

The 2nd DONE DEALS™ Generation

23 WBCS Sustaining Members did a total of over
\$124 MILLION
worth of business with WBEs last quarter!

CATEGORY: WBCS DONE DEAL • NEW WBE BREAKTHROUGH DONE DEAL

Cassandra Byerly, president of [Technology Media Group \(TMG\)](#) announces a reciprocal Done Deal with fellow WBE, [Harris Packaging Corp.](#) Representatives from these two companies met at one of the monthly WBCS Table Topics luncheons, and decided to meet one-on-one to uncover opportunities to help each other. "We are buying shipping cartons from Harris, and in turn, Harris is purchasing printed custom polyester hangtags from TMG," says Byerly.

"Harris Packaging has provided us with great pricing for materials that we use so often. Jana went the extra mile to create a custom tray for a future need we have that will be just perfect!" Tara Gonzales, Purchasing Manager, TMG.

"I am so glad I met Cassandra and Amanda at the Table Topics luncheon. We had a customer who needed a solution that our product was not able to offer. When discussing this with the ladies, they showed me a perfect solution and my customer loved it!" Jana Bickford, CEO of Harris Packaging.

CATEGORY: "ACE" DONE DEAL • DONE DEAL WITH A WBE STRATEGIC ALLIANCE

Eve Clark, President of [MEB Construction](#) announces two new done deals with fellow WBEs!

"I have known Tracy Green of [TX TinMan Enterprises, LLC](#) for several years through various organizations and we have worked on several projects together. We joined forces and worked to install fencing and concrete barricades at Love Field for Hensel Phelps. Our companies are truly 'partners in profits'.

"Yvette Gonzalez, Owner of [MRP \(Make Ready Plus\)](#) and I met at a networking event two years ago. I immediately contracted them for final cleaning work on a project at UNT. Additionally, we worked with them at Parkland Hospital's Bridge Clinic renovation. As always, Make Ready Plus cleaned the renovated site to perfection. Networking works!" says Clark.

the
BIG
picture
quarter 4 '10

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Heather Kanny, Senior Associate with [Fralely & Fraley, L.L.P.](#) announces new business with [Peak Promotions](#). Heather and Dana Fry with Peak Promotions met at last year's WBCS BusinessWORKS! event. "Dana Fry was instrumental in getting our T-Shirts designed and shipped quickly so that Fraley & Fraley could participate in the American Lung Association's annual stair climb at the Renaissance Tower," said Kanny.

CATEGORY: WBCS DONE DEAL

Lynne Malkoff, President of [Lynne Malkoff Promotions](#) (LMP) announces business with four fellow WBEs! LMP provided a variety of promotional items such as calendars, gifts, caps, pins and crystal awards for WBEs [Strategies-By-Design](#), [Valerie and Company](#), and The Communications Department.

Additionally, Jo Heinz with [Staffelbach](#) called Lynne to request a "very special jacket, and tote bag to place the jackets in". Lynne was able to provide embroidered jackets and tote bags for Staffelbach's Annual Firm-Wide Planning Session.

Out of 82 WBCS Sustaining Members, these listed in the margins of page one and two reported their quarterly spend numbers with WBCS WBEs. Sustaining Members...report your spend and be a part of this list!

WBEs and Sustaining Members can submit a done deals article online. All articles are approved by both parties before publishing.

Visit
www.wbcswest.org
for more information!

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