

Connect!

February 2014

Utah Supplier Development Council
The mission of the Utah Supplier Development Council (USDC) is to increase the purchase of goods and services by large companies and government entities from minority owned, women owned, HUB-zone and service disabled veteran owned businesses.



Well, whether we like it or not, LOVE is in the air . . . Isn't it sweet? You can almost smell it. Doesn't it kind of smell like ...exhaust? That's because it probably is . . . here comes the smog . . . many of northern Utah's urban valley's capped by pollution trapping air-inversions due to a continuing high pressure front aloft, are graded "orange" (or worse) with seriously compromised, unhealthy air quality.



Enough of that, though, let's talk about LOVE. Did you know that it takes between 90 seconds and 4 minutes to decide if you fancy someone? Research has shown this has little to do with what is said, rather

*55% is through body language

*38% is the tone and speed of their voice

*only 7% is through what they say

So ... zip it and just give hugs.



Well, if you were at our last monthly meeting, you were where you NEEDED to be, am I right???

EXELIS

graciously hosted the most fabulous lunch meeting and card exchange on January 23rd. It was an extremely beneficial gathering and just the first of 10 that USDC will host this year. Thank you to all those involved to make this happen and to all of those that were in attendance . . . don't forget to follow-up with your contacts. Do the work needed to make those contracts happen for you and your company!! Very important!!



Group shot at Exelis (thanks Alex)



Next up . . . **Communications**

Did we not promise to WOW you? Well here you go . . .

L-3 is a prime contractor in Command, Control, Communications, Intelligence, Surveillance and Reconnaissance (C³ISR) systems, platform and logistics solutions, and national security solutions. L-3 is also a leading provider of a broad range of electronic systems used on military and commercial platforms. Their customers include the U.S. Department of Defense and its prime contractors, U.S. government intelligence agencies, the U.S. Department of Homeland Security, U.S. Department of State, U.S. Department of Justice, allied foreign governments, domestic and foreign commercial customers and select other U.S. federal, state and local government agencies.

We will be meeting at: 322 North 2200 West, Building C, Salt Lake City Thursday February 20th @ 11:30 Watch for the flyer in your email

Laura Nordfelt
President, USDC