



Volume 27 • Issue 3 • July 2007

## “I Can Do That. I Own The Company.”

The headline above is comprised of eight simple words, but together, those words form a powerful statement. A statement unique to employee-owned companies, it conveys empowerment and responsibility. Nowhere is this more true than right here at AMERICAN SYSTEMS.

“I can do that. I own the company.” not only form the basis of our print advertising campaign, but the slogan forms the very framework of our corporate culture. Similarly, the winning slogan for our ESOP Poster—“My Company. My Future.”—not only addresses our individual ownership, but it addresses our collective stake in our collective success (see *Perspective*, Vol. 27, Iss. 2).

In other words, it's one for all, and all for one. We each have a vested interest in seeing the company perform at its best, and that requires that we each perform at our best. When that occurs, good things happen. Customers are impressed. New business is won. Stock values rise. And employee satisfaction increases.

At the recent Strategic Planning Meeting held in May (story, p.2), a roadmap to 2012 was laid out that brings the company to \$635 million

happen by itself. Aggressive growth requires collaboration, cooperation, and commitment...but most importantly, it requires you.

In your daily interactions with your co-workers, your customers, and your contacts, you are our greatest ambassador and our most successful business developer. Your success is your co-worker's success, your customer's success, and your company's success.

Our Strategic Plan is bold, but attainable. To achieve our goals, we must all do our share. We are, after all, *shareholders*.



in annual revenue. Just imagine what that may do to your ESOP share value! But it won't

Cover photo: The eyes have it. And the eyes belong to Mary Voy, Director of Training Operations for ESG. Mary is the first employee featured in the print ads running in Federal Computer Week and SIGNAL magazines. A reproduction of the ad, next to Alicia Owsiak's winning ESOP poster, is shown at left.

In This Issue...



Enjoying Your “Pie” ..... 5



Culture and Values Recipients ..... 6



Postcard from the Deep Blue ..... 8

From the

# President's Desk



Amazingly, the first half of 2007 is already history. In June, Mark Danisewicz, Peter Smith, and/or Rich Tkac (as members of the ESOP Administrative Committee) and I completed the annual mid-year State of the Company “tour,” which provided us an opportunity to present the latest happenings at AMERICAN SYSTEMS and a status of the ESOP, as well as the opportunity to hear what is on your minds.

As we discussed during our “tour,” Q2/2007 was a very active quarter with one of the most significant events being the successful refreshment and extension of the company’s strategic plan through CY/2012. The plan refreshment occurred in May and the Strategic Plan (CY/2008-2012) was approved by the Board of Directors at their meeting on June 4th. By accomplishing this refreshment in its “natural” cycle (i.e., in Q2), we have now successfully implemented a fully integrated planning, execution, measurement and management system that enables us to manage the company in the short, mid and longer ranges.

Some of the key outputs from our planning efforts are:

- Confirmation that the company’s Mission, Vision, Values, Culture and Strategy developed in October 2005 remain valid today and the foreseeable future
- Affirmation that the majority of Priority Actions identified at our initial strategic planning off-site in October 2005 remain important, with several actions either completed or well under way
- Development of key strategic indicators to provide us with early warning if the environment in which we operate begins to move in a highly uncertain yet highly impacting direction
- Development of our preliminary CY/2008 objectives that will be finalized in Q3/2007 ... the earliest that this has ever been accomplished
- Identification of the key CY/2007 close-out action that we must accomplish as we enter the last half of CY/2007

Finally, I wanted to congratulate the ECG Team in Alpharetta, Georgia, who hosted the Quarterly Operational Review (QOR) on May 10th (the first to be conducted outside the Northern Virginia area) and further contributed to our strategic objective to communicate effectively throughout the company. The feedback from all participants was enthusiastically positive. We look forward to our Q3 review in August when our Quantico, Virginia, office will again be our host.

Until next quarter, please know that I remain as enthusiastic and excited about our future as ever!

*Bill Hoover*

## Strategic Planning Meeting a Collaborative Success

As noted above, the Strategic Planning Meeting held in May was a resounding success! Held just outside Richmond, Virginia, the three-day session provided participants the opportunity to focus on company issues, obstacles, goals and strategies without distraction—and in a highly collaborative environment. The 45 participants represented every department and operating group within the company, and when the meeting’s “ad hoc” groups were formed,



personnel from different departments worked together for true collaborative brainstorming. The result? A plan for the next five years that was constructed with company-wide input. The Strategic Planning meeting also featured a stirring real-time briefing on events in Afghanistan and Iraq, delivered by Lt. Gen. John Sattler, Commander, U.S. Marine Corps Forces Central (shown with Bill Hoover, above).

# Quarterly Operational Review

## Atlanta Office Hosts Review of First Quarter 2007

**Bill Hoover** kicked off the QOR in Atlanta on May 10, 2007, noting that it was the first time the quarterly meeting was conducted outside of Northern Virginia and that the Atlanta team had set the standard high for all future QORs. **Pam Ellington** and **Jennifer Smallwood**, in particular, did a fantastic job of coordinating all of the logistics.

CFO **Mark Danisewicz** led the presentations with his financial report. The Company had a good first quarter, and Mark expected more of the same throughout the rest of the year.

In Business Development, EVP **Finley Foster** reported that all Strategic Business Area Leaders were on board and training was under way. The Group finalized its processes and policies and issued the new BD Glossary. Finley expressed concern over low bookings and low proposal submittals during the first quarter, but he was optimistic about the future.

The Human Resources organization continues to grow, according to VP **TJ Baskerville**. In fact, most of the department is new—only two HR employees have been with the company over five years.

**Joe Kopfman**, VP of Contracts & Administration, challenged all QOR attendees: “If you haven’t read the company SPPs,” he said, “get familiar with them. It will make you more efficient and productive!”

CIO **Brian Neely** acknowledged that the IT Group needs to move from a technology-focused organization to a process-driven, service-oriented, agile, business-focused organization, and the Group is on its way to becoming just such an organization.

**Bobby Christian**, EVP of the Enterprise Consulting Group (ECG), reported that most ECG employees play dual roles. They spend the first half of the year doing business development and the second half of the year doing the work that they won in the first half.

The Enterprise Services Group (ESG) EVP, **Chris Bauer**, reported that ESG’s



trends are moving in the right direction, but the Group has work to do to meet its goals for the year.

The Enterprise Engineering Group (EEG) is off to a solid start, investing in business development by filling a couple of very important positions, according to EVP **Peter Smith**.

The afternoon session was dedicated to the Atlanta team. Bobby Christian kicked it off by introducing the ECG business development organization.

ECG Director of BD Operations **James Wray** reported that we have been able to penetrate Fortune 500 companies and compete with the “Big Five” because of our vertical expertise, our horizontal expertise, and our four regions.

Financial Services Director **Jeff Benson** was positive about Financial Services being one of the largest markets available to us. **Rick Warner**, Director of Retail & Travel Services, was equally positive, noting that we will be sitting in really good shape if we just get our fair share of the retail and travel market.

“When my customer is using a wide variety of services, e-learning is another opportunity that can come from that relationship,” noted **David Norris**, Telecommunications Director.

“These are exciting times!” VP **Mike Rivers** said following the enthusiastic deliveries of the vertical market

presentations. He then introduced the horizontal markets presenters.

**William Vestal**, Engineering Services Director, reported that three-year customer Verizon has tried to walk away from us, but they keep finding that they can’t do what we do for them.

“Every organization has some form of training need. Departments within those organizations have training needs. We don’t even necessarily deal with training departments because every department can use our services,” according to **Jeff Venza**, Training Services Director.

Customer Relationship Management Director **Joe Sisto** said, “I got into this business because I hated how I was treated whenever I called an 800 number.” Joe’s extraordinary level of commitment was evidenced by his day’s events leading up to his QOR presentation. On his way to the office, Joe was involved in an automobile accident from which he was taken to the hospital. Not wanting to miss the QOR, Joe insisted on leaving the hospital as soon as the doctors were done running their tests. Without a car to drive, Joe had a rental car company representative drive him from the hospital to the office, where, still wearing his hospital bracelet, he joined the meeting and delivered a very passionate presentation.

Bill Hoover closed the meeting by telling the group that a mature organization focuses on the market in a multifaceted manner, i.e., vertical, horizontal, and regional. He also said that we need to focus on organic growth, because when an organization grows, there is room for personal growth for its employees. And when employees have personal growth opportunities, there is less voluntary attrition.

# Contracts & Awards

The past few months have seen a number of new contracts awarded, follow-on work secured, and well-deserved recognition received. Here's a summary:

## Joint Venture Nets \$25 Million Instructional Support Contract

AMERICAN SYSTEMS and joint venture ally, Data Management Services, Inc., have been awarded a \$25 Million Indefinite Delivery/Indefinite Quantity (ID/IQ) contract by the Naval Air Warfare Center, Training Systems Division. The two companies have partnered to make up the Data Management Service Joint Venture (DMSJV).

"AMERICAN SYSTEMS is proud to support the Naval Personnel Development Command (NPDC) and its affiliated organizations in their efforts to ensure that naval personnel are knowledgeable, trained and well-equipped," said AMERICAN SYSTEMS president and CEO Bill Hoover.

Under the terms of the contract, AMERICAN SYSTEMS will provide the NPDC with professional, instructional, administrative, and technical support services at major Fleet Concentration Areas (FCA) worldwide. Responsibilities and deliverables have been divided equitably between the companies through a series of individual task orders through August 2011. These services will bolster fleet readiness by helping Navy personnel meet specific performance and course completion standards as determined by the training officers of the different FCA regions.

The contract duration, which began 1 February 2007, is one year and includes four (4) option years. The contract is valued at \$25 million over the five-year period of performance.

## US Navy's GDSC Honored Again!

For the second consecutive year, the U.S. Navy Global Distance Support Center (GDSC) continued its award-winning ways as it received the 2007 Government Customer Support Excellence Award in the category of Customer Focus Excellence. AMERICAN SYSTEMS established the GDSC in 1999 under the direction and sponsorship of the Naval Sea Logistics Center to deliver 24x7x365 support to fleet and Navy community users. Today, the GDSC provides the efficient and effective transfer of data and information on questions ranging from technical assistance and logistics to quality of life issues. The GDSC resolves more than 5,000 monthly queries, which range widely in subject matter and urgency, with a 100 percent customer satisfaction rating and 96 percent first call resolution rate.

## Company Nets Another Millennium Lite Circle of Excellence

The General Services Administration (GSA) recently honored AMERICAN SYSTEMS with the Millennium Lite Circle of Excellence Award for Outstanding Service. The award, presented at the GSA EXPO in Orlando, Florida, was presented in recognition of AMERICAN SYSTEMS' continued excellence in Millennium Lite Functional Area 2. This marks the third time AMERICAN SYSTEMS has received this accolade.

# Everything You Wanted To Know About Federal Credit Unions But Were Afraid To Ask—Part Four

## Do credit unions have/achieve earnings and where do they go?

A credit union's net earnings from loan operations or other sources (except that portion of gross income set aside in a reserve account for loan losses) may be distributed to the members in the form of dividends. Annually, federal credit unions pay over \$5 billion in dividends to their shareholder members. The board of directors of each federal credit union has wide latitude in determining the credit union's dividend rate and terms.



## Benefits of a Federal Credit Union

A credit union is an important fringe benefit, according to various sponsor organizations.

Credit unions do not require outside financial support so there is no direct cost to a sponsor, including any employer whose employees organize a credit union.

Employers often allow employees to direct-deposit their paychecks into a credit union account. Credit unions pioneered this convenient innovation. Experience shows this simplifies deposit operations and encourages more employees to use credit union services.

Many employers permit employees time to conduct credit union business, especially during the first few months of its operation. The personnel office and the credit union can be mutually helpful in assisting employees to help themselves and in making the credit union an effective employee service organization. In fact, educating members to maintain responsible financial affairs is the third basic function of credit unions—the other functions are to promote thrift and provide credit.

## Does AMERICAN SYSTEMS have an affiliated FCU?

Yes we do....it is the National Active and Retired Federal Employees Association (NARFE) Premier Federal Credit Union.

Each federal credit union's charter specifies who is eligible to join. Membership is limited to groups of people with a common bond of employment, association, or residence specified in its charter.

Eligible people must submit a membership application and purchase one share to join. By depositing \$5, members actually purchase and own a share in their credit union and can vote in officer elections.

## Want more information?

You can visit NARFE on the web at: <https://www.uspremier-fcu.org>.



# AMERICAN SYSTEMS Takes Flight with NASA

Why are some decisions flawless, perfectly on target, and others utterly disastrous? How can today's leaders move with confidence when it's their turn to get off the fence?

A hallmark of any successful leader is decisiveness. Sometimes events allow for thoughtful, full consideration. Other times, however, circumstance dictates an immediate choice in the face of daunting uncertainty.

So, how does a leader know what to do and when to do it?

During May, the Training Operations Directorate (TRO) of AMERICAN SYSTEMS helped unravel that mystery in a highly interactive two-day course for the National Aeronautics and Space Administration's (NASA) Space Shuttle Program Mission Management Team (MMT). The course was dubbed "Critical Decision-Making in Complex Systems."

In building the course, employees **Kim Shelver** and **Bob Boretsky**

identified the essence of what it takes to practice advanced collaborative decision-making appropriate to the three environments in which the MMT operates: Pre-Launch, In Orbit, and Post-Launch. The MMT, which oversees Space Shuttle launch count-down and in-flight operations, is NASA's program decision-making body for real-time operations.

Shelver and Boretsky used experiential learning activities and exercises, case studies, and facilitated group discussions to demonstrate the consequences of making hard and fast decisions, when they matter most, and when they impact teams of people. Through the course content,



the NASA leaders learned what it takes to prepare for moments of decision – when it really counts.

Signaling their appreciation for the invaluable insights on making the critical call, participants gave the TRO program a 100% rating. Noted one MMT member from the Johnson Space Center, "This is the best training NASA has ever had." Another participant, from Kennedy Space Center, was particularly impressed by the instructors' familiarity with NASA's specific organizational needs and the inclusion of specific organizational documentation. During the course debrief, Barbara Severance, Manager, Space Shuttle Senior Management Training, and **Mary Voy**, Director of Training Operations, agreed to collaborate on future training initiatives for the MMT.

*Mary Voy*

*Pictured at left: Members of AMERICAN SYSTEMS' Training Operations Directorate take a well-deserved break.*

## Enterprise IT Risk Management: A Success Story

### AMERICAN SYSTEMS' PMO Helping NARA Mitigate Risk

The Enterprise IT risk management program put into operation by AMERICAN SYSTEMS is enabling the National Archives and Records Administration (NARA) in College Park, Maryland, to more effectively manage, at the organization-wide level, the risk inherent in IT development.

Quickly after AMERICAN SYSTEMS set up the Program Management Office (PMO) to manage the development of NARA's Electronic Records Archive (ERA) program, the team implemented a program-level risk management methodology using proven IT Risk Management practices. The ERA, a very large IT system, is NARA's remedy for addressing its needs to accommodate access to and preservation of a broad range of types and immeasurable

numbers of electronic records created on a multitude of platforms.

Regular updates on the progress of ERA's development, including its risk management processes, were federally mandated. The collaboration, diligence, and skill of the AMERICAN SYSTEMS team was key to the NARA staff's adoption of and adherence to the new policies and procedures essential to accurate reporting of risk status. The risk management competence of the AMERICAN SYSTEMS team was further demonstrated in a positive GAO report that explicitly noted ERA's self-identification of risk. This unprecedented report spurred broad interest on the part of NARA senior managers and brought attention to the great work being done on the ERA.

Regular meetings of the ERA Risk Review Board provided further evidence that managing ERA's risk required the engagement and involvement of other NARA units beyond the PMO. The AMERICAN SYSTEMS team proposed the acquisition of the enterprise risk management tool, Risk Radar Enterprise, which was quickly approved by the Archivist of the United States.

Most organizations manage their IT developmental risk at the project or program level. However, thanks to the Enterprise IT risk management methodology our team expertly put into practice, NARA is among the very few managing its risk at the strategic, program, and project levels with an aggregate organization perspective.

*Larry Toth*

## HR News

### “Get in the Game!”

It's time to “Get in the Game”! Are you eligible for the AMERICAN SYSTEMS Employee Savings and Security 401(k) Plan? Have you started contributing towards your retirement, or is lack of information keeping you from a secure retirement future? Come to one of the upcoming 401(k) education and enrollment meetings to be given by a representative of the Principal Financial Group® (The Principal®). At this meeting, you will learn more about the 401(k) plan, savings goals for retirement planning, investment basics, and the investment options available to you under our retirement plan.

You can also “Take the 1% Challenge” and receive an incentive item just for enrolling or increasing your 401(k) contribution. Take advantage of the many resources and tools available to you from The Principal by attending a meeting the week of July 16th! Specific dates and times will be available soon!

### Building Training & Professional Development

**Amy Heslep** recently joined AMERICAN SYSTEMS as our Training Specialist and is hard at work building the foundation necessary to bring training to *all* AMERICAN SYSTEMS employees.

In order to ensure that the training programs we deliver are valuable to you and your work, we first need to determine what skills employees have and what skills are needed. To that end, a Training Needs Assessment Survey was sent to all managers, directors, and VPs.

Please talk with your manager today and communicate your training needs! In addition, you can send your training recommendations or needs to HR@AmericanSystems.com. Your feedback and the results of the Training Needs Assessment Survey will help us develop the AMERICAN SYSTEMS Training & Development plan for 2008, which already will include subjects such as Program/Project Management, 360° feedback reviews, coaching, mentoring and performance.

*HR Department*



## AMERICAN SYSTEMS Employee-Owners Enjoy the Fruits of their Labor

Our ESOP Employee Education Committee representatives hosted “Pie Parties” at various offices in late May to celebrate all employees owning a “piece of the pie.” According to our sources, the gatherings were well-attended and well-received. A number of employees took the opportunity to ask questions of their committee reps, and the overall dialogue was positive and celebratory!



*Pictured here are some of the employees who showed their spirit and contributed to the “AMERICAN SYSTEMS ESOP Pie Social.”*



## Online Company Store Opens for Business

Employees can now choose from a selection of quality shirts and outerwear, all bearing the AMERICAN SYSTEMS logo, and all available for individual purchase at our new online store!

The store, accessible at [www.costore.com/americansystems](http://www.costore.com/americansystems) or via a QuickLink on the Home page of AIMS, also offers several logoed accessories available for bulk purchase. These items are primarily designed for use at trade shows, job fairs, and other events, but are available to any Group or Division that wishes to make a purchase.

The store was constructed and is



maintained by K&R Industries of Chantilly, Virginia. K&R has been a long-time supplier to AMERICAN SYSTEMS and was selected after a thorough evaluation of a number of vendors. All credit card purchases are conducted between the buyer and K&R, and the site uses VeriSign to secure all transactions. K&R accepts personal and company credit cards (MasterCard and Visa). If a credit card is not available, the store will direct you to our purchasing department. We will be adding new apparel, colors, and accessories in coming months, so visit the store often! Kudos to **Kristi Grant** in our Purchasing Department for her assistance in getting our store open for business!

## Our Newest Employee-Owners...March - May 2007

Please help us give a warm welcome to the newest members of AMERICAN SYSTEMS

### Aberdeen, MD

- Elizabeth A. Fisher
- Andra King
- Douglas E. Kooker
- Kia B. Redfearn
- Timothy R. Walton

### Atlanta, GA

- David L. Norris
- Joseph C. Sisto
- Jennifer A. Smallwood

### Avondale, LA

- Edgar J. Cortes
- Albert C. Venn

### Baltimore, MD

- John Mobley

### Chesapeake, VA

- Efrain Aponte
- Janina J. Carrillo
- Christine Esposito
- Mary A. Favalora
- Shane R. Geyer
- Yahana A. Hanson
- Neal B. Jefferis
- Amanda L. Lombard
- Yaritza Ramos
- Kevin M. Simmons
- Tameka C. Watts

### Chantilly, VA

- Brooks E. Abbey
- Jason M. Adams
- Susan R. Brady
- Hyuk Byun
- Jamie A. Edwards
- Robin M. Ferris
- Amy A. Heslep
- Amy J. James
- Cheryl L. Kosmann
- Jervais R. Lawson
- Jim Moghadam
- Kyle R. Nicolo
- Daniel J. Pascucci
- Ryan T. Rohr
- Gwendolynne T. Salahuddin
- Cindy H. Stephenson
- Joseph R. Szymczak
- Natosha L. Tyler
- Syed Owais Younus

### Denville, NJ

- Enrico P. Fattorusso

### Palm Coast, FL

- Paula Kiwala

### HQ Field

- Brian K. Barber
- Charles K. Beck
- Stephen W. Eumont
- Jerry A. Jones
- Jason M. King
- Sharawn R. Long
- Terrence Morgan
- Ronald E. Nordin
- Robert J. Palumbo
- Scott E. Radics
- Adrienne Steltenpohl
- Timothy Trieu
- James W. Wheeler
- Jeffrey L. White

### New York, NY

- Charles H. Scruggs
- Eric J. Vorst

### Orlando, FL

- Brett D. Buchan
- Jeff A. McDowall
- Paul S. Parker
- Donna K. Struble
- Richard L. Wilson

### Puerto Rico

- Raul J. Colon

### Quantico, VA

- Gregory D. Capalia
- Paul W. Errington
- Kasey Friedman
- Aletha P. Holmes
- Ashleigh Jenkins
- Gloria F. Krauklis
- Madsin Nerestant
- Anthony A. Touset
- Randy L. Woolf

### Middletown, RI

- Thomas A. Vincent

### Rosslyn, VA

- Carlton L. Foster
- Brandon K. Whelply

### San Diego, CA

- Misti A. Webster

### Washington, DC

- Gregory G. Meddles

### Woodbridge, VA

- Nicholas A. Carlson
- Derrick B. Johnson
- Michael T. Kissam

## Values and Culture Recognition Program in Full Swing

The Values and Culture Recognition Program continues to be a popular way for employees to recognize their peers for outstanding contributions, judging by the increasing number of employees who received accolades in the past three months. To nominate an employee, visit the HR Community on AIMS and follow the instructions in the Values and Culture Recognition memorandum. From March through May of this year, the following people were recognized and deserve congratulations:

**Brian Adams**  
**Anya Bauer**  
**Clayton Black**  
**James Booth**  
**Robert Campbell**  
**Ray Caruso**  
**Colleen Clampitt**  
**Rocio Colon**  
**David Dao**  
**Paul Ehlenfeldt**  
**Richard Elgart**  
**Maniel Ellison**  
**Martin Ervin**  
**Colleen Facey**

**Sarah Fullwood**  
**Sue Gonzalez**  
**Danny Grimes**  
**Christopher Harris**  
**Barron Hawkins**  
**Saul Hellerman**  
**Craig Love**  
**Gregor McLeod**  
**Melinda Muerdler**  
**Danilo Pacomio**  
**Thomas Peelman**  
**Michelle Peerenboom**  
**Nick Perriello**  
**Dexter Prater**

**Debra Reedy**  
**Susan Reisinger**  
**Edward Riggle**  
**Joe Sisto**  
**Cynthia Smith-Davis**  
**Michael Stackhouse**  
**David Vanderberg**  
**Robert Vincent**  
**John Vogel**  
**J.D. Walker**  
**Kelly Wing**



AMERICAN SYSTEMS  
**PERSPECTIVE**

Volume 27 • Issue 3 • July 2007

PERSPECTIVE is published quarterly for the employees of AMERICAN SYSTEMS. Information contained herein should be considered proprietary. For more information, or to contribute articles, please contact [Perspective@AmericanSystems.com](mailto:Perspective@AmericanSystems.com)

# Postcard from the Deck

## AMERICAN SYSTEMS employees get “taken for a ride” by US Navy

*Our 1,400-plus employees represent a wide range of expertise in a variety of locations. Here’s a “postcard” from Jack Pelar, who heads up our Rosslyn, Virginia, office.*

It is not unusual for an AMERICAN SYSTEMS employee to go to extraordinary lengths to satisfy a customer, but a recent experience by **Tom Buhl** and **Alan Lewis**, part of the AIS team out of the San Diego office, was far from ordinary. Recently, Tom and Alan were tasked with testing the newly installed Integrated Information and Electronics System (IIES) on the Navy’s newest auxiliary ship, the USNS Lewis and Clark (T-AKE 1 class) which was scheduled to be pierside for a week – the time needed to complete their task. The IIES is part of the Navy’s Information Assurance requirements, and the Lewis and Clark, the Military Sealift Command’s newest Dry Cargo/Ammunition Ship, is one of the 39 ships in the Naval Auxiliary Force.

Tom and Alan’s adventure began with a red-eye flight to Baltimore, where they picked up their rental car and then headed northeast on Highway 95 for a quick eight-hour drive to Earle, New Jersey (normally a two-hour cruise),

where they were to meet up with the USNS Lewis and Clark.



*USNS LEWIS and CLARK in the Atlantic*

In Earle, following a rigorous security check, Tom and Alan were free to board the ship.

After meeting with the Ship’s Master and several of the staff, the adventure began in earnest. The two were informed that the ship was immediately leaving the pier and embarking to Charleston, S.C., with a stop at Norfolk Naval Station—welcome to the Navy boys! Alan, having served in the Navy for over 24 years, didn’t blink an eye. Tom, on the other hand, had the “deer in the headlights” look as the ship was leaving New York Harbor headed out to sea. “It was an amazing feeling, heading out to sea—there’s nothing like standing out on deck on a still night, in the middle of the ocean, looking up at the stars,” said Tom.

Tom and Alan completed their assignment and represented AMERICAN SYSTEMS as any employee-owner would, adapting to challenging and changing work while maintaining a positive attitude and the willingness to support the customer under any circumstances.

*Jack Pelar*



13990 Parkeast Circle  
Chantilly, VA 20151-2272