

FOR IMMEDIATE RELEASE**November 4, 2011****McLane Advanced Technologies Sets the Stage for Growth in 2012**

Expansion of Business Development team increases national exposure in key areas

Temple, TX – [McLane Advanced Technologies](http://www.mclaneat.com) (MAT), a global provider of Information Technology and logistics solutions, announced the recent expansion and reorganization of the Business Development team to increase brand awareness, build relationships, and boost revenue in 2012. To lead this effort, MAT has promoted John (Jack) Ballantyne to Vice President of Business Development Operations. Jack offers over 30 years of outstanding team leadership, organizational effectiveness, resource management, and training skills. He holds a Bachelor of Science in Civil Engineering from Texas A&M University and a Master of Science in National Security and Strategic Studies from National Defense University, Washington DC. In his new role, Jack is responsible for all capture and proposal activities from opportunity assessment until contract award.

As part of its growth strategy, select players in key regions have been added to expand MAT's existing seasoned business development team, creating a greater national presence. James (Jim) Fleming was selected to join MAT as Director of Business Development – Pacific Region. Prior to MAT, Jim spent two years as a Program Manager for ManTech International and over six years with the Logistics Management Institute (LMI) where he worked in the Operational Logistics Group on the DoD Future Combat Systems as a Senior Logistics Manager. Jim came to LMI from the private sector where he consulted with MPRI, Inc. and the Boeing Company. He also spent three years as the Director of Operations for the largest privately owned insurance mobile medical company. Jim earned his Bachelor of Arts degree in Marketing from Seattle University and his Master of Business Administration from Syracuse University. He is also a graduate of the Army Command and General Staff College and the Army Comptroller Program.

In addition, MAT welcomes Todd Branda, Director of Business Development, who carries a unique blend of aerospace and defense experience. As a former U.S. Army Aviator, Todd was an Apache pilot in the 1st Cavalry Division. After his service in the military, Todd held senior manager positions at GMA Cover Inc. and L-3 Communications, Avionics Systems. His project management, product development, operations management, and business development experience enhances MAT's skill set. Todd graduated cum laude with a Bachelor of Arts Business Leadership from Baker College in Jackson, Michigan and is an active member of the [Association of the United States Army](http://www.ausa.org) (AUSA), Army Aviation Association of America, American Legion, and Veterans of Foreign Wars.

Also joining the group is Dan Elder, Senior Director of Business Development. Elder brings 26 years of vast military leadership, with 11 years' experience as a Command Sergeant Major. Following his retirement from the Army, he joined Computer Sciences Corporation (CSC) as a Knowledge Management professional, and then formed Topsarge Business Solutions in Temple, Texas where he served as Chief Consultant and Knowledge Officer. Dan was awarded a Bachelors of Science degree in Business Administration from Touro University, California, and earned his Master certification in Knowledge Management (MKMP). He is a published author and has military service in both Bosnia-Herzegovina and Iraq.

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To complete the national Business Development team and represent the Atlantic region, Steve Broughall has been named Vice President of Government Operations and will office in Washington, DC. Steve has extensive experience in the Department of Defense, where he was CIO at the Defense Threat Reduction Agency (DTRA), the U.S. Department of Defense's official Combat Support Agency. Prior to DTRA he worked directly for the Deputy Under-Secretary of the Army. Upon retirement from the Army at rank of Colonel, he was selected to be the first Director of the Army's Business Mission Area where he provided oversight and devised the governance structure for the Army's various business enterprise information systems.

As a resource to the new positions in the corporate and satellite offices, MAT has reorganized the Capture Management and Marketing departments. Chuck Leaming, who previously held the positions of Executive Logistician and Project Manager at MAT was recently promoted to Senior Capture Manager. With over 25 years in managing and integrating all elements of logistics, Chuck brings extensive knowledge and highly developed skills in tactical and operational logistics to his new role. Cindy Gaddis, another addition to the growing Capture Management team, provides support for transitioning opportunities into the proposal phase. Cindy holds a Bachelor of Science in Psychology and a Master of Science in Information Systems. David Bradshaw and Bonnie Young have also been promoted to Capture Managers. David has been with MAT for six years and was originally hired as fielding team leader for SAMS-E, MAT's premier fleet management solution for the U.S. Army. Adding to his rich military experience and education, David also held the position of the Program Manager for OCONUS Operations and managed [SAMS-E](#) fielding teams and [Field Service Representatives](#) (FSR's) in Afghanistan, Iraq, Qatar, Hawaii and Alaska. Bonnie has been with MAT for six years and began her career in Information Assurance Training, then served in Executive Administration, and Software Testing. To foster branding and support communications, MAT has promoted Amy Hepola to Marketing and Graphics Design Manager. Amy has been with MAT for three years and has over ten years of experience in software development marketing, graphic design, and event management.

"We are excited to welcome the new members to the MAT family and congratulate those with promotions. The reorganization will expand our reach nationally in both the Pacific and Atlantic regions, while at the same time, allow us to focus on state government opportunities," said Executive Vice President, Jim Chambers. "The cumulative logistics, commercial, and military knowledge enhances our current experienced team and allows for growth within our [core competencies](#)."

About McLane Advanced Technologies

McLane Advanced Technologies is an experienced [custom software development](#) and logistics solutions provider built on a bedrock of over 100 years of global supply chain, warehouse, and distribution experience. Utilizing our rich history, we have grown into a recognized technology leader in the Distribution and Defense industries. For more information, please visit our website at www.mclaneat.com or call 254-771-6429.

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