in the Office of the Secretary of Defense.

Mr. Volkmann has a Bachelor of Arts degree from Valparaiso University and a Master of Business Administration from George Washington University. He served as an officer in the United States Army from 1966 to 1969. His service included one year with the Military Assistance Command, Vietnam. He has received numerous awards and medals for distinguished performance throughout his military and civilian service.

Mr. Volkman is married and has three adult children.



**DR. ROBERT WALKER**  
CHIEF EXECUTIVE OFFICER,  
DEFENCE RESEARCH AND  
DEVELOPMENT CANADA  
(DRDC)

Dr. Robert Walker is the Assistant Deputy Minister (Science and Technology) of the Department of National Defence and the Chief Executive Officer of Defence R&D Canada.

In his capacity as Assistant Deputy Minister (Science and Technology), Dr. Walker has functional authority to oversee the Department of National Defence's S&T investment, and is the principal Canadian representative to the NATO Research and Technology Board and the Technology Cooperation Program (TTCP). He also provides departmental input to national issues in defence and security science and technology by sitting on a number of interdepartmental committees of assistant deputy ministers.

In his capacity as CEO, he leads Defence R&D Canada, which consists of a national network of seven defence research centres with an annual budget of \$350 million and a staff of 1600 people in programs addressing a broad range of defence technologies. Defence R&D Canada provides national leadership in defence and security science, and provides scientific advice and products to the Canadian Forces and the Department of National Defence. The defence S&T network extends beyond the Defence Research Centres to encompass partnerships with Canadian industry, universities, and allied defence S&T organizations.

Dr. Walker's achievements have been recognized by the Deputy Minister of National Defence in 2003 with a DM Commendation, by the international community in 2001 with a TTCP Personal Achievement Award and by DRDC in 2005 for the Agency Performance Excellence Award.



**MR. MARC WHITTINGHAM**  
PRESIDENT, CANADIAN  
COMMERCIAL CORPORATION

Mr. Marc Whittingham joined CCC in October 2006 as Vice-President, Strategy and Organizational Development and was appointed as President of CCC in October 2007. Prior to joining CCC, he was Assistant Deputy Minister, Portfolio Relations and Public Affairs at Public Safety Canada. Mr. Whittingham has extensive experience in policy, strategic planning, financial management and procurement in the federal government. He started his public service career as a Procurement Officer with the Department of National Defence and later as a Finance Officer with Industry Canada. He has also served in the Canadian Forces including as Ship's Supply Officer in Her Majesty's Canadian Ships NIPIGON and IROQUOIS.

Notes

Series of horizontal lines for taking notes.

## PLATINUM LEVEL



**Blenheim**  
CAPITAL PARTNERS

Blenheim Capital Partners provides world class expertise in offset and countertrade transactions, innovative financial structuring, risk management and access to capital markets. Since 2006 Blenheim has provided unrivalled offset solutions to governments, corporations and companies across the globe.

- Established to originate, source and structure projects for our clients, following the successful execution of a \$900m structured transaction in the UAE.
- Blenheim Capital Holdings Limited through its wholly owned subsidiaries Blenheim Capital Consultants Limited, Blenheim Capital Partners Limited and Blenheim Capital Services (UK and LLC) provides advisory and support services to defence and aerospace corporate clients, as well as procuring governments.
- Offices and operations in Washington, London, Kuwait, Abu Dhabi and Kuala Lumpur.

### Blenheim Core Activities

1. Structured Finance Offset Solutions
2. Structured Procurement Financing
3. Technology Transfer
4. Government Consultancy

### Economic Enhancement

Economic Enhancement™ is the next logical step in the evolutionary process that developed from countertrade as nations transition from direct and indirect offsets to offset-backed long-term strategic development, economic diversification and wealth creation. Blenheim is the pioneer of the Economic Enhancement™ model through its large-scale structured projects.

- Economic Enhancement is not confined to Defence or Aerospace contracts; it can be based around any large state procurement contract seller in order to harness the seller's resources to help achieve strategic national objectives
- It is about forming partnerships between buyer and seller in order to harness the seller's resources to help achieve strategic national objectives
- Taking traditional countertrade mechanisms (such as counterpurchase, direct or indirect offset) and combining them to a broad range of financial tools (PFI, PPP, BOT etc.) can generate sufficient funds for a chosen programme, and reduce bulk expenditure by the client or other nominated parties
- Indirect offsets provide the opportunity to diversify each country's domestic economic base by investing offset funds in areas unrelated to the contractors' business. Offset projects provide varied economic enhancement solutions including maintenance, training, marketing and technology transfers.
- Economic Enhancement should work to further the national socio-economic and geo-political objectives of the client country

Blenheim Capital Partners provides total solutions for multinational corporations and procuring governments through its Economic Enhancement™ solutions. Blenheim's innovative and effective structured solutions provide governments with a powerful economic tool. For corporations, Economic Enhancement™ projects provide a strategic solution to risk management with the added benefit of a marketing tool that creates key points of difference in the process of bid evaluation and selection.

International Footprint

Blenheim Capital Partners is headquartered in Guernsey with group company offices of Blenheim Capital Services in London, Washington DC and Abu Dhabi. The Washington DC office is responsible for all business in Canada and the US. The London office is the headquarters of Blenheim Capital Services Limited and the focal point for operations. These include interfacing with international investment banks and transaction advisors from major law firms.

### Grant Rogan – Chairman and CEO

Mr. Rogan is Blenheim's Founder, Chairman and CEO. He became heavily involved in countertrade and offset transactions in Switzerland, Korea, Spain, Turkey and Saudi Arabia in the late 1970s, which resulted in the establishment of his own advisory firm in the mid 1980s. Over the past 28 years he has developed offset and financial investment opportunities for a host of multinational corporations and has advised several governments with a primary concentration in the Middle East and Far East.

Performance

The Blenheim team has completed numerous offset programmes globally (with a particular concentration in the GCC region) that used structured finance to support aircraft leasing, manufacturing, shipping and defence programmes through the sourcing and structuring of inward investment to the various countries.

The type of assignments spans offset and countertrade contracts and ranges from offset engendered greenhouses in Abu Dhabi, to VLCC (Very Large Crude Carrier) ships for South Korea, to aircraft leasing and procurement.

For further information, please visit [www.blenheimcapitalpartners.com](http://www.blenheimcapitalpartners.com)

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## BRONZE LEVEL



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