



Army Sustainment Command

News Release

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ASC supports small business symposium

Two-day event educates local businesses on securing contracts

ROCK ISLAND, Ill.—Taking its message to potential partners, Army Sustainment Command headquarters joined 82 other exhibitors at the 2010 Midwest Small Business Government Contracting Symposium held April 12-13 at the i Wireless Center in Moline, Ill.

The event, now in its third year, was the first time ASC headquarters participated as an exhibitor. Capitalizing on the theme “Building Strong Together,” the ASC exhibit featured a visual display of the command’s missions and the Soldiers it supports. An estimated 400-plus attendees were present on opening day, according to local media reports.

As part of first-day activities, Scott Welker, deputy to the ASC commanding general, participated in a five-person panel titled “AMC Materiel Enterprise Panel and Opportunities for Small Business.” The panel included representatives from other Army Materiel Command units, explaining their missions to an audience eager to secure a federal contract.

On the second day, ASC’s Command Sgt. Maj. Stephen Blake brought the audience to its feet with a rousing speech that compared running a successful business to the principles of professional Soldiering and leadership.

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“It’s about our honor; it’s about our product,” Blake said. “Our country can only be as good as you are.”

Later in his speech that was punctuated by frequent applause, Blake rhetorically asked: “Do we give that honor we expect from everyone else?”

Diane Wheeler of ASC’s Small Business Office also participated in a panel discussion, “How to do Business with the Federal, State, and Local Governments.”

As it had in previous years, ASC’s Small Business Office had its own display. Both of ASC’s booths offered abundant literature outlining the command’s mission and explaining the federal acquisition process for small businesses.

The symposium included presentations from industry experts and networking opportunities for small business contractors, ranging from prime roles to subcontracts.

Classes included “Veteran Owned Small Business Opportunities,” “Overview of Opportunities at Rock Island Arsenal,” and “Small Business Success in a Large Business Environment.”

The symposium also featured a Society of American Military Engineers (SAME) District Engineers’ Commanders Briefing on the second day.

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