



Connect

Our Mission:

To increase purchases of goods and services by large companies and Government entities from Minority-Owned, Women-Owned, HUB-Zone, and Service Disabled Veteran businesses

USDC 2010 Goals

February 2010

President's Message

Dear Utah Supplier Development Council (USDC) Members,

All of you who attended January's USDC meeting were well rewarded with the motivational and inspiring Amanda Dickson of KSL Radio fame! For 35 minutes, Amanda kicked off 2010 with stories and humor amid these challenging times. Amanda challenged us to "get out of our rut" by trying new approaches, for example, finding new driving routes to work so we can experience new scenery and see things in a new perspective, and embracing change. She encouraged us to look inward and "become the change in us that we want to see in others." Amanda was fantastic and a great way to kick off a new year.

For February, we get back to a more business oriented luncheon meeting. I am pleased to announce that USDC has procured GraybaR, an international supply chain company to be our guest.

GraybaR, specializes in supply chain management services and is a leading North American distributor of high-quality components, equipment and materials for a number of industries. With more than \$5.4 billion in revenue (2008), GraybaR employs approximately 8100 men and women at more than 240 distribution centers throughout the U.S., Canada, and Puerto Rico. GraybaR procures, warehouses, and delivers just about any kind of electrical or communications and data product, component, or related service to its customers. Through its distribution network and value-added services, including kitting and integrated solutions, GraybaR is helping its customers to power and network their facilities with speed, intelligence and efficiency. By adding sophisticated logistics and project management to its operations, GraybaR has become a vital link in America's supply chain.

Promising News from GraybaR. Recently, while meeting with a GraybaR representative, Brian Maynes, he indicated that GraybaR is specifically looking for small disadvantaged businesses to be a supplier to them. This may create a number of partnering opportunities, particularly for USDC members whose businesses are in the electrical, data communications and electronic security industries.

Date: Thursday, February 18, 2010
Where: Wells Fargo Bank, located at 299 South Main Street, 11th floor, in Salt Lake City
Time: 11:30am – 1:00pm (Parking is available in East parking lots or in the public parking building)

Lunch will be catered and is free for all USDC Associate and Major Members (one free lunch per membership). \$15.00 for additional members and guests.

Please RSVP at our website: www.usdcutah.org or by contacting Randi Ruff at: ruff@purchasing.utah.edu, 801-581-7450.

Sincerely,

Chuck Spence, USDC President