

## Quarterly NEWS

Winter 2014 | [www.GoVanquish.com](http://www.GoVanquish.com)

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DELIVERING EXCELLENCE...



## A Word from Our President

The last few months have seen many changes for Vanquish Worldwide. With recent additions to our company and staff, I am extremely excited about our future. So far this year Vanquish Worldwide has won numerous contracts totaling over \$10M. Thank you to all of our team members for your efforts and dedication to the success of our company.

**Eric W. Barton**

President / CEO



## OUR NEW DIGS

Vanquish Worldwide has officially moved into our new building at 235 South Old Glory Road, Maryville, TN 37801. We are now in a spacious 17,000 sq. ft. office building that features executive and departmental suites, vehicle maintenance bays and an upper floor with classrooms, office space and a secure IT server room. Currently, the new office is home to our; Executive Officers, Business Development Team, Accounting and Administrative Staff, Human Resources, National Afghan Trucking (NAT) Claims Department, and our Tactical Operations Center (TOC) and Transportation Dispatch Center. Our facility is secured by a fence barrier around the property, automated gate with electronic badge access, state of the art motion detection security system, mounted security cameras and closed circuit monitoring system throughout the building's interior and exterior. Over six acres of our new eight acre facility was recently paved with approximately 10,000 tons of cement to achieve a six-inch thickness. This new building and lot allows us to accommodate our expanding business opportunities in the logistics, transportation, and training sectors, as well as provide a secure environment for our trucks, heavy equipment and our government and commercial contract files and documents.

## SOCIAL MEDIA



Vanquish Worldwide is on a variety of social media sites! Be sure to follow us and find out what is going at project sites all over the world, at our headquarters in Tennessee and what our employees are up to. Another way to stay informed is our website which has been updated and enhanced this fall. Make sure to check it out and read the news feeds which are posted regularly, as well as information on all Vanquish's past and current projects and contracts. An employee portal link will soon be on the website enabling 24/7 access to corporate documents, policies, procedures and HR communications and forms.

With the recent acquisition of Front Range Training & Consulting and the formation of Peak Technical Institute (PTI) we now have a larger Vanquish family! We encourage all of you to visit their websites and social media pages as well, to learn about our exciting new service lines, training programs and the diverse experience they bring to Vanquish Worldwide.

<http://www.govanquish.com/>  
<http://www.frontrangetraining.com/>  
<http://www.gopti.com/> (Coming Soon)

 <https://www.facebook.com/vanquishworldwide>  
<https://www.facebook.com/pages/Front-Range-Training-and-Consulting-LLC/279336315452682>

 <https://twitter.com/govanquish>  
<https://twitter.com/FrontRangeTrain>

 <http://www.linkedin.com/company/vanquish-worldwide>  
<http://www.linkedin.com/company/front-range-training-&-consulting-llc>

Go ahead and Follow and Like us on Facebook, Twitter and LinkedIn and tell others to do the same. Happy Surfing!



Mr. Peter Chargualaf

## EMPLOYEE OF THE 2ND QUARTER

Vanquish Worldwide is pleased to shine a spotlight on Peter Chargualaf as the Employee of the 2nd Quarter. Pete is the Program Manager for the Installation Mobilization/Demobilization Contract to Support the US Army Garrison in Hawaii. Pete supervises and leads our team as they assist Army Reservist and Army National Guard who deploy, and redeploy, within the Pacific Region. More specifically at Schofield Barracks, Pete provides oversight for personnel and administrative support in the following task areas: Plans & Operations, Liaison Support, HR & Administrative, Medical, Material Management and Supply, Movement, Equipment Readiness, Billeting and Facilities, Driver Cell, Staff Duty and Information Management.

The Contracting Officer Representative for this contract extended appreciation and praise in stating, "Mr. Peter Chargualaf, Program Manager, has performed exceptionally and is the primary person that resulted in VW's success in their transition and continued mission success."

Vanquish Worldwide would like to honor Pete for his commitment, determination, and superior leadership on the Schofield Barracks contract. Excellent personnel such as Pete Chargualaf, exemplify Vanquish Worldwide's unsurpassed quality and commitment to its customers.



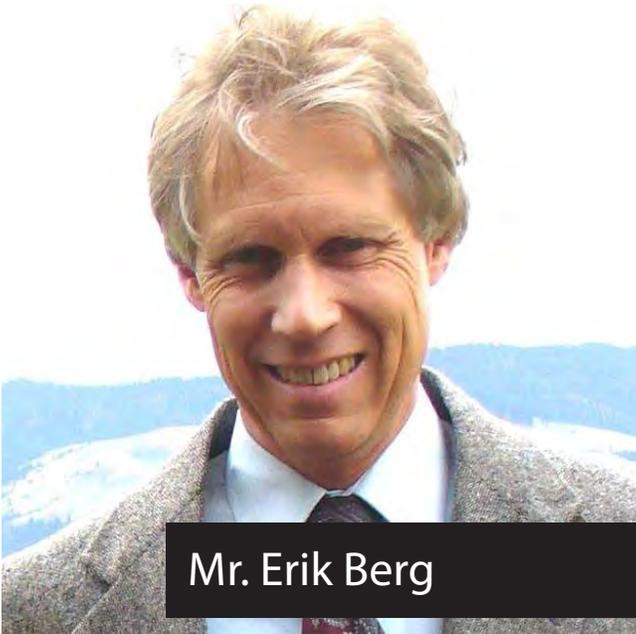
Mr. Isaac Kazinduki

## EMPLOYEE OF THE 3RD QUARTER

Isaac Kazinduki is being honored as the Vanquish Worldwide Employee of the 3rd Quarter. Isaac's role with Vanquish Worldwide on the National Afghan Trucking contract has changed multiple times. During the last 12 months he has taken on more responsibilities to be able to handle the constant changes that arise when working on an international contract with multiple transportation companies competing to complete the transportation missions for ISAF in Afghanistan.

During his time as Tactical Operations Center (TOC) supervisor, Isaac has been able to overcome challenges such as integrating a forward and rear TOC into one cohesive body. Personnel in Afghanistan and in Tennessee are able to handle any operational issue that may arise in a seamless manner and Isaac has been able to oversee this in a way which keeps Vanquish Worldwide's Order of Merit List ranking at a competitive level. Isaac has also worked with Afghan sub-contractors to help create a higher standard in the speed, timeliness, and accuracy of work being done on a daily basis.

As the sixth of eight children, Isaac is a natural born problem solver and a diligent worker. In addition to NAT responsibilities, Isaac was able to coordinate the delivery over 68 metric tons of soy beans in a recent joint venture with the US Department of Agriculture. During this time, Isaac spent countless hours directing, processing, and managing the upload and shipment of multiple assets loaded with soy bean seeds. His dedication, tireless work ethic, and commitment to the company set a standard that sets Vanquish Worldwide above the competition.



Mr. Erik Berg

# EMPLOYEE OF THE 4TH QUARTER

## CLIENT FEEDBACK

From National Afghan Trucking (NAT) Contracting Officer Representative (NAT Contract - February, 2013)

*I would like to express my appreciation for your outstanding job over the past several months since the 49th Joint Movement Control Battalion's (JMCB) arrival to Bagram in support of the National Afghan Trucking (NAT) contract (W91B4N-11-D-7018). Your efforts have been recognized throughout the JMCB and your company has performed at an exceptional level both administratively and operationally. The managers of Vanquish Worldwide demonstrate a clear understanding of the requirements and have always been very responsive to any requested actions.*

*Due to the severity of the environment the NAT contract presents significant risks and challenges and I commend you on your ability to manage this project successfully to the Government's and in turn our soldiers benefit. I thank you for all your efforts, keeping your personnel safe, and supporting NAT's mission throughout Afghanistan.*

Anthony T. Marshall  
SFC, 49th JMCB  
Contracting Officer Representative

From FedEx Ground Package & Delivery (P&D) Manager (FedEx Ground P&D Services Contract -April, 2013)

*You guys have not missed a beat throughout the contract switch and changing of the hands, we appreciate the continued success that we see in VW Inc.*

Thanks so much!!  
Rebecca Worthen  
P & D Manager

Vanquish Worldwide is delighted to name Erik Berg as Employee of the 4th Quarter. Erik is the Emergency Response Warehouse Manager for Vanquish's EPA Region 10 Warehouse Equipment Services Contract where he oversees operations at three Emergency Response Warehouses (Seattle, WA, Portland, OR, and Anchorage, AK). Erik leads our team of full-time and part-time employees as they track, inventory and maintain environmental equipment, health & safety measurement instruments and materials. Erik and the warehouse staff directly support the EPA in their mission to conduct; hazardous waste site assessments, remedial actions, homeland security and emergency responses, planning, and training activities. Erik and the Vanquish team perform maintenance activities and oversee the purchasing of parts and supplies to ensure Government equipment, vehicles and supplies are kept in a constant state of readiness. Erik leads our team to successfully accomplish EPA directives and contract objectives while making it a priority to implement agency goals relating to fiscal efficiency, waste reduction, and sustainability. He also strives to identify and implement operational efficiencies to reduce cost, power, fuel, and water consumption whenever possible. As the Warehouse Manager, Erik provides detailed and timely reports on the status of equipment inventory and time-sensitive materials inventory, purchasing and equipment utilization.

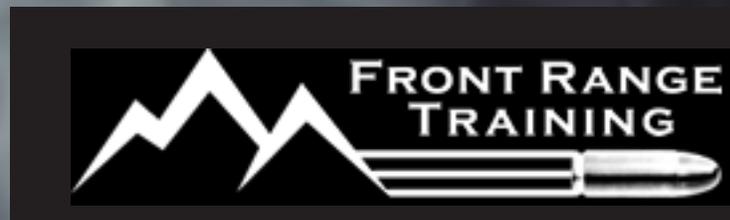
During a recent Government audit of EPA warehouse facilities, all three warehouse's that Erik manages were found with no violations or deficiencies and he and Vanquish were commended by the Contracting representatives. On a recent conference call with EPA representatives, they extended much appreciation and praise for the management that Erik provides on a daily basis and the Vanquish team supporting this contract. Vanquish Worldwide would like to honor Erik for his ongoing leadership, quality assurance and dedication to providing exceptional client and customer service on the EPA Region 10 contract. Erik Berg demonstrates what 'delivering excellence' is all about; we are very happy to have him and his hard working team on board and part of the Vanquish Team.

From Schofield Barracks RCSB Manager (US Army Garrison-Hawaii Mob/ Demob Contract - May, 2013)

*I wanted to thank you and your Vanquish Personnel for all of the hard work and extra effort they put forth to help maintain Area-X. I especially want to thank your guys for clearing out hut #26 in such a timely manner to allow TLA folks to move in ahead of schedule. I really appreciate everything you guys do out here.*

Martinez, Simon L. Jr.  
RCSB Manager  
Res Comp Spt Br Hut 26,  
Schofield Bks

These testimonials and more are on the Vanquish website at [govanquish.com](http://govanquish.com). During 2014 we will be reaching out to project staff and client representatives to build our testimonial base which we use to promote the excellent work we perform on a regular basis and to share and celebrate our project successes! We use testimonials in new proposals we submit and reference them when speaking to new clients with hopes to continue to grow our business and increase our client and service base. If you have client feedback either in letter, email or documented verbally form, please email the information to [dwhite@govanquish.com](mailto:dwhite@govanquish.com).



# PREPARE FOR THE WORST TRAIN WITH THE BEST

## NEW OPPORTUNITIES

Vanquish is pleased to announce our acquisition of Front Range Training and Consulting (FRTC), based in Loveland, CO in September 2013. FRTC offers law enforcement training such as: Tactical Shotgun and Patrol Rifle/Sub Machine Gun Operator, Emergency Medicine, and Tactical Life Saver courses. Front Range also hosts programs for the US Government including Department of Defense (DoD) training. The myriad of programs and training courses offered by Front Range can be viewed at <http://www.frontrangetraining.com/>. Front Range compliments Vanquish World-wide's mission by supporting our efforts to constantly grow and be a leader in excellence. This opportunity helps diversify Vanquish and allows us to demonstrate our tremendous training programs and remarkable staff.



Kevin Cooper, Vanquish's Vice President of Operations, founded FRTC in October 2003. Kevin is a retired Marine Corps veteran with a Special Operations and Diplomatic Security background; he has 20 years of DoD experience and 10 years of commercial training, security and project management experience. Kevin is a nationally recognized instructor and course developer in Firearms, Shoot-House Operations, Ballistic Shield, Edged Weapons

Defense and Close Quarters Tactics and is also a graduate of the FBI's Street Survival program as well as a certified FBI Tactical Instructor. In addition, he is a certified instructor for the US Department of State's Anti-Terrorism Assistance (ATA) program in the following disciplines: Crisis Response Team (CRT), Critical Incident Management (CIM), Counter Terrorism Components of Academy Development (CTCAD) and Personal Security Detail (VIP/PSD). Kevin has offices in both our Loveland, CO office and our new Maryville, TN corporate headquarters.

Cindy Cooper is assuming the position of Corporate Manager of Training and Educational Services. She will serve as Executive Director of Peak Technical Institute (PTI) in Tennessee and Colorado; as well as continuing in this position for Front Range Training in Colorado. Cindy has been the Vice President of Operations for Front Range Training for 10 years and has been instrumental in the growth of FRTC. Cindy is the lead for the Instructional System Design TeTraining. Since Front Range's inception, Cindy has been responsible for the human resources, financial, and operational functions for the company.

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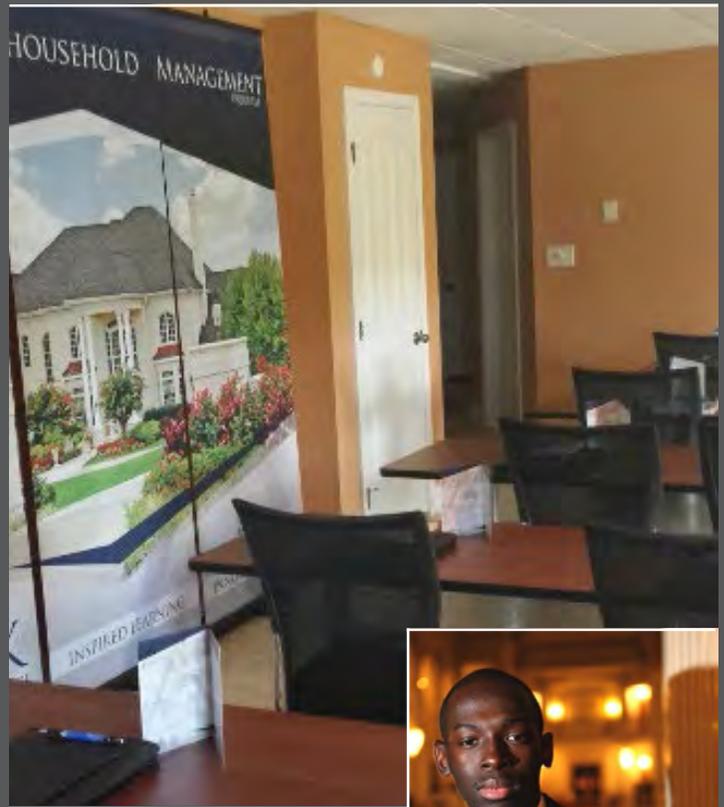
# PEAK TECHNICAL INSTITUTE

In September 2013, Vanquish formed Peak Technical Institute (PTI), an approved and regulated Private Occupational School based in Colorado only at this time. We have applied for approval in Tennessee and will receive notification after Department of Higher Education committee meetings in January 2014. UXO Global, the Unexploded Ordnance (UXO) Technician I program is the only program that is approved and currently being taught under PTI. This is a 4-week UXO program that encompasses safety, explosives, firing systems, range clearance operations, and more. This training course has been taught since 2009 with over 300 students attending over the last four years. We are currently the largest UXO Tech 1 School in the country and provide extensive hands-on instruction at a state-of-the-art facility with professionally developed courseware and textbooks that have been vetted by top-level, industry experts. The most knowledgeable and experienced instructors provide this industry-leading UXO training for PTI.

Coming in 2014, PTI will offer a Commercial Truck Driving School in the new education suite and newly paved lot at our Maryville, TN office with plans to expand to several other cities across the US in near future. Once approved, our students will be afforded the opportunity for at least 15 – 20 hours of skills training and behind the wheel experience before they graduate, ultimately giving them more than 4 times the amount of driving experience than other training companies provide.

Another program under PTI is the Professional Household Managers (PHM) program which creates individuals who are world-class service professionals with goals to: provide an unparalleled level of service, maintain comfort of home, and create and maintain an environment suitable for the conduct of official business; such as entertaining dignitaries, heads of state, and the world's upper echelon of private citizens. Led by Fitz Heslop, students receive classroom instruction and participate in a hands-on approach to domestic organization and administration. This four week program creates a foundation of knowledge that will enable our graduates to enter a household and immediately understand and respond to the needs of their employer.

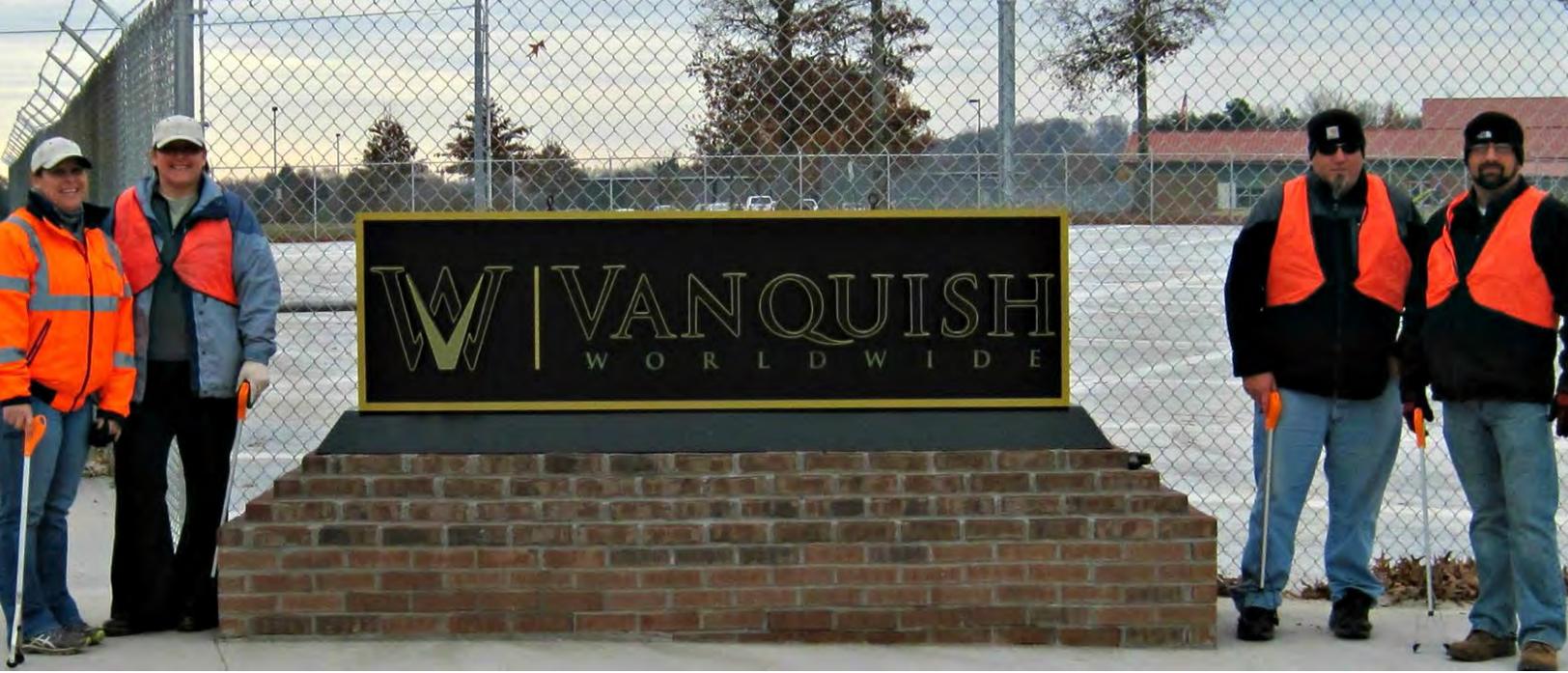
PTI's PHM program is the only one of its kind in the United States that enables graduates to earn a certificate as a PHM, as well as continuing education units from Colorado State University. PTI management staff are currently in the process of evaluating the proper school in Tennessee that will best fit for this program and allow students to earn CEU from a local University. PTI's website at <http://gopti.com/> is currently under construction but will be available soon with more information on the world-class training courses being offered and those to be offered in the near future.



## PHM INSTRUCTOR FITZ HESLOP

Fitz Heslop is a seasoned services professional who brings a wealth of knowledge and experience to Peak Technical Institute (PTI). He has worked as the Personal Assistant to several CEO's and Vice Presidents of major US Companies and most notably was the Head Concierge at a luxury hotel in Connecticut. While working as the Head Concierge he was responsible for all superior guest relations and for setting the tone and image of the hotel.

Mr. Heslop possesses a passion, execution, inspiration, courage and love of service that energizes others; PTI is fortunate to have such an instructor. As he is renowned for providing exceptional service, Mr. Heslop serves as the director for the Professional Household Management program at Peak Technical Institute. This program operates at large estate home in East Tennessee training students from various branches of the Armed Forces in subjects such as: administrative duties, personal care, food quality, and estate security. For more information about Fitz, you can email him at [fheslop@gopti.com](mailto:fheslop@gopti.com).



# Local Involvement and Community Contributions

Although Vanquish is an international company working on five continents and throughout eleven states, we are very aware of the importance of community involvement and supporting area organizations and programs that provide vital services to local areas and residence. This past November Vanquish Worldwide kicked off its participation in the Keep Blount Beautiful Adopt a Mile program; an award winning beautification program which we are very excited to be a part of going forward into 2014. Vanquish employees are committed to enhancing the local community around our corporate headquarters by keeping a one mile stretch of road trash and debris free for years to come.



This past December Vanquish's FedEx Ground Package & Delivery team in Nashville, Tennessee was part of the delivery process for "The Big Give" donation drive. Our FedEx Operations Manager and Drivers loaded up donated supplies and delivered to ThriftSmart for distribution to needy families in the Middle Tennessee area. We were happy to be part of this amazing programs and give our time in the true spirit of giving.

In addition to giving our time, Vanquish has shown community support by becoming part of the United Way family which assists in funding over thirty local programs providing services in the areas of self-sufficiency, health and education. United Way of Blount County impacts 50,000 people in need in Blount County, which equates to more than 1 in 3 people. We hope our participation and leadership in United Way of Blount County's Tocqueville Society encourages other companies who have the ability to give back to join us in funding the much needed programs and services United Way supports.

Another great charity close to the hearts of Eric and Mechelle Barton which Vanquish proudly supports is Smokey Mountain Service Dogs (SMSD), a non-profit organization with a mission to provide mobility assistance service dogs to disabled veterans and autistic children. These dogs are used to improve the physical, psychological, and emotional wellbeing of their recipients; Vanquish is behind this cause and passionate about the assistance these dogs provide. As a fund raising effort, LexLin Gypsy Ranch started a Facebook campaign to raise money for



SMSD and Vanquish Worldwide agreed to match those funds. In September 2013, Mechelle Barton on behalf of LexLin and Eric W. Barton on behalf of Vanquish presented a substantial contribution to SMSD enabling placement of one of the dogs (Willie) with wounded warrior Cody Evans.

As well supporting wounded veterans, Vanquish has supported children's organizations in the East Tennessee area who benefit greatly from community support and assistance in their day to day lives. Over the past three years, Vanquish has donated basketball shoes to Friendsville Elementary School and provides ongoing financial support to the Union Grove Middle School dance team in Maryville, Tennessee. Our contributions ensure children have what they need to take part in extra circular activities which we strongly feel develops and shapes the character of youth and teenagers. We have also been involved in the Boy & Girls Club of Blount County and had a great turn out when hosting Boys & Girls Club leaders and children for a Lady Vols basketball game early this year. We plan to host the Boys & Girls Club again in winter 2014, as well as sixteen members of the 1/230th Air Cavalry Squadron deploying to Afghanistan in spring 2014.

Vanquish sees our charitable giving program is not only limited to external results but also internal. Within our organization we have seen our community involvement increase employee engagement, morale and teamwork. As we donate our time and support we see it extending beyond our charitable service to positively influence other aspects of our work and enhance all we do as we 'deliver excellence' to our clients and customers throughout the world. Looking forward into 2014, we hope to continue our relationships with the organizations above and expand our involvement as Vanquish continues to grow. We look forward to sharing our success by giving back, getting involved and investing in our communities. If you are involved in a local charity or organization in your area, please let us know so we can stay informed on the causes and community service that is important to you! Please email a paragraph or two and pictures to [dwhite@govanquish.com](mailto:dwhite@govanquish.com) throughout 2014.



# NEW CONTRACTS



With the addition of our 2013 contract awards, Vanquish is now working for the Government coast to coast in the US, as well as in Alaska and Hawaii. We also have increased our presence overseas by performing construction and O&M services at International Airports in Iraq. Our 2013 CONUS transportation contracts have allowed Vanquish to break into the commercial transportation market and provide Package & Delivery (P&D) services for FedEx Ground throughout Nashville and surrounding areas in Tennessee. Since our commercial trucking start in March 2013, we have increased our trucking support substantially with Vanquish now perform 34% of all daily P&D services out of the Nashville terminal. Vanquish has also expanded our services for FedEx by performing over the road line haul transport from Nashville and Memphis to hub locations all across the US. Vanquish's current contracts with FedEx Ground total over \$5.4 million with future revenue growth expected to exceed \$10 million in 2014.

In addition to commercial trucking, during 2013 Vanquish was approved as a DOD Domestic Ground Freight carrier in support of the US Army's Surface Deployment and Distribution Command (SDDC). Starting in early 2014 we will provide origin-to-destination surface movement of DOD equipment and supplies

to military bases and DOD facilities across the US and throughout Canada with plans to grow our scope of services by transporting materials designated as protected or sensitive under the Government's Transportation Protective Services (TPS) and Arms, Ammunition, and Explosives (AA&E) program.

★ In addition to winning new contracts in 2013, Vanquish has also been awarded multiple option period extensions for National Afghan Trucking (NAT) and US Army Garrison –Hawaii Mob/Demob Contracts. The recently awarded 6 month option extensions for both contracts run from mid-December through mid-June 2014. Vanquish is currently the only US based company and small business working on the NAT contract, with a total of 12,500 missions assigned to date completing an average 487 missions per month. We are optimistic about an award for NAT II in early 2014 but as US troops move out of Afghanistan our mission assignments will decrease and work load will lessen, therefore Vanquish has worked hard in 2013 to build our CONUS Commercial and DOD trucking service lines as described above. Please check out the Vanquish Worldwide website (GOV-ANQUISH.COM) periodically to read more about these and other past and current projects.

**OUR MISSION:** We are relentless in our pursuit of service and employee excellence.

**OUR VISION:** To be admired for our people, partnerships, and performance.

**OUR MOTTO:**  **DELIVERING EXCELLENCE...**