

Larry Curfiss Owner & Founder CASC-LLC

Professional Experience:

Consultant and Strategic advisor for agencies defence contractors involved in the Homeland Security, and Aerospace and Defense industries: 2007- Current.

Vice President and Director Business Development ITT Night Vision, Roanoke, VA 2000-2007

- Developed and implemented strategic global marketing and sales direction leading to annual revenues of nearly \$500M; more than 3X growth.
- Successfully led capture teams for major US and international military opportunities growing order back log to over \$1B.
- Developed and implemented policies and procedures for Marketing and Sales and Program Management departments to operate regularly with in ITT Code of Conduct and ITT Corporate Compliance guidance.

Vice President and Director Commercial Products ITT Night Vision, Roanoke, VA 1996-2000

- Successfully created a viable and profitable commercial night vision business segment with revenues of over \$30M annually from a traditional defense business company.
- Responsible for all Engineering, Operations and Marketing and Sales aspects of the commercial unit.
- Created a successful sales distribution channel for ITT Night Vision commercial products and services for both domestic and international markets.

Vice President and Director Materials ITT Night Vision, Roanoke, VA 1993-1996

- Responsible for all Purchasing and Production and Inventory Control business functions.
- Developed and implemented first Supplier Partnership program for ITT Night Vision.

Director of Manufacturing ITT Electro-Optical Products Division, Roanoke, VA 1986-1993

- Successfully led Operations department that ramped up a production operation into a high volume output of generation 2 products to meet a major US Army Omnibus 5 year program.
- Executed initial production ramp of newly developed generation 3 technology for US Army Omnibus program.

Various manufacturing operations supervision responsibilities: 1976-1986

- Plant Superintendent - Wolverine Gasket Company: 1985-1986
- Manger Production and Inventory Control - Wolverine Gasket Company: 1982-1985
- Shop Floor Scheduling Supervisor – Federal Mogul: 1980-82
- General Foreman – Federal Mogul: 1978 - 1980
- Manufacturing Supervisor – Federal Mogul: 1977 - 1978
- Manufacturing Trainee – Firestone Tire and Rubber Company: 1976 - 1977

Professional Affiliations:

- Board Member-Virginia Police Chiefs Foundation
<http://www.vapolicyfoundation.org/>
- Steering Committee Member – The Management Institute of Roanoke College
http://roanoke.edu/Academics/Academic_Departments/Business_&_Economics/The_Management_Institute.htm
- Member – Association of US Night Vision Manufacturers
<http://www.nightvisionassociation.org/>
- Expert Consultant - Cognolink
<http://www.cognolink.com/>

Education:

- B.S. Industrial Engineering and Operations Research (IEOR), Virginia Polytechnic Institute and State University - 1976
- Certified American Production and Inventory Control Society (CPIM) – 1982

Additional Information:

- Professional Speaking Engagements
 - Shephard Group Night Vision Conference
 - Defense Systems Management College
 - International Chiefs of Police Annual Community Policing Awards Banquet
 - AmericanProductionandInventoryControlSocietyRegionalChapterMeeting