



Washington, D.C., March 29, 2010 – Van Scoyoc Associates Inc., Washington’s largest independent government affairs firm, has launched a new subsidiary to develop non-lobbying activities including Federal marketing and business consulting.

The new firm, VSConsulting Inc., will provide clients with comprehensive advice on how to navigate Washington to achieve their objectives. The firm’s initial focus will be to develop clients from the defense industry, the higher education community, and from overseas. In addition, VSConsulting will market the services of its sister lobbying affiliates to those clients requiring such services. VSConsulting eventually plans to add other services, including association management and public relations consulting.

Martin Cargas, formerly the top “diplomat” at Anheuser-Busch Companies Inc. responsible for international relations, and Christopher Bourne, an expert in the military application of science and technology, are joining the new firm as its initial Vice Presidents. The Implementation Group, an existing non-lobbying consulting subsidiary, will continue to operate as a division of VSConsulting and be headed by Dr. Joe Danek, a Senior Vice President.

H. Stewart “Stu” Van Scoyoc, President and CEO of all of the firms, said he was creating VSConsulting both as a way to expand into new avenues of business and to market the services of Van Scoyoc Associates and Capitol Decisions Inc., his two existing government affairs firms.

“In a way, this new company was created as a vehicle for the remarkable talents of the staff, including our new VPs Chris Bourne and Marty Cargas,” Mr. Van Scoyoc said. “We expect great things from Chris, because of his deep understanding of defense issues and technology, and from Marty, based on his many years of international experience. And we expect continued success from The Implementation Group.”

The Implementation Group provides assistance in developing competitive research and education programs and proposals to academic institutions and other scientific and educational organizations.

Mr. Bourne provides business development and government relations services to clients interested in aerospace, technology, and national security. Mr. Bourne joined VSConsulting following a distinguished U.S. Marine Corps career, in which he achieved the rank of colonel.

With his experience both in the field and at high levels of command, Mr. Bourne understands the military capability development process fully and uses his operational perspective and strategic planning expertise to help his clients capture emerging opportunities.

Mr. Cargas represented Anheuser-Busch (later Anheuser-Busch Inbev) before all levels of government around the globe – from prime minister to city council – on such issues as acquisition and merger approvals, market access, development approvals, and intellectual property protection. He helped the company’s successful expansion into China, securing government approval for Anheuser-Busch to invest over \$1 billion in the Chinese beer industry.

Mr. Cargas helps senior decision makers in foreign countries understand important differences in the way governments in the United States and their home countries function. He also advises all of his clients on U.S. political issues and on Washington’s processes and culture.

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