



AS&M Newsletter

SPECIAL EDITION

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AS&M CELEBRATES 25th ANNIVERSARY

2008 marks the 25th anniversary of **Analytical Services & Materials, Inc.**, and I wish to thank all of our employees, customers, and subcontractors for contributing to the company's success.

We have come a long way since the founding of the company in 1983 in a room over my garage. Today, we have over 125 employees, and are currently teamed with several outstanding organizations such as Jacobs, ATK Space, Raytheon, Lockheed Martin, Boeing, SAIC, General Electric, and the National Institute of Aerospace.

AS&M has managed a number of significant NASA contracts over the years. Two of our main contracts were: (1) the NASA Dryden Engineering & Technical Services contract (Nov. 1995 - Jan. 2008, prime contractor), and (2) the NASA Langley Atmospheric Science Research and Technology Support Services contract (Oct. 1995 - Nov. 2006, as a sub to SAIC).

In 2004, AS&M was featured in *The Virginian-Pilot* in an article entitled "Small Firm Competes for Role in NASA's Future." The article emphasized that AS&M was competing against "giants" such as Boeing, Northrop Grumman, and Lockheed Martin for a NASA contract entitled Structures, Materials, Aerodynamics, Aerothermodynamics and Acoustics Technology for Aerospace Vehicles (SMAAATAV). AS&M is now successfully performing on this SMAAATAV contract (2004 - 2008).

Our software development process has been certified to CMMI Level 2 by the Software Engineering Institute. For several years, our Management, Coatings and Software groups have been ISO 9001-2000 certified.

Today, AS&M offers technical support in aerospace, computational fluid dynamics, structures & materials, and information technology. Additionally, AS&M is an innovator in developing high-temperature and wear-resistant coatings using sol-gel technology.

AS&M's most significant highlight in recent years was being named the U.S. Small Business Administration's 2006 *National Prime Contractor of the Year*. Awarded annually, this designation honors small businesses that have provided the Government with outstanding goods and services as prime contractors. President George W. Bush addressed the attendees on April 13, 2006. In June 2006, the City of Hampton issued a proclamation congratulating AS&M.

Through the years, AS&M has been recognized for a wide variety of talent. In 1989, AS&M received the NASA *Agency Minority Contractor of the Year Award*. We received an R&D 100 Award in 1994 for developing one of the 100 most technologically significant new products. We won the Goldin-Stokes Award in NASA's Mentor-Protégé Program for two consecutive years (1996 & 97 with SAIC). In 1998, we received the Minority

Contractor of the Year Award from NASA Dryden. In 2002, AS&M received NASA's prestigious George M. Low trophy for quality and excellence. In 2003, AS&M was recognized for two separate NASA Public Service Group Achievement Awards, and over the years, AS&M employees have received 5 NASA Public Service Medals. AS&M received the 2004 NASA Quality and Safety Achievement Recognition (QASAR) Award. Also in 2004, AS&M was named NASA DFRC Woman-Owned Business of the Year.

AS&M could not have achieved these successes without an outstanding complement of both research and administrative personnel. Kudos to all of you! Three of our former employees made long-lasting contributions to technology: Werner Pfenninger in the field of laminar flow control, Arild Bertlerud in the area of flight instrumentation, and Bill Burcham in flight control.

AS&M continues to be actively involved in community awareness. For many years, we have been proudly participating in The United Way of the Virginia Peninsula campaign and supporting the Virginia Air and Space Center.

We do indeed have reason to be proud on this 25th anniversary! Let's keep up the good work so our coming years will be just as rewarding.

*Dr. Jalaiah Unnam
President, AS&M*

