

USPAACC e-News

Your Online Source for Asian American Business News and Events

October 16, 2006

CORPORATE NEWS AFFECTING USPAACC MEMBERS

Indra Nooyi, USPAACC's Woman Pioneer Award Honoree, Is New CEO of PepsiCo

We are proud to share with you that Indra Nooyi, the recipient of USPAACC's Woman Pioneer Award in 2003 and one of USPAACC's *Ten Most Influential Asian Americans in Business* in 2005, is PepsiCo's new Chief Executive Officer as of October 1, 2006.

In her previous role as President and Chief Financial Officer of PepsiCo, a global snack food and beverage company, Ms. Nooyi played a key role in the company's multi-million dollar acquisition of Quaker Oats and Tropicana. She was named the world's fourth most powerful woman by *Forbes Magazine* and the most powerful woman in business by *Fortune Magazine* in 2006. A graduate of the Yale School of Management, Ms. Nooyi was an executive at Asea Brown Boveri, Motorola, and Boston Consulting Group before joining PepsiCo.

Ralph Thomas, III, Appointed Chair of USPAACC's Government Contracts Committee

Ralph C. Thomas, III, Special Counsel to the Government Contracts Group in Buchanan Ingersoll P.C.'s Washington, DC office, has been appointed Chair of USPAACC's Government Contracts Committee. Mr. Thomas's impressive academic and professional record, including the position he held as NASA's Associate Administrator for Small and Disadvantaged Business Utilization, will advance USPAACC's program to help members gain a greater understanding of the government procurement practice, the many opportunities it offers and the myriads of issues and challenges it presents.

FINDING CONTRACTS – USPAACC CONFERENCES

Procurement and Development Conferences

Southeast Region. USPAACC Southeast Regional Chapter presented their 2006 Business Opportunity Conference in Atlanta, Georgia on October 6. It was a ringing success. The one-day conference focused on how to conduct business with the U.S. federal government, U.S. major corporations, and business opportunities in China. This conference was attended by representatives of 146 companies including Coca-Cola, Cingular Wireless, Asian American businesses from Georgia, Florida, Texas, New Jersey and California, as well as other minority businesses. USPAACC National President & CEO Susan Au Allen flew down from Washington, DC for the event.

The Southeast Chapter was also a community partner with Wal*Mart at Wal*Mart's "How to Do Business with Corporate America" conference, which took place in Atlanta on September 26. Georgia Pacific was also a corporate sponsor of the event.

<http://www.uspaacc-se.com/>

Midwest Region. Earlier, on August 21, USPAACC Midwest Regional Chapter presented a Business Roundtable Forum at Kellogg's headquarters in Battle Creek, Michigan, sponsored by Kellogg's whose buyers also joined the Asian American business owners for one-on-one meetings over lunch and immediately after. You never know what wonderful connections are made at USPAACC events like this.

<http://www.uspaacc.com/midwest/>

UPCOMING EVENTS

Procurement Connections

Northern California Region. USPAACC Northern California Regional Chapter will feature "How to Expand Businesses, Win Big Contracts," and "Strategies on Doing Business Successfully with

Corporations and Government.” One-on-one meetings between Asian American business owners and procurement representatives of corporations and government agencies will be available for participants.

When: October 18, 2006 – 9am to 3 pm
Where: San Mateo Marriott Hotel
1770 South Amphlett Blvd., San Mateo, California
info@uspaacc.com; 202-296-5221
krisna@uspaacc.com; 909-786-1788
www.uspaacc.com

Southern California Region. USPAACC Southern California Regional Chapter will feature “How to Expand Business through Supplier Diversity,” and “How to Expand Market Share in the Public and Private Sectors.” Members and guests will gain much insight and hot tips from seasoned procurement and marketing professionals from corporations and government agencies. A Procurement Connection Roundtable will follow lunch.

When: November 9, 2006 – 8:30 am to 4 pm
Where: San Gabriel Hilton Hotel
227 W. Valley Blvd., San Gabriel, California
info@uspaacc.com; 202-296-5221
krisna@uspaacc.com; 909-786-1788
www.uspaacc.com

Stay tuned for...

November 21, 2006

USPAACC – Northeast Chapter
Procurement Connections
8 am to 11am
Harvard Club
New York City, New York

November 2006

USPAACC – National Capital Chapter
Procurement Connections
Location TBA

CelebrAsian '07

USPAACC's Annual National 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 Supplier Diversity Managers and Buyers Summit, the Suppliers Summit, and events where great connections, winning strategies and good food all come together. This conference offers great 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 at www.uspaacc.com or email info@uspaacc.com or call 800-696-7818