

The 2nd DONE DEALS™ Generation

22 WBCS Sustaining Members did a total of over
\$80 MILLION
worth of business with WBEs last quarter!

CATEGORY: MEGA DEAL

Grace Shipley, Account Manager for Guardian Packaging Industries (www.guardianpackaging.com) announces a new deal with Sustaining Member, Lockheed Martin (www.lockheedmartin.com). Vice President of Operations for Guardian says, "A common vendor introduced us and we ended up with our largest single year contract!" Guardian has provided wooden crates and foam for a warhead & rocket motor for Lockheed Martin.

CATEGORY: WBCS DEAL

Ruth Verver, Partner with Paperclip Promotions (www.paperclippromotions.com) announces a WBE to WBE deal with Quality Assurance Management, Inc. (www.qam.com)!

"We met Ron from QAM at the Southwest Women's business-WORKS! event last year and then placed an order for him a few months later. The WBCS events are a great place to meet quality customers and suppliers," says Verver. Paperclip Promotions provided promotional products and holiday gifts for QAM.

Out of 80 WBCS Sustaining Members, these listed in the margins of page one and two reported their quarterly spend numbers with WBCS WBEs.

Don't see your company listed?

Submit your Q1 '10 WBE spend by **April 30th.**

Email Dana Luna at dluna@wbcsouthwest.org for more information.
www.wbcsouthwest.org

the
BIG
picture
quarter 4 '09

Alcatel-
Lucent
done deals with
10 WBEs
www.alcatel-lucent.com

American
Airlines
done deals with
5 WBEs
[www.aa.com/
supplierdiversity](http://www.aa.com/supplierdiversity)

Army & Air
Force Exchange
Service
done deals with
5 WBEs
www.aafes.com

Baylor Health
Care System
done deals with
23 WBEs
www.baylorhealth.com

BNSF
Railway
done deals with
9 WBEs
www.bnsf.com

Brinker
International
done deals with
7 WBEs
www.brinkerdiversity.com

DFW
International
Airport
done deals with
13 WBEs
www.dfwairport.com

Energy
Future
Holdings
done deals with
13 WBEs
energyfutureholdings.com

Ericsson
done deals with
6 WBEs
www.ericsson.com

FedEx Office
done deals with
4 WBEs
www.fedex.com

Fluor
done deals with
3 WBEs
www.fluor.com

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CATEGORY: FIRST TIME BUSINESS DEAL • "ACE" DEAL

Pam Thompson, President of Anderson Asphalt & Concrete Paving announces an ACE (Architecture, Construction or Engineering) done deal with Sustaining Member, Raytheon (www.raytheon.com).

"Our phone number came up in Raytheon's supplier directory and we were given a call asking if we would like to bid a project. We have now done two jobs for Raytheon and both were completed in January 2010. We provided asphalt paving and these deals total \$393,901," says Thompson.

the
BIG
picture
quarter 4 '09

Frito-Lay
done deals with
11 WBEs
www.fritolay.com

Hewlett-Packard
done deals with
5 WBEs
www.hp.com

J.C. Penney
Company
done deals with
21 WBEs
www.jcpenney.com/supplierdiversity

Jackson
Walker, L.L.P.
done deals with
1 WBE
www.jw.com

Lockheed
Martin
done deals with
3 WBEs
www.lockheedmartin.com

Oncor

done deals with
15 WBEs
www.oncor.com

Raytheon
done deals with
2 WBEs
www.raytheon.com

Sanmina-SCI
Corporation
done deals with
3 WBEs
www.sanmina-sci.com

Texas
Instruments
done deals with
29 WBEs
www.ti.com

Wal-Mart
Stores
done deals with
18 WBEs
www.walmartstores.com

Windstream
done deals with
6 WBEs
www.windstream.com

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