



US PAN ASIAN AMERICAN CHAMBER OF COMMERCE

1329 18th Street, NW, Washington, DC 20036
Tel: (202) 296-5221; 800-696-7818; Fax:(202) 296-5225
info@uspaacc.com; www.uspaacc.com

USPAACC e-News
Your Online Source for Minority Business News and Events
December 2006

THE LATEST NEWS

USPAACC Presidents' Retreat

On December 6-7, USPAACC's National and Regional Chapter presidents and staff came together in Atlanta, GA for a retreat that focused on the organization's direction and goals for 2007. Many good ideas on developing opportunities for Asian American businesses around the country were brought up at the retreat. Look forward to new programs in the new year!

Procurement and Development Conferences

Northeast Region— USPAACC's Northeast Regional Chapter hosted a very successful Procurement Connections event on November 21 in New York City, sponsored by Merck. Howard Richman, Merck's Executive Director of Global Procurement, delivered the keynote speech and a panel consisting of speakers, including Merck's Jackie LaJoie, followed to shed light on what to expect and how to find opportunities through supplier diversity doors of corporations and the U.S. Small Business Administration's programs. Cynthia Moricz de Tesco from GCI shared her success story of working with USPAACC. Asian American suppliers from a number of different industries enjoyed this great opportunity to network with decision-makers from major national corporations.

Southern California Region— Asian American business owners from the region and representing diverse industries came together at the Procurement Connections event organized by USPAACC's Southern California Chapter, sponsored by Verizon and Wells Fargo, to meet and establish relationships with corporations, government agencies and a large non-profit organization. Those in attendance got to meet Asian Americans who succeeded in getting contracts as a result of their participation at USPAACC events. Ronda Thornton, Director of Supplier Diversity Services for the University of Southern California, told the gathering about the university's goals and interest in including Asian Americans in their procurement process. Robert Sun of Discovery Medical Inc. also shared that since meeting the Hilton Hotel's procurement folks at USPAACC's National Conference in 2004, they have become a supplier to the Hotel!

Ralph Thomas's Buchanan Ingersoll & Rooney Rated 2nd Largest in Growth

The law firm of Buchanan Ingersoll & Rooney where Ralph C. Thomas, Chair of USPAACC's Government Contracts Committee, is Special Counsel to the Government Contracts Group has shown strong growth over the past year. The National Law Journal reported the firm's growth in its annual report: it reported the second-largest growth in the year, increasing its size by 41.8 percent through a big merger.

Another Success Story

USPAACC member and longtime supporter, Donald Chu of Tronex International Inc. was delighted to share that after years of pursuing Disney, Tronex finally met the right person at the right place – USPAACC’s Conference – and was awarded the Disney contract this month! Congratulations, let’s pop open the champagne!

UPCOMING EVENTS

National Capital Region— On January 30, 2007, Ralph Thomas, Chair of USPAACC’S Government Contracts Committee, will be the featured speaker at USPAACC’s seminar “How Does SBA’s New Recertification Rule Affect You?”

When: Tuesday January 30, 2007

Where: Hilton Washington Embassy Row
2015 Massachusetts Avenue NW
Washington, DC

For more information or to register for this seminar, contact USPAACC or email info@uspaacc.com

CelebrAsian '07

USPAACC’S National Asian American Business Conference, the largest Asian American business conference in the country, will be held May 9 to 11, 2007 at The Westin St. Francis at the famous Union Square in San Francisco, California. Once again, the program will include many distinguished speakers and guests, procurement connection workshops, the International CEO Forum, Contracting with Corporations and Government, the Supplier Diversity Managers and Buyers Summit, and the Suppliers Summit – events where great connections, winning strategies and good food all come together. This conference offers precious opportunities for Asian American business owners, national corporations and government agencies to form new business alliances, teams and partnerships to achieve a common goal – business growth.

WE WANT TO HEAR FROM YOU!

Please contact us if you would like to share any story ideas, Asian American Business success stories, information about upcoming conferences, or useful websites.

Visit us: www.uspaacc.com or email info@uspaacc.com or call 800-696-7818

This will be our last email of 2006. To all of you, USPAACC sends our best Season's Greetings, warm wishes for Happy Holidays, and dreams come true in the New Year.