

**U.S. NAVAL ACADEMY  
ALUMNI ASSOCIATION  
ATLANTA CHAPTER NEWSLETTER  
July 2001**

**NEW CHAPTER BOARD WORKING FOR YOU**

**Chapter Web Site:**

<http://www.usnaaaa.com>

**PRESIDENT & WEB MASTER**

**Bob Schultz '71**

**H: (770) 448-4299; W: (770) 236-7891**

**VICE PRESIDENT**

**Lorie Moore '64**

**H: (770) 475-8454; W: (770) 353-6360**

**VICE PRESIDENT, INFO. SYSTEMS:**

**Mike Herger '90**

**H: (404) 378-2122; W: (404) 773-6785**

**TREASURER:**

**Ned Hunter '81**

**H: (770) 582-1523; W: (770) 826-1985**

**SECRETARY:**

**Joe Solymossy '68**

**H: (770) 426-4378**

**TRUSTEE:**

**Bob Bush '65**

**H: (770) 351-0008**

**BLUE & GOLD CONTACT**

**John Gates, (404) 284-2217**

**EVENTS CALENDAR:**

**07/17 Chapter Board Meeting**  
**07/20 July Luncheon-Author, Sid Davis '56,**  
**07/26 Atlanta Academy Connect**  
**08/14 Chapter Board Meeting**  
**08/17 August Luncheon-Woody Vaughan '64**  
**09/18 Chapter Board Meeting**  
**09/21 September Luncheon**  
**10/16 Chapter Board Meeting**  
**10/19 October Luncheon**

**THE PRESIDENT'S CORNER**

As most of you are aware, at the Chapter June luncheon, the new slate of board officers was officially elected to serve the next term.

I am honored to have been elected Chapter President, and it will be a privilege to serve. I've been involved with the Atlanta Chapter for several years; about five of those years in an official capacity. I started as Chapter Treasurer, then created and filled the Webmaster position, and just finished my term as Chapter Vice President.

So why do I, and others like me, become so involved with the Atlanta Chapter? For me the reason is simply this:

**You can get something here that you can't get anywhere else.**

Call it "fellowship", call it "camaraderie", call it "esprit de corps", call it what you will... but you can't get it anywhere else. You can't get it at home, you can't get it at work, or at the club, or even at church... you can only get it here, through the Alumni Association.

We all have this built-in unique common bond with anyone else who ever walked the halls of "Mother B"! When you walk into a room and encounter another USNA alumnus you have that bond immediately. There is no time-delay fuse, its just there right now! You are immediately friends and comrades, and have many common things to discuss and tales to tell.

Which makes it hard for me to understand one thing. The Atlanta Chapter is

## **CHAPTER ANNOUNCEMENTS**

one of the premier chapters in the country, yet we only count among our active member ranks less than 20% of the alumni currently living in Georgia.

At the June Board of Director's meeting, we ended with a summary of action items for the various board officers. I now have some action item for all Georgia alumni:

- If you are involved in the Chapter, stay involved.
- If you aren't involved, get involved.
- If your classmates aren't involved, make it your job to get them involved.

I know that in addressing those who are reading this newsletter, I'm probably "preaching to the choir!" That makes the third action item a very important one. If your classmates aren't involved, look them up in the Chapter Roster, then pick up the phone and call them. Tell them what they are missing. Invite them, or bring them, to an event or a luncheon.

And lastly, if you are already active now, get proactive in the future. Don't wait for your Board of Directors to "do something"! If you have an idea or would like to see the Chapter do something that we haven't done before, or are not doing well enough, tell us. Then come to us with your ideas on how to do it or how to fix it. (The web site [WWW.USNAAAA.COM](http://WWW.USNAAAA.COM) has a complete list of the Chapter Board of Directors, with phone numbers and e-mail addresses for each member.)

### **We can only grow this Chapter with your help.**

Please be sure to look for an exciting new event planned for the evening of July 26<sup>th</sup>. Our newly appointed Alumni Career Support rep, Bill Miller '88, is coordinating the area's first Business Networking Event for all military academy graduates sponsored by "Academy Connect". This will be the first of what we hope will become quarterly events. Event location and reservation information are elsewhere in this newsletter.

BEAT ARMY!

Bob Schultz '71

My name is Arlene Stewart and my firm published the 100th anniversary book to celebrate the 100 years of the Army-Navy football rivalry. We have some books left and thought it may be something that would be newsworthy for your chapter. The book originally sold for \$100 and to clear the remaining ones out of our inventory we would like to offer them to the Alumni Chapter members for \$35.

Some of the pages are viewable on [www.signaturepublications.com](http://www.signaturepublications.com).

The book is 416 pages, leather bound and quite beautiful. If this is of interest to you, you can reach me at this e-mail address (Sigpub@aol.com) or contact me at 1-800-422-6310.

Arlene H. Stewart, Publisher

---

## **BOB BUSH '65 SPEAKS AT JULY LUNCHEON**

Bob Bush ended his term in office as Chapter President by summarizing his view of the "State of the Chapter" at the June luncheon. After recognizing each of the officers and directors for their service and specific contributions over the past year he introduced the new slate of nominees and asked for a motion that the slate be adopted by voice vote, which it was by unanimous consent.

Bob then read the Mission Statement of the USNAAA Atlanta Chapter as incorporated into the Chapter By-Laws. He summarized that mission by simplifying it into three main objectives:

- Support for Fellow Alumni in the Atlanta Chapter
- Support for the USNA Alumni Association as a whole
- Support for USNA

In discussing how the Chapter is doing in supporting its membership, and vice versa, he

noted three areas as being especially important. The first is providing social interaction among the members, and at that the Chapter is excelling. He read a long list of regular annual social activities that the Chapter sponsors in addition to the monthly luncheon meetings.

A second important function of the Chapter is communication with the membership and here too he suggested that the Chapter is "leading edge," at least with regard to the tools the Chapter has available and uses to communicate with its members. In addition to the regular monthly printed newsletter and annual membership roster, the Chapter boasts an outstanding web page as well as an effective and secure email service for those who sign on.

If there is a flaw, he noted, it is in the fact that just because information is published and promulgated does not necessarily mean it gets read, understood or acted upon. As an example he noted that there are still many members who have declined to sign up for the email service out of fear they will be deluged with unwanted mail even though it has been repeatedly advertised as a secure service and the best way we have of "getting out the word." He added that in the more than 12 months the service has been used, fewer than 4 messages a month have been sent out.

Another important function the Chapter should be providing is assistance in career transition and business networking. In this area Bob suggested that there is much opportunity for improvement and he applauded the fact that a new support position has been created to develop networking opportunities. He recognized Bill Miller '88 as the new appointee to that position, and encouraged all present to support his efforts.

Bob briefly discussed the Chapter's membership numbers and while he expressed pleasure at the fact that our numbers are growing, he pointed out that we still are reaching less than 1 in 5 alumnus living within our area. He concluded his comments about the Chapter by reporting that financially it is in fine shape. For the year 2000 we ended the year in the red by approximately \$1,400, while contributing to the USS COLE relief fund and

covering some expense overruns related to the GA Tech – NAVY football weekend; but the balance sheet remains strong.

In supporting the National Association and the Academy itself, Bob pointed out that the Association faces many of the same challenges as the Chapter, one of the most important being the goal of building membership, and that we can best support the Association by getting our own numbers up. Further, the Association supports the Academy in two critical areas – financially and in assisting in the recruiting of top quality candidates for admission.

Financially, the National Association will use affiliation marketing programs, such as the credit card program, travel programs, etc., to enable it to be financially independent from the Academy Foundation so those dollars can be spent in direct support of the Academy and the Brigade. At the Chapter level, we as members can assist in the financial support by utilizing those services and by responding positively to the Naval Academy Foundation National Campaign that just kicked off on June 9<sup>th</sup>.

Bob concluded his remarks by reading from a press release on the topic of Naval Academy admissions. It included the shocking statistic that of 535 congressional offices, only 164 used all of their nominations last year. Part of the problem is a lack of understanding of the admissions process on the part of the potential appointees; but a significant part of the problem is a lack of appreciation among the general public of the opportunities available through a USNA appointment. The newly created Candidate Awareness Representative (CAR) position will help in this area, but we can all be advocates of the Academy in our own neighborhoods, schools, churches and other organizations.

---

## **JULY LUNCHEON**

The speaker for the July 20 Luncheon will be Sid Davis '56. Sid was a Naval Aviator for four years, left active, continuing to fly in the Reserves for eight years. He then completed University of Florida Law School, practiced law in Jacksonville for four years and then joined

the legal staff of Delta Air Lines. At ages 44, he received an irresistible offer to become general counsel of Springs Industries, a Fortune 100 Company. Somewhere along the way he got what his wife indelicately describes as the "mid life crazies." So, he returned to Atlanta and started his own boutique investment-banking firm, which he sold on the eve of the 1987 stock market crash.

In 1987 Peachtree Publishers in Atlanta approached me about writing a book about Delta, which became Delta Air Lines: Debunking the Myth, which correctly predicted that Delta would fight for its life in the next economic downturn. It was on The Atlanta Journal's bestseller list for several months, required reading at the Emory Business School and alienated most of his "old friends" at Delta.

Thinking publishing was such an easy thing; he started his novel Murder in Lisbon in 1992 and struggled two years after finishing it to find a publisher. The book was finally published in March of last year and has sold incredibly well. Sid will be at the North Pointe Barnes & Noble at 1900 on the 21st of July for a book signing.

Sid's wife is Susie who was a teen Hollywood actress in some of the old Lash LaRue cowboy movies. They currently reside in Naples, Florida where Sid is finishing Murder on the Hindenburg.

---

## **2002 BOARD COMMITTEE CHAIRS**

In addition to your Board members the following people are providing Chapter leadership in the various areas that make our Chapter stronger. This takes commitment and effort by not only the leaders, but also the many alumni who work on these committees. We thank you for your support:

Dir - Membership	Geoff Anderson ' 87
Dir - Brigade Support	Stu Caldwell ' 65
Dir - General	Nick Ward ' 74
Alumni career support (job opportunities)	Bill Miller ' 88
CAR (Candidate Awareness Rep)	Tim Phillips ' 89

---

U.S. NAVAL ACADEMY ALUMNI  
ASSOCIATION  
ATLANTA CHAPTER  
P.O. BOX 76684  
ATLANTA, GA 30358  
Return Address Requested:

# ACADEMY CONNECT

Thursday July 26<sup>th</sup>, 2001

Atlanta's Premier Networking Event for Military Academy Grads

---

**Where:** Wyndam Hotel, Vinings  
2857 Paces Ferry Rd  
770-432-5555  
(Just inside the Perimeter in Vinings)

**When:** Thursday, July 26, 2001  
7 – 8 PM Heavy hors d'oeuvres, cash bar  
8 – 9 PM Guest speakers: Art Zeile and Joel Daly, Founders of Inflow

**Who:** All Military Graduates welcome, Current and future business leaders

**Guest Speakers:**

Art Zeile, CEO and co-Founder, Inflow, USAFA grad  
Joel Daly, COO and co-Founder, Inflow, USAFA grad

Read about Art, Joel and their fast growing company below. Inflow has more than 600 employees, including 25 military academy graduates.

**Cost:** \$20 in advance  
\$25 at the door  
Please pay in advance if possible, we are floating the cost

Make checks payable to: Eric Bassel,

Also, please include your vital information with your payment:  
address, phone, e-mail, Academy and year

Send to: Eric Bassel  
1415 Caribou Way  
Alpharetta, GA 30005  
Attn: AcademyConnect

---

**Don't Miss It!!**

---

**AcademyConnect Mission:**

*Provide Atlanta's Military Academy business leaders with the opportunity to network with others, to share experiences and opportunities, and to promote career growth for all.*

Several initiatives may be pursued to achieve the mission:

- Quarterly gatherings that include business leader speakers and time for getting to know others
- Published membership contact list
- Support and affiliation with the local Alumni chapters (USNA Alumni Association Atlanta has already voiced support for the program)
- Informal mentoring program
- Shared job opportunities
- Other social events

Atlanta's AcademyConnect is modeled after a similar, successful organization in San Francisco. As our mission states, we hope to foster a more vibrant business network of Academy graduates. The value and success of the organization hinges on the participation of senior and junior executives from all the military academies here in Atlanta. In particular, a well-attended first event is critical so please put the 26<sup>th</sup> on your calendar and send in your check.

If you have any questions about AcademyConnect, its mission, the first event, or future events please call one of the coordinators below:

Bill Miller	678-592-5847	USNA '88
Eric Bassel	678-938-8346	USMA '88
Chris Wheeler	404-898-9117	USAFA '90

---

#### **Art Zeile, Chief Executive Officer, Inflow**

Art co-founded Inflow in September of 1997. He oversees all financial matters, including control and accounting, vendor relationships, marketing and sales.

Prior to InFlow, Inc., Art was a founder and vice president of business or LINK-VTC, a global provider of videoconferencing services. He managed sales, marketing and business, and helped develop customer service solutions responsible for a 100 percent annual growth rate.

Previously, Art managed the development of several advanced database systems. He was a software program manager for The Automation Group, a client/server database development company in San Francisco. Art held engineering management positions as an officer in the U.S. Air Force, contributing to the development of the USAF's advanced satellite rocket engine system and the design of a new breed of rocket fuel. Art also served as the executive officer to General Len Kwiatkowski, the USAF director of military satellite communications.

Art was awarded the John F. Kennedy Fellowship and earned a master's degree in public policy from Harvard University, and a bachelor's degree in astronautical engineering from the U.S. Air Force Academy.

#### **Joel Daly, Chief Operating Officer, Inflow**

As a co-founder of Inflow, Joel is responsible for all operational aspects of the company, encompassing global operations and infrastructure and engineering of Inflow's data centers.

Prior to InFlow, Inc., Joel was a founder and vice president of operations for LINK-VTC, where he was responsible for a team of 40+ individuals delivering high-reliability videoconferencing services to blue-chip clientele.

Before joining LINK-VTC, Joel held several management positions as an officer in the U.S. Air Force, including chief of scheduling and cost estimator for the Milstar Satellite program, a major USAF weapons systems program. For his work managing a multibillion-dollar budget, Joel was named 1992 Air Force Material Command Financial Analyst of the Year.

Joel obtained a master's degree in business administration from Loyola Marymount University, and a bachelor's degree in management from the U.S. Air Force Academy.

#### **Inflow**

Inflow is a leading provider of Internet Data Centers (IDCs) and managed services, designed for critical Internet business applications. The company guarantees 100 percent Internet access through multiple Tier-1 ISP networks, offering a highly scalable and available offering. Inflow's cost-effective services, backed by certified engineers and first-rate customer service, allow companies to focus on their core businesses.

Launched in 1997, Inflow has raised more than \$300 million. The company currently employs more than 600 people and services 500 customers. Inflow has 18 IDCs in the United States and Europe with more than 600,000 square feet of space under operation.