



# **WESTCARB ENTERPRISES CAPABILITIES**

## **EXECUTIVE SUMMARY**

WE, Inc, Enterprises, Inc. (WE, Inc,) is an SBA 8(a) certified Small Disadvantaged Minority Woman-Owned business.

WE, Inc, was founded in 2002 by Ms. Morrell Thomas. Ms. Thomas a Boston University graduate, and former employee of United Technologies, Hamilton Sundstrand Division, is no stranger to the Aviation Industry. During her 18-career span of 18 years at Hamilton, Ms. Thomas gained her experience and knowledge of the market from the various positions she held. These positions consist of Buyer for Hamilton Support Systems' Overhaul and Repair Facility, Contract Specialist in the Military Contract Division, Sub-Contract Manager for the Hamilton Sundstrand Space System, specifically the Space Suits, and Account Manager in the Hamilton Sundstrand Aftermarket Sales Division. In that position she managed various large commercial accounts some of which consisted of United Airlines, Boeing, Korean Air, and numerous Regional accounts. She is also a graduate of the Hamilton Support Systems Management Trainee Program.

WE, Inc is divided into two divisions, Aviation Parts and Services and Industrial supplies. On the Aviation side WE, INC, procures and market both fixed and rotary wing aircraft engine accessories, components and consumables. WE, Inc, works in conjunction with other Small and large businesses to obtain access to a large volume of parts. Our products serve large and small Aerospace Companies, Overhaul shops, Airlines and the Department of Defense.

On the industrial side, WE, Inc, is a distributor of Industrial, Welding, Safety, Oilfield, Construction, and Contamination Removal and Control products.

WE, Inc, depends on state of the art technology such as Parts Base, ILS and various inventory research tools to provide "Difficult to locate" parts service to our customers.



# WESTCARB ENTERPRISES

## CAPABILITIES

### OUR VISION

To evolved into an innovative interdisciplinary and diverse company. To enhances our technological expertise and capabilities through teaming agreements, mentoring and the through the utilization of the complementary capabilities of other organizations.

### MISSION STATEMENT

To bridge the gap to our customer needs by providing an exceptional quality of service and material while fostering a professional environment that promotes consistency, reliability and mutuality.

### NARRATIVE OF SERVICES/PRODUCTS

One of WE, Inc, areas of specialty is the aviation market. Our organization prides itself in the area of locating aviation out of production and difficult to locate parts. The value our company adds to our customer process is taking this long and tedious task away from the procurement personnel thus giving back the valuable time needed to concentrate on those projects that has time constraint.

WE, Inc, is a distributor to many large manufacturers and is able to price our items at a competitive range. The products offered are:

Hand tools, Industrial,  
Safety, WE, Including,  
Oilfield and  
Construction Supplies,  
Textile and Safety

Wipes for Clean room  
and laboratory, Gloves,  
High Tech Mops, Clean  
Room Paper and  
Documentation, Sterile

Products, ESD Antistatic  
Products, Protective  
Products, Spill Control  
Absorbents and  
Chemicals

Our Team thus far consists of High Tech Conversion for all our Clean-room, Medical Equipment and Laboratory Supplies; various large manufactures for Industrial, Safety, Construction and Oilfield products, Advance Communication Cable for Electrical Services, DMF for aviation parts and services, Blue Aerospace Aviation parts and services, Hurlock Engineering for Engineering Services, to mention a few.

Ms. Thomas holds a Masters degree in Social work and worked as a Clinician in that capacity. She has team with Bright Future to provide Social Services.



# WESTCARB ENTERPRISES CAPABILITIES

15701 Leather Leaf Lane  
Land O Lakes, FL 34639  
Work: (727-819-0953)  
Home: (813-996-0419)

## RESUME

**MORRELL, THOMAS**

---

### PROFESSIONAL EXPERIENCE SOCIAL WORK FIELD

2002 – Present                      Westcarb Enterprises, Inc. Hudson, FL

#### **Owner**

Primary responsibilities include directing office administrative systems, managing human resources and relations; managing budgets and finances; procedures, and operations; and handling administrative tasks and special projects as needed.

**May 2000 – 2002      Veteran Administration, Leeds, MA**

- Clinical Social Worker
- Provided a broad range of professional services dealing with the psychological-social-vocational readjustment of Vietnam era and other post-war veterans and their significant others.
- Conducted psychological and social assessments and developed treatment plans.
- Conducted individual and group counseling and psychotherapy utilizing a wide range of standard modalities and techniques as well as specialized and unique approaches to meet the special needs of the veterans served.
- Conducted outreach work contacted veterans; developed referrals resources and networking systems. Served as consultant to professional staff in VA medical Centers, community hospitals and other agencies on issues related to the treatment of Vietnam Veterans.
- Participated in planning and development of programs, policies and procedures.
- Maintained required records and administrative reports.



# WESTCARB ENTERPRISES CAPABILITIES

Sept 1999 – May 2000 Massachusetts Department of Youth Services,  
Springfield, MA

- **Clinical Therapist**
- Managed a caseload of an advanced nature in the determination of social service needs for Juvenile delinquent teens.
- Evaluated complex cases to assess problems and determine appropriate types and methods of treatment.
- Conducted in-depth assessments involving psychosocial and environmental issues.
- Provided casework consultation or program consultation to staff members; referred and transported clients to specialized services.
- Prepared and maintained case records, case narratives, and reports
- Investigated and provided service to teens and their families where abuse or neglect was involved.
- Interpreted rules, regulations and policies to clients and applicants
- Maintained confidentiality of all information and materials

## **VOLUNTEER EXPERIENCE**

Jan 1997 – Dec 1997 Community Healthcare Network Area #4 (CHNA#4), Springfield, MA

*Community Project Volunteer*

Created public awareness to target teens between the ages of 12 and 21. on the awareness of sexually transmitted disease (STD) epidemic in the City of Springfield, Massachusetts.

Researched and wrote about the STD effect on teens in the city.

Developed and implemented visual aids to display in the city.

Generated teen support to reach other peers.

Distributed literature and protective devices on safe sex practice to the Springfield community. Counseled young teens on the dangers of STDs.

## **PROFESSIONAL EXPERIENCE/BUSINESS**

1997-2002 Hamilton Sundstrand, Windsor Locks, CT

**Subcontract Manager – Space Systems Customer Service Division**

- Developed and implemented subcontract activities required to efficiently governing the procurement of key components for NASA Extravehicular Mobility Unit.
- Participated in and conducted proposal preparation, contract negotiation, negotiated large contract dollars, Examined estimates of material, statement-of-work, terms and cost-of-



## WESTCARB ENTERPRISES CAPABILITIES

purchase orders, and subsequent changes or revisions. Prepared bids; processes specifications, progress, and other reports. Ensured on-time delivery of procured requirements in accordance with cost, quality and reliability objectives.

1995-1997

Hamilton Sundstrand, Windsor Locks, CT

### **Account Manager**

- Responsible for the sales of aircraft engine and airframe components for large commercial and regional airlines. Analyzed marketing objectives and interfaced with customers on a daily basis. Communicated with customers in writing and via direct presentations. Demonstrated strong communication, negotiation and organizational skills.
- Took leadership role to ensure customers' need were met and exceeded. Provided administrative support and technical guidance by following through with engineering changes and service bulletins relative to the product. Coordinated and follow up on pre- and post-sales. Assisted in the provisioning and forecasting of customer requirements. Administered quotations. Adhered to Commercial Aftermarket Business Practices. Processed sales requests.

1993-1995

Hamilton Sundstrand, Windsor Locks, CT

### **Hamilton Sundstrand Management Development Program**

The program consisted of four assignments, including the position of Account Manager, which lasted for a period of six months in the following positions:

### **Marketing Analyst**

- Formulated competitive sales tools to develop and attract new customers in the airline industry. Conducted primary market research on such products as the Aircraft Environmental Control System and Cabin Pressurization. Studied advertising research and performed product requirement research. Designed and conducted customer satisfaction surveys. Contributed to the success of component trade-in programs by performing individual market research on special offers.

### **Receiving Inspection Supervisor**

- Supervised Receiving and Inspection, and Customer Return operations. Provided leadership and direction to a group of six employees. Maintained daily employee/labor relations between the company and union. Worked with the Quality Department to obtain certified material from suppliers. Conducted flex-manufacturing events. Improved the efficiency of people and operations by designing and implementing process flow.

### **Contract Administrator**

- Managed the daily workflow of repair sale orders for military aircraft components. Provided contract implementation. Reviewed contracts and tracked repair sale orders. Communicated new contract implementation procedures to management staff. Established and maintained good working relationship between customer and the organization. Advised



## WESTCARB ENTERPRISES CAPABILITIES

- management of contractual rights and obligations; compiled and analyzed data; and maintained historical information.

1986-1993      Hamilton Sundstrand Windsor Locks CT

### **Procurement Analyst**

- Coordinated the need of internal customers with vendors to reach optimum cost, quality, and on-time delivery of supplies, equipment and services. Assumed responsibility for supplier selection. Followed up on supplier performance measurement, control value
- analysis, and new material and process evaluations.

### **EDUCATION**

1989    Springfield College  
Springfield, Massachusetts

Bachelor of Science

1999    Cambridge College  
Cambridge Massachusetts

Master's of Management

2001    Boston University  
Boston Massachusetts

Master's of Social Work



# WESTCARB ENTERPRISES CAPABILITIES

## PAST PERFORMANCE

Hamilton Sundstrand Contract Amount	Provided tools and services parts for shop support. \$40,000
DynCorp Contract amount	Open Order for parts and services. \$199,788 +
L-3 Communication Contract amount	Provide Hardware for shop support. \$20,000
DOD	Over 77 Contracts
Contracts amount	\$375,000

Currently working of subcontracting opportunities.