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# Disadvantaged Business Enterprise (DBE) Program Resource Manual

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# Disadvantaged Business Enterprise (DBE) Program Resource Manual

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Final Report  
October 1984



Prepared by  
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Prepared for  
Office of Grants Management  
Urban Mass Transportation Administration  
U.S. Department of Transportation  
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## Introduction

### Purpose of Manual

The U.S. Department of Transportation is made up of nine Administrations representing the various modes of transportation, the U.S. Coast Guard, the St. Lawrence Seaway Development Corporation, and the Office of the Secretary. The Department is the coordinating center for the nation's transportation policy and is responsible for transportation safety, international transportation agreements, and the continuity of transportation services in the public interest.

Through the Office of the Secretary and each of the modal Administrations, the Department disburses funds to state and municipal authorities for transportation purposes and procures equipment and services for its operating elements. There are numerous regulations governing participation in this activity, depending on which Administration is involved.

This manual has been prepared to explain the regulations governing recipients of funds from the Urban Mass Transportation Administration (UMTA) and to assist prospective contractors in setting up minority procurement programs to meet the mandated disadvantaged business enterprise (DBE) responsibilities.

### Background

Each year, UMTA expends between 3 and 4 billion dollars in the form of grants to state and local jurisdictions for building, improving, and operating mass transit systems. An objective of UMTA has been to ensure that small disadvantaged businesses receive a fair share of

contracting opportunities which result from these expenditures.

In 1980, DOT regulations were enacted requiring all recipients of UMTA funds to initiate DBE programs and to establish goals for DBE contracting. Included in these regulations were specific guidelines for formulating these programs.

In 1982, Congress passed the Surface Transportation Assistance Act (STAA) authorizing an increase of five cents in the Federal fuel tax to fund the modernization of the nation's highways (four cents) and urban mass transportation systems (one cent). Section 105(f) of this Act requires that not less than 10 percent of STAA funds be expended with DBEs. DOT then revised its 1980 regulations in order to implement section 105(f) of the STAA, and this revision was published in the Federal Register on July 2, 1983. Subpart D of the regulations requires grant recipients to establish yearly DBE goals of at least 10 percent. A further amendment (section 23.67), issued in September 1983, extends the 10 percent DBE goal requirement to transit vehicle manufacturers (TVMs) participating in UMTA-assisted procurements.

### What a DBE Goal Is

A DBE goal is a commitment from a transit property or a TVM to achieve specific annual levels of subcontracting with disadvantaged businesses. TVMs express goals as a percentage of the total UMTA funds involved in their annual transit vehicle contracts. Goals are to be viewed as a minimum acceptable subcontracting level (to be exceeded wherever possible). If an approved goal is not

reached, UMTA may impose remedial steps which, if not taken, can result in a finding of noncompliance and result in sanctions.

## **What is Required of Transit Vehicle Manufacturers**

Under UMTA's regulations, a TVM cannot bid on transit vehicle contracts involving UMTA funds unless they meet the following requirements:

- They must have an UMTA-approved DBE affirmative action program; and
- They must certify to the contracting transit agency that they have submitted an annual DBE goal to UMTA. (This goal must have UMTA's approval prior to the final award of any contract.)

At the discretion of the Secretary of Transportation, goals of less than 10 percent may be approved. Such approval, however, may require future corrective action by the TVM. Generally, lower goals will only be considered after reviewing the following evidence:

- A detailed explanation, backed up with evidence, of why the TVM believes it cannot achieve a 10 percent DBE goal;
- Documentation detailing the steps the TVM has taken to locate and utilize DBEs;
- An analysis of DBE contracting opportunities, both direct and indirect (through the TVM's prime suppliers).

## **How Prime Suppliers Fit In**

Prime suppliers will critically affect the ability of TVMs to achieve their DBE goal commitments. This is because most of what TVMs procure directly are large items such as engines, transmissions, air conditioning systems, and so forth, for which there are no DBE manufacturers. It is the prime suppliers which have the greatest prospects for contracting with qualified DBEs, since there are numerous DBE firms which manufacture what prime suppliers procure.

During UMTA's development of the current regulations, some prime suppliers and their associations requested that prime suppliers also establish DBE goals with UMTA. The idea was considered impractical, however, because of the large number of prime suppliers and the resulting administrative costs for UMTA. Therefore, prime suppliers will fit into the overall plan in a different way. Bid specifications from TVMs to prime suppliers will now include specific DBE requirements which will be counted toward the TVM's overall goal. These requirements may vary from contract to contract.

Prime suppliers are often prime contractors to other Federal agencies and may have well developed DBE programs. Most prime suppliers, however, are not well prepared in this area and will have difficulty submitting responsive bids to TVMs. It will be beneficial, therefore, for prime suppliers to develop programs and goals for DBE participation in order to strengthen their competitive position.

## Techniques for Finding and Using DBEs

This section discusses some of the techniques prime suppliers can employ to make their search for and utilization of DBEs more effective. This section contemplates that the organization of a prime supplier DBE effort will normally be the responsibility of the Director of Procurement and that the actions suggested herein would be carried out under the direction of that office. The emphasis is on the identification of qualified DBEs, but suggestions are also included designed to increase the successful incorporation of DBEs into the company's supplier base.

### Goals and Objectives

Prime suppliers are required by TVMs to meet contract goals for utilizing DBEs. Such goals are basically targets against which progress can be measured. The record clearly shows that companies which develop a sound goal structure have better results than those companies carrying out a "best efforts" approach. The essential elements of an effective goal structure include:

1. A policy statement by top management indicating the company's intent to comply with the DBE requirements from TVMs and to have an effective program of DBE utilization;
2. Numerical or quantifiable goals with respect to the amount of business the company will endeavor to place with DBEs;
3. Personnel policies allocating responsibilities for accomplishing the goals;
4. A reporting procedure which periodically sets forth the accomplishments;

5. A monitoring/review procedure through which management determines whether or not satisfactory progress is taking place.

The National Minority Supplier Development Council provides technical assistance in establishing DBE programs and publishes a manual providing guidance for setting up such programs. This section on goals and objectives will not supplant the support or materials available from NMSDC, but will touch briefly on several related areas.

In many instances, the DBE programs of major prime contractors place too much emphasis on identifying DBEs and placing them on corporate source lists and too little emphasis on their actual utilization. This is the primary reason DBEs frequently feel exercised by prime contractors. In developing their DBE program, prime suppliers should do so in a way which emphasizes the actual use of DBEs as opposed to their identification alone.

Many corporate DBE programs emphasize low tech areas such as janitorial, landscaping, roofing, ornamental iron work, and so forth and fail to identify and employ DBE sources in more technical areas such as precision metal manufacturing, electronics, telecommunications, information sciences, etc. In the development of its goal structure, the prime suppliers should seek DBE involvement in all areas where there appears to be DBE capability.

There are many DBEs in high tech areas and every effort should be made to utilize them. Frequently these are firms with extensive experience in the defense industry; they have good track records with respect to quality and delivery, good quality control systems, and

well established cost controls and contract administration systems. Such companies can be contracted with successfully and can get a DBE program off to a good start.

## Networking

Upon review of this manual (and other resource materials on DBEs), the prime suppliers should make an inventory of the organizational resources available to them in the identification of qualified DBEs and in implementing a successful DBE Program. Generally, the list might look as follows:

1. The Regional Council of the National Minority Supplier Development Council;
2. The local Minority Business Development Center (MBDC);
3. The local chapter of the U.S. Hispanic Chamber of Commerce (USHCC);
4. The local chapter of the National Business League (NBL);
5. The national offices of:
  - a. The National Minority Contractors Association (NAMC);
  - b. The Latin American Manufacturers Association (LAMA);
  - c. The National Association of Women Business Owners (NAWBO).

The prime suppliers should contact these organizations and request assistance in identifying qualified DBE sources for their procurement program. The approach should include a description of the prime's major areas of outside procurement and any particular industry standards which must be met (such as certification by the American Association of Railroads).

This organizational network can be of assistance not only in the identification of qualified DBE sources; they can also help certify the minority status of particular DBEs, provide insight into their performance track record, assist in solving communication problems with DBEs, and provide technical assistance to DBEs in areas of management, bidding, bonding, and contract financing. In addition, these organizations can assist the prime suppliers in the organization of procurement seminars and can provide continuity in the prime suppliers' relationship with the different segments of the DBE community.

## Directories and Their Use

The prime supplier should develop a list of the DBE directories it wishes to secure for the purpose of developing a base of qualified DBEs. It is recommended that the top procurement official of each prime supplier decide how the directories are to be used. The various directories should be used as resource material for developing an in-house directory rather than as primary sources for

the buyers themselves. All too frequently, directories are not used by the buyers either because there is only one copy available or because it is time consuming to go through several directories to find a DBE supplier each time a solicitation comes up.

The first step should be to cull through the directories for the development of a broad base of DBEs which appear to have potential for becoming suppliers. The DBEs on this large list should be contacted by letter, requesting their brochures, capability statements, facility lists, 254s, etc. Those which appear most capable should be further pre-qualified through completion of the prime supplier's qualification forms, review of quality control documentation, relevant certification, plant visits, and other prime supplier pre-qualification procedures.

From this process should result a short list of DBEs who have definite prospects of doing business with the prime supplier — perhaps fifteen, twenty, or twenty-five DBEs. Many corporations have hundreds of DBEs in their rosters, but fail to focus effectively on their utilization because there are so many.

It is recommended that each buyer be required to develop his/her quick reference guide to DBEs. This is a short list of DBEs with capabilities directly related to what each buyer procures. A large, corporate-wide directory of DBEs is frequently too cumbersome for individual buyers to use. The buyers are much more likely to make use of a short list of five, ten, or twenty DBEs directly related to what they buy. This quick reference approach also enables the head of procurement to easily check on the buyers' efforts to use DBEs.

The number of DBEs in a buyer's quick reference guide will vary according to the nature of what the buyer procures. A buyer who only procures railroad ties may have only two or three DBE sources. A buyer who procures a broad range of industrial supplies may have a quick reference of six to ten DBEs. This approach focuses the buyer on a finite and manageable group of DBEs and allows him/her to assist their development into viable suppliers.

Generally, it is better to work with a small group of carefully selected DBEs than with a large number of them. A prime supplier, by the process described above, can identify a relatively small group of DBEs which appear to have genuine prospects of becoming suppliers. The prime suppliers can concentrate on incorporating this limited group into their operations. The procurement director can control the process more effectively and can readily check progress at periodic intervals. If some of the DBEs don't succeed, new ones can be added to the targeted group. This targeted approach will yield better results than leaving each buyer to his/her devices.

## DBE Search

Prime suppliers should keep in mind that, in their search for qualified DBEs, they need to focus on a small percentage of the total DBE universe. The Special Minority Census of 1977, for instance, revealed that there were over 500,000 Black and Hispanic businesses nationwide.

Only 20% (100,000), however, had paid employees. Of these, only 5% (25,000) had over five employees. In general, prime suppliers need to be focusing their search on 5% or less of the total DBE base.

It is easy for buyers to assert that there are few DBEs that are technically qualified. On a percentage basis, this may be true. However, among the 5% which should be the focus of the DBE search, there are a great number of well-qualified firms in a variety of areas. These range from A&E and management consulting to hardware manufacturing, from industrial supply firms to electronics manufacturers, from information sciences to telecommunications, and numerous other disciplines.

A search of the directories and data bases referenced in this manual is the key to identifying the 5% where the DBE search efforts should be directed. MBDA's PROFILE data base, for instance, lists over 10,000 DBEs involved in manufacturing. Only a small fraction of these, however, will have capabilities sought by the prime suppliers.

Generally, prime suppliers should be looking for the larger, more established DBEs. As a minimum, this probably means firms that have been in business at least 3 to 5 years, firms which have 10 or more employees, firms with \$500,000 or more in sales, and firms with successful track records with other major private sector or government clients.

One useful source for identifying qualified DBEs is to consult major corporations in the prime supplier's area. This can be done most effectively by joining the Regional Council of the NMSDC. Other major corporations are frequently willing to provide advice and technical assistance, including the names of DBEs which have performed well as suppliers. It is also useful to ask them about which DBEs to avoid, since they may have had first-hand exposure to DBEs who are either front organizations or who have performed poorly (i.e., failure to meet delivery schedules, poor quality work, chronic cash flow problems, etc.).

Prime suppliers should be careful not to limit the search to the immediate metropolitan area or even the region where the prime supplier is located. All too frequently, major corporations limit their search for DBEs to the metropolitan area or region they are in, thinking that suppliers must be close at hand to ensure deliveries. This policy may be logical for industrial supply houses, construction firms, machine shops, and so forth, but not for suppliers in more highly technical areas such as electronics, precision manufacturing, information sciences, telecommunications, etc.

Firms such as these are typically national in their market orientation and have products or services which are not constrained by geography. These companies also tend to be larger and more sophisticated. Their sales typically exceed \$5 million, their employees exceed 100, management and/or production is computerized, and they have handled large contracts with the government or prime contractors. Companies of this nature can perform well regardless of where they are located in the country.

For the more technical requirements, prime suppliers should look for firms with track records in the defense arena or other technical areas (FAA, Coast Guard, DOE, etc.), either as contractors to government agencies or major prime contractors. These companies will be accustomed to meeting high performance standards, and they will have well developed quality control systems. In addition, they will have effective accounting systems and contract administration procedures, as well as considerable automation of their administrative/production operations. The utilization of companies of this nature will substantially increase the prospects of a good DBE program.

## Certification

A prime supplier in the process of establishing a DBE program may not know how to discern legitimate DBE firms from shams. There are several approaches which may help to alleviate this problem.

The NMSDC attempts to pre-qualify minority firms, to ensure that they are truly minority owned and controlled. A certification by NMSDC, therefore, provides reasonable assurance of true DBE status.

Companies participating in SBA's 8(a) program have gone through an elaborate qualification process for 8(a) certification. Prime suppliers, therefore, can have a high certainty of minority ownership and control of a particular DBE if the firm is 8(a) certified by SBA. In addition, SBA monitors its 8(a) companies closely during their tenure in the 8(a) program.

The company data on the firms in MBDA's PROFILE system has been gathered by MBDA's 100 funded organizations (Minority Business Development Centers) located throughout the country. The proximity of MBDCs to the companies which they profiled would seem to indicate first hand acquaintance with the firm and a fair degree of reliability as to the minority status of the DBEs in the PROFILE system. Unfortunately, the MBDCs do not carry out the more thorough analysis characteristic of NMSDC and SBA.

The DBEs in SBA's PASS system and DOT's data base have not gone through a close examination as to minority ownership. Not much reliance can be placed on a firm's presence in these two lists vis-a-vis the extent of minority ownership.

The DBE trade associations and local DBE chambers of commerce can provide some assistance in vouching for the authenticity of DBEs who are members of their respective organizations. The staffs of these organizations will frequently know the DBE firsthand and may be able to vouch for its minority ownership.

While the above approaches may be of help with reference to minority firms (men and women-owned), there does not appear to be any way to certify the ownership of non-minority, women-owned companies other than through the business associations.

## Qualification Process

The minority business program has expanded significantly over the past few years, particularly with respect to the subcontracting provisions of P.L. 95-507. As a result, many minority firms, particularly the better ones, are besieged each year with forms to complete from many major prime contractors around the country. These forms are all different and are frequently quite extensive, covering several pages of information.

It is not uncommon for an MBE to receive 50 of these forms in the course of a year. In the vast majority of cases, the completion and submission of these forms does not result in solicitations or contract awards. Naturally, the MBE community is becoming cynical of this process. They feel that the prime contractors are exploiting them.

The prime suppliers should develop a more credible approach. They should not request that a DBE fill out forms until the initial evaluation process has enabled the prime supplier to determine that there is a serious prospect of doing business with the DBE. This can be done by requesting the following information from DBEs:

1. Brochure
2. Capability statement
3. Facility list
4. List of sample projects
5. List of clients (with references)

Most DBEs routinely use such materials in their marketing efforts. Most DBE will readily mail these materials to a prime supplier without feeling that they are once again being used by a major corporation. A review of these materials (and a check of references) will clearly indicate to the prime supplier whether or not there is a good probability of doing business with the DBE in question.

If there is a good prospect, the DBE can be so advised by letter at which time the DBE can complete the necessary prime supplier source list forms and submit any other pertinent information such as financial statements, quality control manual, certifications, security clearances, etc. Other elements of the pre-qualification process, such as facility review, can proceed as usual from this point forward.

## Sourcing

One of the reasons DBEs frequently fail to bid on projects is the high cost of preparing technical proposals. This is particularly true in the areas of management con-

sulting, engineering, and information sciences. DBEs cannot afford to bid repeatedly and unsuccessfully. They must choose their targets very carefully. As a result, procurement personnel frequently cite the DBEs' reluctance to bid as the reason for the lack of business flowing to DBEs.

There are several alternate approaches which might help alleviate this situation. The first is to have oral presentations rather than written technical proposals at the front end of the process. In this way, unsuccessful DBEs do not expend large sums on technical and engineering support in preparing written proposals. If their oral presentation is superior, they can be asked to submit a full-blown technical proposal which, if acceptable, would lead to price negotiations.

Another approach would be to have DBEs submit price proposals prior to submission of full-blown technical proposals. If their price is unreasonably high, they can be discouraged from proceeding any further, prior to incurring the expense of a technical proposal.

Another approach which increases the likelihood of placing business with qualified DBEs is to limit competition to DBEs in those circumstances where there appear to be a sufficient number of DBEs to ensure adequate competition. In this manner, the DBEs would be assured that at least one of them would be selected, thus, increasing their willingness to bid.

Another problem has to do with tooling. DBEs should not be asked to bid when the deck is stacked against them. This is the case when another vendor has performed the contract and has already absorbed the cost of tooling. It is very hard for DBEs to be cost competitive in situations where they have to include the cost of tooling. It is more desirable to have DBEs compete on new requirements where all firms competing for the job will have to factor for tooling costs.

In some instances, major corporations have paid the tooling costs, particularly when their interest in developing a DBE source also coincided with their perceived need to develop a second source for an item. In other cases, major corporations have absorbed the tooling costs with the stipulation that they retain title to the tooling. The essential point is that tooling costs often defeat otherwise qualified DBEs, and procurement directors should be aware of this pitfall.

In all cases, it is advisable to debrief unsuccessful DBEs on their bid efforts. If they are earnestly trying to be responsive to the prime, and the prime truly desires to develop them as viable sources, it is extremely helpful for the DBE to know where his/her technical proposal was weak or generally how far off the mark his/her price proposal was.

## Network of DBE Support Organizations

As mentioned in Section II, there are a substantial number of organizations which provide support services to disadvantaged businesses. These organizations fall into three areas: government agencies, government funded organizations, and private sector organizations. The organizations provide information to various types to firms interested in identifying and contracting with DBEs. The following paragraphs give a general description of the various DBE support organizations and how to contact them.

### **U.S. Department of Commerce: Minority Business Development Agency**

Established in the U.S. Department of Commerce in 1969, the Minority Business Development Agency (MBDA) promotes and develops minority business ownership.

MBDA coordinates and monitors minority business support in the public and private sectors and sponsors a national network of Minority Business Development Centers (MBDCs) offering management counseling to minority entrepreneurs. The centers receive operating funds from MBDA and report client services to MBDA. There are 100 MBDCs representing all major urban areas where there is a significant minority population.

Business Development Center counselors advise minority owners in such areas as marketing, accounting, personnel management, and business training. They help owners to secure government and private procurement

contracts and to assemble financial packages for submission to lenders. MBDCs provide information to government and industry procurement personnel about minority vendors through the MBDA PROFILE System. A listing of MBDCs can be found in *Appendix A*.

In addition, MBDA runs an Information Clearinghouse which is responsible for the MBDA PROFILE System. PROFILE is a computerized DBE data base which provides information to Federal and state agencies and private industry on DBE firms. The PROFILE System is described in detail in *Section V*.

MBDA has six Regional Offices and six District Offices which are responsible for administering MBDA's programs. These can be found in *Appendix A*.

### **U.S. Small Business Administration (SBA)**

The fundamental purposes of SBA are to aid, counsel, assist, and protect the interests of small businesses and to ensure that small business concerns receive a fair proportion of government purchases, contracts, and subcontracts. SBA also makes loans to small and small disadvantaged businesses. Extensive management assistance programs are offered by the SBA. Studies of the economic environment are conducted and SBA guarantees surety bonds for small contractors.

The SBA is composed of the National office, located in Washington, D.C., ten Regional Offices, and 69 District and Branch Offices. A complete listing of these offices can be found *Appendix B*.

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The U.S. Small Business Administration also furnishes specialized services for minority entrepreneurs who qualify as "socially and economically disadvantaged". The program is carried out through the *Office of Minority Small Business and Capital Ownership Development* (MSB/COD) which is headed by an Associate Administrator who formulates policies benefiting eligible minority small businesses.

The MSB/COD office carries out two major programs in support of minority business. One is the set-aside contracting program pursuant to section 8(a) of the Small Business Act wherein government requirements are reserved for negotiation with 8(a) firms. The second major area is the 7(j) technical assistance program wherein SBA seeks to build up the business capacity of its portfolio of 8(a) companies.

There are MSB/COD personnel in each of SBA's Regional and District offices (listed in the Appendices). These MSB/COD people can be helpful to prime suppliers by identifying technically qualified DBEs in their areas and by referring prime suppliers to other DBE resource organizations. The central contact point for SBA's MSB/COD program is:

Associate Administrator  
MSB/COD  
U.S. Small Business Administration  
1414 L Street, N.W.  
Washington, D.C. 20416  
202/653-6407

The SBA also has two other resources which are discussed in the next section of the manual: the SBA PASS System (a data base of DBEs) and a publication listing of all MSB/COD's Section 8(a) companies.

## DOT Program Management Centers

DOT's Program Management Centers (PMCs) represent the Office of Small and Disadvantaged Business Utilization (OSDBU) at the regional and local levels to facilitate the participation of minority and women-owned businesses in DOT-funded financial assistance and grant programs. PMCs provide a variety of services to DBEs, including information on DOT procurement programs, referrals for technical assistance, follow-up on bids and requests for proposals, matching DOT requirements to DBEs, and referrals for bonding and short-term loans for transportation-related contracts and projects.

PMCs participate in a data base maintained by the Minority Business Resource Center (MBRC) at DOT (see MBRC in *Section V*), which lists over 12,000 minority and women-owned companies having transit-related capabilities. Prime suppliers may request a regional search by the appropriate PMC for DBEs with the requisite capabilities for a particular contract. A national search may also be requested through the MBRC. The MBRC data base is broken down by Standard Industrial Code (SIC) to facilitate this process.

There are currently twelve Program Management Centers across the country. For additional information,

contact the PMC in your area, which can be found in *Appendix C*.

## National Minority Supplier Development Council

NMSDC is a public/private corporation formed in 1971 by Chicago area businessmen and officials of the U.S. Department of Commerce to promote private sector minority procurement. It has expanded to include over 150 major corporations in its membership. NMSDC is now operated through a national office located in New York and 43 Regional Purchasing Councils. Each purchasing council is an independent corporation made up of purchasing executives from private companies.

The type and level of Purchasing Council activity varies from region to region. They may include management seminars, maintenance of minority vendor lists with references, qualifications, and other procurement aids such as trade fairs. A complete listing of Regional Purchasing Councils can be found in *Appendix F*. For further information contact:

Mr. Benjamin E. Jones  
Executive Director  
National Minority Supplier Development  
Council, Inc.  
1412 Broadway, 11th Floor  
New York, N.Y. 10018  
(212) 944-2430

## National DBE Trade Associations

There are a number of national DBE trade associations and chambers of commerce which represent a useful resource for prime suppliers in the process of developing DBE programs. These organizations represent a broad range of DBEs including manufacturing, construction, A&E, information services, industrial supply, and management consultants. Some are similar to the U.S. Chambers of Commerce and represent an array of retail service companies which have little potential for contracting in the transportation field.

The two largest organizations are the National Business League (NBL) and the U.S. Hispanic Chamber of Commerce. Essentially, they are like the U.S. Chamber of Commerce in that they are federations of local chambers throughout the country, each organization representing over 100 local chambers. The membership of each local chamber represents a broad cross-section of companies, from manufacturing and construction to retail stores and restaurants.

Other DBE organizations represent specific industries/professions such as construction firms, certified public accounts, engineers, etc. These are organizations such as the National Association of Minority Contractors; the American Association of Hispanic CPAs, and the National Association of Black Consulting Engineers. These groups may have chapters around the country and are

located in Washington primarily as advocates for their respective industries. They can provide the names of their local chapters and, if approached properly, lists of their member companies.

There are two prominent trade associations of Women Business Owners, each with a slightly different focus. The National Association of Women Business Owners is more like a national chamber of commerce with chapters around the country and a very broad membership base. The National Association of Women Federal Contractors is a much smaller group whose efforts are concentrated in increasing the share of Federal contracts to women-owned businesses. In general, they represent management consulting firms and more technically-oriented consulting companies.

There is a fairly high turnover among minority trade associations. The ones included in this manual are those that have demonstrated a degree of permanency over

the years. Some of them have a national office with a permanent address and phone number. For others, particularly those representing the professions, the national headquarters of the organization follows the Chairmanship or the Presidency and may, therefore, vary from year to year.

The organizations are described individually in *Section IV* of this manual. In general, these organizations can be useful to prime suppliers in:

1. Providing directories of their members;
2. Providing the names of specific DBEs with capabilities relating to specific requirements;
3. Providing the names and addresses of their local affiliates;
4. Providing assistance to prime suppliers in carrying out procurement seminars with selected DBEs.



## Identifying Qualified DBEs

There are numerous directories and data bases which can be of value in identifying of qualified DBE sources. Some are maintained by agencies of the Federal government, some by government-funded organizations, and some by private sector organizations. Resources of these organizations range from massive computerized data bases listing thousands of minority and women-owned firms to small local directories listing perhaps only a few hundred firms. The following paragraphs describe the available resources including 14 national DBE business organizations which can provide suppliers access to numerous technically qualified DBEs.

### MBDA PROFILE System

The PROFILE System of the Department of Commerce, Minority Business Development Agency (MBDA), is a computerized data base which provides information on minority-owned businesses to Federal and State agencies and private industry.

The PROFILE System is the tool by which MBDA's Information Clearinghouse and the network of 100 Minority Business Development Centers (MBDCs) provide data on minority vendors to procurement personnel (for more information on MBDA, see *Section III*). PROFILE lists approximately 30,000 minority firms and maintains 35 pieces of information on each company. Minority firms may be recalled from PROFILE by one or more key characteristics. These include product or service offered, geographic location (state, city, or zip code), and type of ownership (ethnicity). At the Clearinghouse and at

each MBDC, a computer terminal provides direct access to the PROFILE data base via telecommunications link.

To use PROFILE, contact your nearest MBDC in person, by phone, or by mail (see *Appendix A* for a listing of MBDCs). In addition, direct computer access to PROFILE is available to a limited number of approved users. For further information, contact:

Chief, Information Management Division  
MBDA Information Clearinghouse  
Minority Business Development Agency  
U.S. Department of Commerce  
14th and Constitution Avenue, N.W.  
Washington, D.C. 20230  
(202) 377-2414

### SBA PASS System

The U.S. Small Business Administration (SBA) has developed a computer data base information system called the Procurement Automated Source System (PASS). This system was established to improve government contract and subcontract opportunities for small firms and to be responsive to the request of government agencies and major corporations for profiles of potential bidders.

PASS has more than 110,000 small firms registered in the system. Included in this data bank are over 21,000 minority-owned businesses and over 19,000 women-owned firms. Each SBA Regional Office can furnish a computer printout of small businesses in the system with the capabilities to supply the product or service needed. These Regional Offices are listed in *Appendix B*.

PASS uses a key word system which identifies the capabilities of the company. The system can be searched for firms by geographic location, type of ownership, labor surplus area, and other data elements. The system, however, is not designed to provide directories. Over 150 remote terminals nationwide have direct access to PASS's DBE profiles by searching over 7,000 key words. SBA is continually expanding the number of users that can directly access PASS.

For information about accessing SBA's PASS System by remote terminal, contact:

Director  
Office of Procurement Assistance  
U.S. Small Business Administration  
1441 L St., N.W., Room 630  
Washington, D.C. 20416  
(202) 653-6938

## SBA—8(a) List

SBA publishes a listing of the 1,800 (or so) firms in its 8(a) portfolio. The publication is called *Firms in the 8(a) Business Development Program*. The most recent one was printed in April, 1984 (stock number: 045-000-00-2195). It is available for \$9.50 from the Government Printing Office at the following address:

Superintendent of Documents  
U.S. Government Printing Office  
Washington, D.C. 20402

## U.S. Nuclear Regulatory Commission—Directory of High Technology 8(a) Firms

NRC's Office of Small and Disadvantaged Business Utilization/Civil Rights has compiled a directory of 8(a) firms which have capabilities in 31 high tech disciplines ranging from chemical engineering to fire protection, from human factors engineering to non-destructive testing, from probability risk assessment to waste management, and many more. The directory provides information on each firm including name, address, year founded, principal officer, dollar volume, growth pattern, staff profiles, facilities, and production equipment. In addition, the directory is cross-referenced by technical classification.

The NRC will provide one free copy upon written request to the address below:

U.S. Nuclear Regulatory Commission  
Publications Service Section  
Mail Stop 058  
Washington, D.C. 20558  
Reference #: NUREG/BR-0081

## National Minority Supplier Development Council (NMSDC) — Directories of the Regional Purchasing Councils

NMSDC operates through 43 independent Regional Purchasing Councils, each of which has its own membership (see *Section III* for a description of NMSDC). Each Purchasing Council maintains a data base of minority vendors. In most cases, this consists of a directory which is made available to the members of that Purchasing Council. For specific information regarding obtaining these regional directories, please contact the appropriate Regional Purchasing Council(s) which are listed in *Appendix E*.

## TRY US — National Minority Business Directory

*TRY US* is the country's oldest national minority business directory, designed to assist corporate and government buyers in expanding their minority procurements. *TRY US* has been published annually by the National Minority Business Campaign since 1969 and contains current information on approximately 5,000 minority firms. The companies are broken down by capability classification and are listed by state, in alphabetical order.

For further information and/or to purchase a copy of *TRY US*, contact:

National Minority Business Campaign  
65 22nd Avenue, N.E.  
Minneapolis, MN 55418  
(612) 781-6819

## Guide to Obtaining Minority Business Directories

The *Guide to Obtaining Minority Business Directories* is published each year by the National Business Campaign in conjunction with their *TRY US* publication. The guide contains pertinent information on national/regional and city/state directories of minority businesses for those interested in a specific market area. The name, address, telephone number, and publication date are included for each directory.

For further information and/or to purchase a copy of the *Guide to Obtaining Minority Business Directories*, contact:

National Minority Business Campaign  
65 22nd Avenue, N.E.  
Minneapolis, MN 55418  
612/781-6819

## Red Pages — Business Across Indian America

The *Red Pages* is a comprehensive nationwide listing of tribal and individually owned Indian businesses in the U.S., with over 5,000 entries.

The *Red Pages* lists all types of Indian businesses from manufacturing to architecture and engineering to farming. Each of the entries contains its SIC code and definition of function, product and service, and includes the full company name, mailing address, zip code, and telephone number, together with the name of the appropriate contact person.

To obtain this directory, contact:

LaCourse Communications Corporation  
1228 M Street, N.W.  
Washington, D.C. 20004

## DBE Trade Associations and Chambers of Commerce

There are various national trade associations and chambers of commerce which represent DBEs and which publish membership directories or provide other types of membership information useful in identifying qualified DBE vendors. Many of these organizations can identify member firms by specific characteristics such as type of product, geographical area, size and capacity, and so forth. The organizations which follow are valuable resources for identifying qualified DBE vendors in specific capability areas.

### **American Association of Hispanic Certified Public Accountants (AAHCPA)**

The AAHCPA was created in 1972 to increase Hispanic participation in the nation's economic growth. The Association serves an advocacy role for Hispanic CPAs and administers a CPA scholarship program for Hispanic accounting students. The AAHCPA presently administers a project funded by the Small Business Administration and is also supported by dues and contributions from over 250 members.

For further information, contact:

Mr. Gasper Mir III  
Chairman  
AAHCPA  
Peat, Marwick, Mitchell & Co.  
P.O. Box 4545  
Houston, TX 77210

### **Asian Pacific American Chamber of Commerce (APACC)**

APACC is an association which represents the interests of Asian-owned businesses. Its membership includes individually owned companies and several Asian commercial institutions. Membership capabilities fall within the following areas: real estate, high technology (computer science, electronics manufacturing, etc.),

manufacturing, international trade, and professional services.

APACC can provide information on potential minority vendors to interested individuals. For further information contact:

Mr. Benjamin Maynigo  
Executive Director  
Asian Pacific American Chamber of  
Commerce  
1424 16th Street, N.W.  
Washington, D.C. 20036  
202/387-1306

### **Black President's Roundtable**

The BPRa is an association of presidents of over 60 prominent, black-owned businesses in the Washington metropolitan area and around the country. BPRa is primarily an advocacy organization which focuses on public policy affecting minority business. Most of the member firms offer professional services in such areas as management consulting, business support, ADP systems design, and information sciences. Other firms are expert in the fuel oil, architectural, engineering, and travel areas. Further, many have contracted their services to government agencies. BPRa invites inquiries about the capabilities of its member firms.

For further information contact:

Lawyer Martin  
President  
Black Presidents' Round Table  
2020 N. 14th St., 6th Floor  
Arlington, VA 22201  
703/525-5818

### **Latin American Manufacturers Association (LAMA)**

LAMA is a national Hispanic industrial association representing over 500 companies in manufacturing, informational sciences, technical consulting, industrial products, engineering, and some consulting. The association was established in 1973 and has permanent headquarters in Washington, D.C. Many of LAMA's members are high tech firms focusing in the defense area. LAMA has a data base of over 2,500 federally oriented firms. While a directory is not published by LAMA, association staff will be pleased to recommend various firms to prime suppliers seeking DBE sources for particular requirements.

For information, contact:

Stephen W. Denlinger  
President  
Latin American Manufacturers Association  
419 New Jersey Ave., S.E.  
Washington, D.C. 20003  
202/546-3803

### **National Association of Black Accountants (NABA)**

The National Association of Black Accountants (NABA) was formed in 1969 as a uniting organization for Black accountants and accounting students committed

to professional and academic excellence. The association's membership stands at over 2,500 in 100 chapters across the country, offering many technical and career programs and workshops. Contractors in search of qualified Black accountants and accounting firms may contact NABA directly for assistance.

For further information, contact:

Mr. William Aiken  
National President  
NABA  
1010 Vermont Avenue, N.W.  
Suite 901  
Washington, D.C. 20005  
202/783-7151

### ***National Association of Black Consulting Engineers (NABCE)***

The National Association of Black Consulting Engineers (NABCE) represents the interests of Black consulting engineers and promotes the development of new opportunities in federal minority business programs across the country. The Association has approximately 100 members from 27 states and the District of Columbia and is involved in all consulting engineering disciplines. NABCE may be contacted directly for assistance in locating qualified Black engineers in a particular area.

For further information, contact:

Mr. John Levermore  
President  
NABCE  
6406 Georgia Avenue, N.W.  
Washington, D.C. 20012  
202/291-3550

### ***National Hispanic Association of Construction Enterprises (NHACE)***

NHACE is a national association composed of local Hispanic construction contractor associations and individual Hispanic-owned construction enterprises from throughout the United States. NHACE is primarily an advocacy organization which focuses on public policy affecting minority businesses.

NHACE can provide information regarding Hispanic construction firms including: areas of specialty, bonding limitations, experience, geographical area, and whether certified as a minority business and by whom. In addition, NHACE is compiling a *National Directory of Hispanic Construction Enterprises* which is scheduled to be completed by early 1985.

For further information, contact:

Roberto Cervera-Rojas  
National Executive Director  
National Hispanic Association of Construction Enterprises  
1625 Eye Street, N.W., Suite 206-A  
Washington, D.C. 20006  
202/293-0001

### ***National Association of Minority Contractors (NAMC)***

NAMC represents minority and women-owned construction contracting companies across the United States. Its membership comes from 30 states, the District of Columbia, and the Virgin Islands and is served by NAMC's 13 national affiliates through the National Network Resources System. NAMC is concerned with the promotion and growth of minority construction contracting and provides marketing and technical assistance with its monthly newsletter, construction information bulletins, and procurement notices. The Procurement Division of NAMC is available to assist contractors in meeting their DBE requirements for specific contracts.

For further information, contact:

Mr. Dewey Thomas, Jr.  
Executive Director  
NAMC  
1250 Eye Street, N.W.  
Suite 505  
Washington, D.C. 20005  
202/347-8259

### ***National Association of Women Business Owners (NAWBO)***

The National Association of Women Business Owners (NAWBO) is a non-profit, national organization representing women business owners with over 20 chapters across the country. Founded in 1974, NAWBO provides referrals, contacts, information, and educational programs for its members in order to further the growth of women-owned businesses. The Association publishes national and local newsletters and holds annual national conventions.

For further information, contact:

The National Association of Women Business Owners  
645 N. Michigan Avenue, Suite 1058  
Chicago, Illinois 60611  
312/951-9110

### ***National Association of Women Federal Contractors (NAWFC)***

The National Association of Women Federal Contractors (NAWFC) represents women-owned management and technical consulting firms throughout the country. The Association has a membership of 150 and is dedicated to increasing Federal contracting to women-owned businesses.

For further information, contact:

Ms. Karen Olsen  
Director  
NAWFC  
1629 K Street, N.W.  
Washington, D.C. 22201  
202/638-3336

**National Business League (NBL)**

NBL, the oldest Black American business organization, functions as an advocate for the minority private sector. NBL has a national network of over 120 chapters representing 15,000 members. These members are involved in most aspects of industrial, commercial, and professional services. NBL also administers a minority enterprise small business investment company (MESBIC) and various job creation projects.

In order to use NBL as a resource for minority business sources, contact:

David Rice  
Director, Constituency Affairs  
National Business League  
4324 Georgia Avenue, N.W.  
Washington, D.C. 20011  
202/829-5900

**Native American Consultants, Inc. (NACI)**

Founded in 1975 for the purpose of helping Native Americans improve their way of life, NACI is a private consulting firm which provides support services for American Indians. NACI is under contract to the Department of Transportation (DOT) to provide assistance to Native American firms seeking contracts resulting from DOT-funded projects. This assistance includes: marketing, referral for technical services, and identification and dissemination of procurement opportunities. NACI can be of assistance to the transit industry by identifying qualified Indian-owned firms as potential sources of supply.

For further information, contact:

Milton C. Compton  
Project Director  
Native American Business Enterprise  
Assistance Program  
Native American Consultants, Inc.  
725 2nd Street, N.E.  
Washington, D.C. 20002  
202/547-0576

**United Indian Development Association (UIDA)**

Founded in 1979, UIDA concentrates mainly on providing consulting services to Indians in the areas of business start-up and management skills. In addition, UIDA maintains two procurement directories: one which lists California-based Indian owned firms by general product type and area of specialty, and one which lists American Indian 8(a) firms in nine Western States. Information is also given on applicable licenses, bonding capacities, and annual sales. Each firm included is certified by UIDA as an Indian-owned business according to tribal letters of certification. UIDA can perform searches by product type and geographical area. Related services are available upon request.

For further information, contact:

Steven L. A. Stallings  
President  
United Indian Development Association  
1541 Wilshire Boulevard, Suite 418  
Los Angeles, CA 90017-2269  
213/483-1460

**U.S. Hispanic Chamber of Commerce**

The U.S. Hispanic Chamber of Commerce serves the organizational development and business needs of over 200 state and local Hispanic chambers of commerce, nationally and internationally.

The USHCC assists its members in the retail, service, and industrial areas by offering a wide variety of services, including: trade conferences and business seminars, USHCC's annual convention and international business exchange, the USHCC newsletter and research publications, and several DOD Portfolio System Program offices, which match qualified disadvantaged or small business firms with opportunities for trade with the Department of Defense.

For further information on the U.S. Hispanic Chamber of Commerce, contact:

Salvador Gomez  
National Director  
U.S. Hispanic Chamber of Commerce  
829 Southwest Blvd.  
Kansas City, MO 64108  
816/842-2228



## Department of Transportation Resources

### Office of Small and Disadvantaged Business Utilization (OSDBU)

The Office of Small and Disadvantaged Business Utilization (OSDBU) has been established by the Department of Transportation (DOT) to ensure that all small and disadvantaged businesses have an equal opportunity to participate in DOT procurement programs and receive a fair share of contract awards. The OSDBU is responsible for implementing and monitoring the Department's small and disadvantaged business goals and works closely with the Minority Business Development Agency (MBDA) of the Department of Commerce and the Small Business Administration (SBA) on small and disadvantaged business matters.

Under the OSDBU, DOT has established the Direct Contracting Division and the Financial Assistance Division, which provide assistance to disadvantaged firms in marketing to the DOT modal administrations and bonding assistance for contracting performance. The Minority Business Resource Center (MBRC), created originally under the Federal Railroad Administration, is also a part of OSDBU (see *MBRC* below).

Further information on the OSDBU may be obtained by contacting:

Armando Mena  
Director  
OSDBU (S-40)  
U.S. Department of Transportation  
400 Seventh Street, S.W.  
Washington, D.C. 20590  
202/426-1930

### Office of Grants Management, Urban Mass Transportation Administration (UMTA)

The Office of Grants Management is the section of UMTA responsible for the administration of capital and formula assistance, rural transportation, handicapped and planning assistance, and mass transportation programs. It establishes procedures for the management of sections 3, 5, 8, 9, 16b2, and 18 of the UMTA Act of 1964, as amended.

The Small and Minority Business Development Specialist in the Office of Grants Management is responsible for developing programs, policies, guidance, and technical assistance to encourage DBE/WBE participation in all aspects of transit activities through integration of the DBE/WBE perspective in the planning process for major transit capital improvements.

For further information, please contact:

Mr. Robert Stout, Chief  
Program Analysis and Support Division

or

Mr. Wallace B. Katz  
Small and Minority Business Development  
Specialist  
Office of Grants Management, UMTA  
U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/426-0096

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## Small and Disadvantaged Business Utilization Specialists (SADBUS)

Each DOT modal administration has one or more Small and Disadvantaged Business Utilization Specialists (SADBUS). SADBUS serve as an extension of the OSDBU and implement the projects and programs of the OSDBU. SADBUS review proposed procurements for potential DBE participation and include capable DBEs in competitive solicitations when applicable. They have the authority to set aside specific contracts for small or disadvantaged businesses when possible.

The Small and Disadvantaged Business Utilization Specialists for each of the DOT modal administrations are listed in *Appendix E*.

## Minority Business Resource Center (MBRC)

The Minority Business Resource Center (MBRC) is a division of the Office of Small and Disadvantaged Business Utilization (OSDBU). The MBRC has the authority to establish and carry out financing mechanisms, such as short and long-term capital and bonding, to provide venture capital and investment assistance to qualifying minority and women-owned firms. The Center also provides referrals and business opportunity information. Assistance is provided through the Program Management Centers (PMCs), Native American Business Enterprise Project, the National Information Clearinghouse, and through selected Minority Enterprise Small Business Investment Companies (MESBICs).

For additional information, contact:

Ms. Karen Abbott  
Chief  
MBRC (S-44)  
U.S. Department of Transportation  
400 7th Street, S.W., Room 9410  
Washington, D.C. 20590  
202/426-2852

## Office of Civil Rights, Urban Mass Transportation Administration

UMTA's Office of Civil Rights (UCR) is responsible for overseeing the implementation of DOT's DBE programs and policies as they pertain to recipients of UMTA financial assistance. It is under the direction of UCR that

section 105(f) of the Surface Transportation Assistance Act of 1982 is implemented (see Section I *Background* for a description of STAA).

In addition, UCR establishes programs to increase procurement and contract opportunities for DBEs (see *Procurement Delivery Support System* below). The programs of UCR are administered on the local level by 10 Regional Civil Rights Officers which are listed in *Appendix D*. These officers are good sources of information on qualified DBEs within their regions.

For further information regarding UMTA's Office of Civil Rights, please contact:

Mr. Robert G. Owens, Director  
Office of Civil Rights  
Urban Mass Transportation Administration  
400 Seventh Street, S.W.  
Washington, D.C. 20590  
202/426-4018

## Procurement Support Delivery System for DBEs

The PSDS program is designed to establish a network among Federal agencies responsible for DBE programs, UMTA's state and local grantees, and DBE contractors. PSDS is administered by Labat-Anderson, Inc., and Arthur A. Fletcher and Associates, Inc., under contract to UMTA's Office of Civil Rights. The program will deliver support services and technical assistance to DBEs and will also identify eligible DBEs and match their capabilities with available contract opportunities.

For information regarding the PSDS program, please contact:

Labat-Anderson, Inc.  
1111 19th Street North, Suite 600  
Arlington, Virginia 22209  
703/525-9400

or

Arthur A. Fletcher and Associates, Inc.  
2025 I Street, N.W., Suite 1021  
Washington, D.C. 20006  
202/833-3516

## Program Management Centers (PMCs)

For information regarding DOT Program Management Centers, please refer to *Section III(C)* of this manual.

### DBE Firms with Transit-Related Capabilities

For purposes of this manual, a listing has been compiled of approximately 250 DBE firms which have capabilities generally relating to the transit vehicle manufacturing industry. These firms listed are representative of the five major groups of DBEs: Asian Pacific, Black, Hispanic, Native American, and Women.

The firms in this listing have, for the most part, been supplied by the various DBE trade associations and should prove useful to prime suppliers interested in expanding their data bases of qualified DBEs. Some of the

firms listed have been identified from other sources of data as having the requisite capabilities to serve as potential suppliers to the transit industry.

This listing, however, makes no attempt to be all-inclusive. To do so would not have been practical. The listing is merely intended to serve as a representation of the types of capabilities which exist within the DBE community and as an initial base of data from which to start the identification process. The DBE lists are arranged by ethnicity and can be found in *Appendices G through K*.



## Appendices

## Minority Business Development Agency Regional and District Offices Directory of MBDCs

### Regional Offices

Xavier Mena  
Acting Director  
450 Golden Gate Avenue  
Room 15045  
San Francisco, CA 94102  
415/556-7234  
FTS-556-7234

Stanley Tate  
Director  
14th & Constitution Ave., N.W.  
Room 6711  
Washington, D.C. 20230  
202/377-8275  
FTS-377-8275

Paul R. Jones  
Director  
1371 Peachtree St., N.E.  
Suite 505  
Atlanta, GA 30309  
404/881-4091  
FTS-257-4091

Richard H. Sewing  
Director  
55 East Monroe St.  
Suite 1440  
Chicago, IL 60603  
312/353-0182  
FTS-353-0182

Georgina Sanchez  
Director  
26 Federal Plaza  
Room 37-20  
New York, NY 10278  
212/264-3262  
FTS-264-3262

David Vega  
Acting Director  
1100 Commerce St., Rm 7B19  
Dallas, TX 75242  
214/767-8001  
FTS-729-8001

### District Offices

Ralph Gill  
Business Development Specialist  
2500 Wilshire Blvd., Ste. 908  
Los Angeles, CA 90057  
213/688-7157  
FTS-798-7157

Emma C. Buck  
District Officer  
333 W. Colfax Ave., Rm. 305  
Denver, CO 80204  
303/837-2767  
FTS-327-2767

Rudy Suarez  
District Officer  
Federal Office Bldg., Rm. 930  
51 SW 1st Ave.  
Miami, FL 33130  
305/350-5054  
FTS-350-5054

Rochell K. Schwartz  
District Officer  
P.O. Box 570  
441 Stuart St., 10th Fl.  
Boston, MA 02117  
617/223-3726  
FTS-223-3726

Chester E. Stovall, Jr.  
District Officer  
Federal Building, Room 501  
911 Walnut Street  
Kansas City, MO 64106  
816/374-3381  
FTS-758-3381

Alfonso C. Jackson  
District Officer  
Federal Office Building, Rm. 9436  
600 Arch Street  
Philadelphia, PA 19106  
215/597-9236  
FTS-987-9236

### MBDC Directory

Francis Gallela  
Project Director  
Alaska Rural Assistance Program  
1011 East Tudor Rd., Ste. 210  
Anchorage, AK 99503  
907/562-2322

Harold Gilchrist  
Project Director  
Birmingham MBDC  
2017 Morris Ave., 2nd Fl.  
Birmingham, AL 35203  
205/252-3682

Lorraine Edwards  
Project Director  
Mobile MBDC  
4321 Downtowner Loop North  
Suite D  
Mobile, AL 36604  
205/344-9650

Bernell Mapp  
Project Director  
Montgomery MBDC  
503 South Court St., Ste. 210  
Montgomery, AL 36104  
205/263-0818

Lewis Cole  
Project Director  
Little Rock MBDC  
One Riverfront Place, Rm. 415  
North Little Rock, AR 72114  
501/372-7312

Joseph Hardy  
Project Director  
Navajo Indian MBDC  
P.O. Drawer L  
Fort Defiance, AZ 86504  
602/729-5763

Stanley Freidman  
Project Director  
Phoenix MBDC  
3300 North Central Avenue  
Suite 2200  
Phoenix, AZ 85012  
602/274-0550

Jess Hines  
Project Director  
Tucson MBDC  
120 West Broadway  
300 United Bank Bldg.  
Tucson, AZ 85701  
602/622-5700

L. Tulloch Reid  
Project Director  
Anaheim MBDC  
2700 North Main St., Ste. 810  
Santa Ana, CA 92701  
714/667-8200

Marcia Homme  
Project Director  
Bakersfield MBDC  
615 California Ave.  
Bakersfield, CA 93304  
805/322-1527

Steven Stallings  
Project Director  
California Indian MBDC  
1541 Wiltshire Blvd., Suite 418  
Los Angeles, CA 90017  
213/483-1460

Josephine B. Mena  
Project Director  
Fresno MBDC  
2010 No. Fine, Ste. 103  
Fresno, CA 93727  
209/252-7551

Cleveland O'Neil  
Project Director  
Los Angeles South MBDC  
2651 South Western Ave., Ste. 300  
Los Angeles, CA 90018  
213/731-2131

Frances Grice  
Project Director  
Riverside/San Bernardino MBDC  
341 West Second Street, Suite 1  
San Bernardino, CA 92401  
714/884-8764

George Urcuioli  
Project Director  
Salinas MBDC  
137 Central, Suite 1  
Salinas, CA 93901  
408/422-3701

Allan Ross  
Project Director  
Sacramento MBDC  
455 Capital Mall, Suite 500  
Sacramento, CA 95814  
916/441-2370

Chuck Shocky  
Project Director  
San Diego MBDC  
6363 Alvarado Court, Room 225  
San Diego, CA 92120  
619/265-3684

Michael Cienfuegos  
Project Director  
San Francisco Rural  
Assistance Program  
693 Sutter, 3rd Floor  
San Francisco, CA 94102  
415/776-0120

Jose Placencia  
Project Director  
San Jose MBDC  
2700 Augustine Drive, Room 242  
Santa Clara, CA 95051  
408/980-0371

Gilbert Cisneros  
Project Director  
Denver MBDC  
70 West 6th Ave., Suite 400  
Denver, CO 80204  
303/595-4744

Stan Straughter  
Project Director  
Washington MBDC  
2100 M Street, N.W., Suite 607  
Washington, DC 20037  
202/293-1982

Ryan Jones  
Project Director  
Jacksonville MBDC  
333 North Laura St., Suite 465  
Jacksonville, FL 32801  
904/353-3826

William Rios  
Project Director  
Miami MBDC  
201 Alhambra Circle, 9th Floor  
Coral Gables, FL 33134  
305/442-2000

Shirley Austin  
Project Director  
Orlando MBDC  
132 East Colonial Dr., Ste. 211  
Orlando, FL 32801  
305/422-6234

George Powell  
Project Director  
Tampa MBDC  
315 East Madison Street  
Fun Bank Bldg., Suite 617  
Tampa, FL 33602  
813/273-9145

Gerald Adams  
Project Director  
West Palm Beach MBDC  
1675 Palm Beach Lake Blvd.  
Suite 1002  
West Palm Beach, FL 33401  
305/683-4400

Frank Brown  
Project Director  
Georgia Technology/Rural MBDC  
Engineering Experiment Station  
EDL Hinman Building, Room 325  
Atlanta, GA 30332  
404/894-3833

Eugene Campbell  
Project Director  
Atlanta MBDC  
75 Piedmont Avenue, N.E., Suite 256  
Atlanta, GA 30303  
404/586-0973

Rudolph Quarterman  
Project Director  
Savannah MBDC  
31 West Congress St., Suite 201  
Savannah, GA 31401  
912/236-6708

Harvey Johnson  
Project Director  
Augusta MBDC  
1208 Laney Walker  
P.O. Box 1283  
Augusta, GA 30901  
404/722-0994

Henry Thomas  
Project Director  
Columbus MBDC  
1214 First Ave., Suite 430  
Columbus, GA 31901  
404/324-4253

Herbert Yamane  
Project Director  
Honolulu MBDC  
1150 South King St., Suite 203  
Honolulu, HI 96814  
808/531-7502

Webster Daniel  
Project Director  
Chicago South MBDC  
180 North Michigan, Suite 333  
Chicago, IL 60601  
312/984-5940

Burt Kidd  
Project Director  
Chicago North MBDC  
600 Prudential Plaza  
Chicago, IL 60601  
312/856-0200

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214/748-0100

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Milwaukee MBDC  
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Milwaukee, WI 53212  
414/265-6200



## U.S. Small Business Administration Regional and District Offices

Regional Office (RO)		District Office (DO)		Branch Office (BO)	Post-Of-Duty (POD)	
Region	City	State	Zip Code	Address	Commercial Telephone Numbers For Public Use Only	
I	RO	Boston	MA	02110	60 Battery March Street, 10th Floor	(617) 223-3204
	DO	Boston	MA	02114	150 Causeway Street, 10th Floor	(617) 223-3224
	POD	Holyoke	MA	01050	302 High Street, 4th Floor	(413) 536-8770
	DO	Augusta	ME	04330	40 Western Avenue, Room 512	(207) 622-8378
	DO	Concord	NH	03301	55 Pleasant Street, Room 211	(603) 224-4041
	DO	Hartford	CT	06106	One Hartford Square West	(203) 722-3600
	DO	Montpelier	VT	05602	87 State Street, Room 204	(802) 229-0538
	DO	Providence	RI	02903	380 West Minster Mall	(401) 351-7500
II	RO	New York	NY	10278	26 Federal Plaza, Room 29-118	(212) 264-7772
	DO	New York	NY	10278	26 Federal Plaza, Room 3100	(212) 264-4355
	BO	Melville	NY	11747	35 Pinelawn Road, Room 102E	(516) 454-0750
	DO	Hato Rey	PR	00919	Carlos Chardon Avenue, Room 691	(809) 753-4002
	POD	St. Croix	VI	00801	4A La Grande Princesse	(809) 773-3480
	POD	St. Thomas	VI	00801	Veterans Drive, Room 283	(809) 774-8530
	DO	Newark	NJ	07102	60 Park Place, 4th Floor	(201) 645-2434
	POD	Camden	NJ	08104	1800 East Davis Street, Room 110	(609) 757-5183
	DO	Syracuse	NY	13260	100 South Clinton Street, Room 1071	(315) 423-5383
	BO	Buffalo	NY	14202	111 West Huron Street, Room 1311	(716) 846-4301
	BO	Elmira	NY	14901	180 Clemens Center Parkway, Room 412	(607) 733-4686
	POD	Albany	NY	12207	445 Broadway, Room 236B	(518) 472-6300
POD	Rochester	NY	14614	100 State Street, Room 601	(716) 263-6700	
III	RO	Philadelphia	PA	19004	231 St. Asaphs Rd., Suite 640	(215) 596-5889
	DO	Philadelphia	PA	19004	231 St. Asaphs Rd., Suite 400	(215) 596-5889
	BO	Harrisburg	PA	17101	100 Chestnut Street, Suite 309	(717) 782-3840
	BO	Wilkes-Barre	PA	18701	20 North Pennsylvania Avenue	(717) 826-6497
	BO	Wilmington	DE	19801	844 King Street, Room 5207	(302) 573-6294
	DO	Clarksburg	WV	26301	109 North 3rd Street, Room 302	(304) 623-5631
	BO	Charleston	WV	25301	Charleston National Plaza, Suite 628	(304) 347-5220
	DO	Pittsburgh	PA	15222	906 Penn Avenue, 5th Floor	(412) 644-2780
	DO	Richmond	VA	23240	400 North 8th Street, Room 3015	(804) 771-2617
	DO	Towson	MD	21204	8600 LaSalle Road, Room 630	(301) 962-4392
DO	Washington	DC	21207	1111 18th Street, N.W., 6th Floor	(202) 654-4950	
IV	RO	Atlanta	GA	30367	1375 Peachtree Street, N.E., 5th Floor	(404) 881-4999
	DO	Atlanta	GA	30309	1720 Peachtree Road, N.W., 6th Floor	(404) 881-4749
	POD	Statesboro	GA	30458	52 North Main Street, Room 225	(912) 489-8719
	DO	Birmingham	AL	35205	908 South 20th Street, Room 202	(205) 254-1344
	DO	Charlotte	NC	28202	230 S. Tryon Street, Room 700	(704) 371-6563
	POD	Greenville	NC	27834	215 South Evans Street, Room 102E	(919) 752-3798
	DO	Columbia	SC	29202	1835 Assembly, 3rd Floor	(803) 765-5376
	DO	Jackson	MS	30201	100 West Capitol Street, Suite 322	(601) 960-4378
	BO	Biloxi	MS	39530	111 Fred Haise Blvd., 2nd Floor	(601) 435-3676
	DO	Jacksonville	FL	32202	400 West Bay Street, Room 261	(904) 791-3782
	DO	Louisville	KY	40201	600 Federal Place, Room 188	(502) 582-5971
	DO	Miami	FL	33134	2222 Ponce De Leon Boulevard, 5th Floor	(305) 350-5521
	POD	Tampa	FL	33602	700 Twiggs Street, Room 607	(813) 228-2594
	POD	West Palm Beach	FL	33407	3500 45th Street, Suite 6	(305) 689-2223
DO	Nashville	TN	37219	404 James Robertson Parkway, Suite 1012	(615) 251-5881	
V	RO	Chicago	IL	60604	219 South Dearborn Street, Room 838	(312) 353-0359
	DO	Chicago	IL	60604	219 South Dearborn Street, Room 437	(312) 353-4528
	DO	Cleveland	OH	44199	1240 East 9th Street, Room 317	(216) 552-4170
	DO	Columbus	OH	43215	85 Marconi Boulevard	(614) 469-6860
	BO	Cincinnati	OH	45202	550 Main Street, Room 5028	(513) 684-2814
	DO	Detroit	MI	48226	447 Michigan Avenue, Room 515	(313) 226-7241
	BO	Marquette	MI	49855	220 West Washington Street, Room 310	(906) 225-1108
	DO	Indianapolis	IN	46204	575 North Pennsylvania Street, Room 578	(317) 269-7272
	BO	South Bend	IN	46601	501 East Monroe Street, Room 160	(219) 232-8361
	DO	Madison	WI	53703	212 East Washington Ave., Room 213	(608) 264-5261

<i>Regional Office (RO)</i>		<i>District Office (DO)</i>		<i>Branch Office (BO)</i>		<i>Post-Of-Duty (POD)</i>
						<i>Commercial Telephone Numbers For Public Use Only</i>
<i>Region</i>	<i>City</i>	<i>State</i>	<i>Zip Code</i>	<i>Address</i>		
	POD Eau Claire	WI	54701	500 South Barstow Street, Room 17		(715) 834-9012
	BO Milwaukee	WI	53202	310 West Wisconsin Ave., Room 420		(414) 291-3491
	DO Minneapolis	MN	55403	100 North 6th Street		(612) 349-3550
	BO Springfield	IL	62701	Four North, Old State Capital Plaza		(217) 492-4416
<b>VI</b>	RO Dallas	TX	75235	8625 King George Drive		(214) 767-7643
	DO Dallas	TX	75242	1100 Commerce Street, Room 3C36		(214) 767-0605
	POD Marshall	TX	75670	100 South Washington Street, Room G-12		(214) 935-5257
	BO Corpus Christi	TX	78408	3105 Leopard Street		(512) 888-3331
	BO Ft. Worth	TX	76102	221 West Lancaster Ave., Room 1007		(817) 334-5463
	DO Albuquerque	NM	87100	5000 Marble Avenue, N.E., Room 320		(505) 766-3430
	DO Harlingen	TX	78550	222 East Van Buren Street, Room 500		(512) 423-8934
	DO Houston	TX	77002	2525 Murworth, Room 112		(713) 660-4401
	DO Little Rock	AR	72201	320 West Capitol Avenue, Room 601		(501) 378-5871
	DO Lubbock	TX	79401	1611 Tenth Street, Suite 200		(806) 762-7466
	DO El Paso	TX	79902	4100 Rio Bravo, Suite 300		(915) 543-7586
	DO New Orleans	LA	70113	1661 Canal Street, Suite 2000		(504) 589-6685
	POD Shreveport	LA	71101	500 Fannin Street, Room 6B14		(318) 226-5196
	DO Oklahoma City	OK	73102	200 N.W. 5th Street, Suite 670		(405) 231-4301
	POD Tulsa	OK	74103	333 West Fourth Street, Room 3104		(918) 581-7495
DO San Antonio	TX	78206	727 East Durango Street, Room A-513		(512) 229-6250	
POD Austin	TX	78701	300 East 8th Street, Room 780		(512) 482-5288	
<b>VII</b>	RO Kansas City	MO	64106	911 Walnut Street, 3rd Floor		(816) 374-5288
	DO Kansas City	MO	64106	818 Grande Avenue		(816) 374-3419
	BO Springfield	MO	65803	309 North Jefferson, Room 150		(417) 864-7670
	DO Cedar Rapids	IA	52402	373 Collins Road, N.E.		(319) 399-2571
	DO Des Moines	IA	50309	210 Walnut Street, Room 749		(515) 284-4422
	DO Omaha	NE	68102	300 South 19th Street		(402) 221-4691
	DO St. Louis	MO	63101	815 Olive Street, Room 242		(314) 425-6600
	POD Cape Girardeau	MO	63701	339 Broadway, Room 140		(314) 335-6039
DO Wichita	KS	67202	110 East Waterman Street		(316) 269-6571	
<b>VIII</b>	RO Denver	CO	80202	1405 Curtis Street, 22nd Floor		(303) 827-5441
	DO Denver	CO	80202	721 19th Street, Room 407		(303) 837-2607
	DO Casper	WY	82601	100 East B Street, Room 4001		(307) 261-5761
	DO Fargo	ND	58108	657 2nd Avenue, North, Room 218		(701) 237-5771
	DO Helena	MT	59626	301 South Park, Room 528		(406) 449-5381
	DO Salt Lake City	UT	84138	125 South State Street, Room 2237		(314) 524-5800
	DO Sioux Falls	SD	57102	101 South Main Avenue, Suite 101		(605) 336-2980
<b>IX</b>	RO San Francisco	CA	94102	450 Golden Gate Avenue, Room 15307		(415) 556-7487
	DO San Francisco	CA	94105	211 Main Street, 4th Floor		(415) 556-0642
	DO Fresno	CA	93721	2202 Monterey Street, Room 108		(209) 487-5189
	BO Sacramento	CA	95814	660 J Street, Room 215		(916) 440-4461
	DO Las Vegas	NV	89125	301 E. Stuart, Room 301		(702) 388-6611
	POD Reno	NV	89505	50 S. Virginia Street, Room 107		(702) 784-5268
	DO Honolulu	HI	96850	300 Ala Moana, Room 2213		(808) 546-8950
	BO Agana	Guam	96910	Pacific Daily News Bldg., Room 508		(671) 472-7277
	DO Los Angeles	CA	90071	350 S. Figueroa Street, 6th Floor		(213) 688-2956
	BO Santa Ana	CA	92701	2700 North Main Street, Room 400		(714) 836-2494
	DO Phoenix	AZ	85012	3030 North Central Avenue, Suite 1201		(602) 241-2200
POD Tucson	AZ	85701	301 West Congress Street, Room 3V		(602) 629-6715	
DO San Diego	CA	92188	880 Front Street, Room 4-S-29		(619) 293-5540	
<b>X</b>	RO Seattle	WA	98104	710 Second Avenue, 5th Floor		(206) 442-5676
	DO Seattle	WA	98174	915 Second Avenue, Room 1792		(206) 442-5534
	DO Anchorage	AK	99501	701 C Street		(907) 271-4022
	BO Fairbanks	AK	99701	101 12th Avenue		(907) 452-0211
	DO Boise	ID	83701	1005 Main Street, 2nd Floor		(208) 334-1696
	DO Portland	OR	97204	1220 S.W. Third Avenue, Room 676		(503) 221-5221
	DO Spokane	WA	99210	W920 Riverside Avenue (P.O. Box 216)		(509) 456-3786

## Department of Transportation Minority Business Resource Center

### Program Management Centers

	<i>Name</i>	Region	Location	Area of Service
<b>1.</b>	Kendall Square Associates 264 Monsignor O'Brien Highway Cambridge, MA 02141 Paul Hogan 617/776-8836	1	Boston	Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
<b>2.</b>	Arawak Consulting Corp. 210 East 86th St. New York, NY 10028 William Herring, Jr. 212/737-9685	2	New York, NY	New York, Connecticut, New Jersey
<b>3.</b>	The Omega Group, Inc. 1346 Chestnut St., Suite 750 Philadelphia, PA 19107 Charles Solomon 215/546-1242	3	Philadelphia	Pennsylvania, Indiana, Ohio, Delaware, Michigan
<b>4.</b>	The Omega Group, Inc. 555 4th St., N.W., Suite 320 Washington, DC 20001 Richard A. Knight 202/393-1684	3	Washington, D.C.	Maryland, Washington DC, Virginia, West Virginia
<b>5.</b>	The Omega Group, Inc. 149 W. Plaza, Suite 230 Miami, FL 33147 L. D. Gainey, II 305/836-5923	4	Miami	Florida
<b>6.</b>	Garrett, Sullivan & Co. 40 Marietta St., NW, Suite 1350 Atlanta, GA 30303 E. Joyce Grant 404/681-0034	4	Atlanta	Alabama, Kentucky, North Carolina, South Carolina, Georgia, Mississippi, Tennessee
<b>7.</b>	Avante International Systems Corp. 8204 Elmbrook Drive, Suite 330 Dallas, TX 75247 Marty Cordova 214/634-0107	6	Dallas	Arkansas, Louisiana, New Mexico, Oklahoma, Texas
<b>8.</b>	Ralph C. Johnson and Co. Gillham Plaza Bldg., Suite 300 301 E. Amour Kansas City, MO 64111 Cecilia Ewing 816/756-2225	7	Kansas City	Iowa, Kansas, Missouri, Nebraska, Illinois, Minnesota, Wisconsin

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	<i>Name</i>	Region	Location	Area of Service
<b>9.</b>	Ashby Armstrong & Co. 600 Grant Street, Suite 200 Denver, CO 80203 Arthur D. Jackson 303/832-6700	8	Denver	Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming
<b>10.</b>	Washington Consulting Group 2916 N. 7th Ave., Suite 105 Phoenix, AZ 85103 Clara Ruiz Engle 602/266-9382	9	Arizona	Arizona, Nevada
<b>11.</b>	Equivest Associates 307 N. Santa Anita Ave. Arcadia, CA 91006 Michiko Brazee 213/455-7193	9	Los Angeles	California
<b>12.</b>	Branch, Richards and Anderson 216 1st Ave., South, Suite 250 Seattle, WA 98104 Les Kitamura 206/624-4723	10	Seattle	Idaho, Oregon, Alaska, Washington

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**Urban Mass Transportation Administration  
Office of Civil Rights  
List of Regional Civil Rights Officers**

***Region 1***

Connecticut, Maine, Massachusetts,  
New Hampshire, Rhode Island, and  
Vermont

Rosemary Esquivel  
Civil Rights Officer  
U.S. Dept. of Transportation  
Kendall Square, Room 900  
55 Broadway  
Cambridge, MA 02142  
617/494-2055

***Region 4***

Alabama, Georgia, Florida, Kentucky,  
Mississippi, North Carolina, Puerto Rico,  
South Carolina, and Tennessee

Janice Toney  
Civil Rights Officer  
U.S. Dept. of Transportation  
1720 Peachtree Road, NW  
Suite 400  
Atlanta, GA 30309  
404/881-7857

***Region 7***

Iowa, Kansas, Missouri, and Nebraska

Gloria D. Dixon  
Civil Rights Officer  
U.S. Dept. of Transportation  
6301 Rockhill Rd., Suite 100  
Kansas City, MO 64131  
816/926-5053

***Region 2***

New Jersey, New York, and the Virgin  
Islands

Elsa B. Haupt  
Civil Rights Officer  
U.S. Dept. of Transportation  
26 Federal Plaza, Suite 14-110  
New York, NY 10278  
212/264-8162

***Region 5***

Illinois, Indiana, Michigan, Minnesota,  
Ohio, and Wisconsin

Lula Greenhow  
Civil Rights Officer  
U.S. Dept. of Transportation  
300 South Wicker, Suite 1720  
Chicago, IL 60606  
312/353-2789

***Region 8***

Colorado, Montana, North Dakota, South  
Dakota, Utah, and Wyoming

Ruth Reichman  
Civil Rights Officer  
U.S. Dept. of Transportation  
1050 17th St., Suite 1822  
Prudential Plaza  
Denver, CO 80265  
303/837-3242

***Region 3***

Delaware, District of Columbia,  
Maryland, Pennsylvania, Virginia, and  
West Virginia

J. Charlene Thomas  
Civil Rights Officer  
U.S. Dept. of Transportation  
434 Walnut St., Suite 1010  
Philadelphia, PA 19106  
215/597-8098

***Region 6***

Arkansas, Louisiana, New Mexico,  
Oklahoma, and Texas

Margaret DeHart  
Civil Rights Officer  
Federal Building  
U.S. Dept. of Transportation  
819 Taylor St., Suite 9A32  
Ft. Worth, TX 76102  
817/694-3425

***Region 9***

Arizona, California, Hawaii, and Nevada

Harold Dorell  
Civil Rights Officer  
U.S. Dept. of Transportation  
211 Main St., Suite 1160  
San Francisco, CA 94105  
415/974-7313

***Region 10***

Alaska, Idaho, Oregon, and Washington

William F. Fort  
Civil Rights Officer  
U.S. Dept. of Transportation  
915 Second Ave., Suite 3142  
Seattle, WA 98174  
206/442-4210



## Department of Transportation Small and Disadvantaged Business Utilization Specialists (SADBUS)

*SB—Small Business Liaison*  
*MBE—Minority Business Liaison*

### **Office of the Secretary**

Cora Tyler  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/426-4311

### **United States Coast Guard**

John Kyle  
2100 2nd Street, S.W.  
Washington, D.C. 20593  
202/755-7939

### **Federal Aviation Administration**

Bill Burgess (MBE)  
Paul Cornell (SB)  
800 Independence Ave., S.W.  
Washington, D.C. 20591  
202/426-3130, or  
202/426-8230

### **Federal Highway Administration**

Frank Waltos  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/755-9370

### **Maritime Administration**

John Blum  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/382-0433

### **Research & Special Programs Administration**

John Doyle  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/426-2620

### **Federal Railroad Administration**

Joseph Kerner  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/755-1366

### **National Highway Traffic Safety Administration**

Richard Dixon  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/426-2102

### **Urban Mass Transportation Administration**

Reginald Diamond  
400 7th Street, S.W.  
Washington, D.C. 20590  
202/426-2285

### **Transportation Systems Center**

John Clogan  
Building No. 4  
Kendall Square  
Cambridge, MA 02142  
617/494-2319



## National Minority Supplier Development Council Regional Purchasing Councils

### Arizona

Mr. James E. Salmon  
Arizona MSDC  
4227 North 16th St.  
Phoenix, AZ 85016  
602/277-8559

### Arkansas

Ms. Lottie Shackelford  
Arkansas RMPC  
P.O. Box 1051  
Little Rock, AR 72203  
501/372-0982

### Atlanta

Mr. William Miller  
Atlanta RMPC  
1300 North Omni International  
Atlanta, GA 30303  
404/521-0845, ext. 220

#### *Savannah Branch*

Ms. Rosita Stevens Holsey  
Director  
Savannah RMPC  
P.O. Box 1762  
Savannah, GA 31402  
912/964-8198

### Bay Area

Ms. Joanne Black  
Bay Area RMPC  
220 Bush Street, Suite 555  
San Francisco, CA 94104  
415/788-7138

### Carolinas Association of MSDCs

Ms. Gretchen Johnson  
Operations Manager  
Carolinas Association of MSDCs  
P.O. Box 9156  
Charlotte, NC 28299  
704/372-8731  
704/372-8732

### Central Pennsylvania

Mr. Mac Copeland  
Manager, Facilities Purchasing  
Hershey Chocolate Company  
19 East Chocolate Ave.  
Hershey, PA 17033  
717/534-4356

### Central Space-Coast

Mr. Malik Ali  
Corporate MBE Manager  
Walt Disney World Company  
P.O. Box 40  
Lake Buena Vista, FL 32830  
305/828-3586

### Chicago

Ms. Maye Foster-Thompson  
Chicago RPC, Inc.  
6 North Michigan Ave., Suite 1308  
Chicago, IL 60602  
312/263-0105

### Chicago Sub-Chapters

#### *Chicago City*

Mr. Ralph McKee  
General Purchasing Manager  
Montgomery Ward & Co., Inc.  
Montgomery Ward Plaza  
Chicago, IL 60671  
312/467-3233

#### *Gary*

Ms. Irene Arceo  
Purchasing Agent  
Gary Public Transportation  
237 W. 22nd Ave.  
Gary, Indiana 46407  
219/883-8577

#### *North Suburban*

Mr. Tom Bronson  
Manager of Purchasing  
Allstate Insurance Co.  
Allstate Plaza  
North Brook, IL 60062  
312/291-6137

#### *Rockford*

Ms. Ruth Gasbarra  
Purchasing Manager  
Honeywell Motor Products Div.  
3601 Kiswaukee St.  
Rockford, IL 61101  
815/966-3600

#### *Transportation*

Ms. Delores B. Miller  
MBE Officer  
Illinois Central Gulf Railroad  
2 Illinois Center  
233 North Michigan Ave.  
Chicago, IL 60601  
312/565-1600

### West Suburban

Mr. Anders C. Rasmussen  
Manager of Purchasing &  
Transportation and Kearny Works  
AT&T Technologies, Inc.  
28 W. 615 Ferry Road  
Warrensille, IL 60555  
312/393-5300

### Cincinnati

Ms. Janet Younger  
Cincinnati MSDC, Inc.  
120 W. Fifth St.  
Fifth & Race St. Tower, 3rd Fl.  
Cincinnati, OH 45202  
513/579-3132

### Cleveland

Mr. James W. Wade  
Greater Cleveland Growth Assoc.  
690 Union Commerce Bldg.  
Cleveland, OH 44115  
216/621-3300

### Columbus

Mr. Stephen D. Cheek  
Columbus MSDC, Inc.  
c/o Dept. of Development  
140 Marconi Blvd., 8th Fl.  
Columbus, OH 43215  
615/222-8135

### Connecticut

Mr. Clarence Williams  
Connecticut RMPC  
10 Middle Street, 8th Fl.  
Park City Plaza  
Bridgeport, CT 06604  
203/579-1776

### Dallas

Ms. Linda Lamb  
Dallas RMPC  
P.O. Box 470083  
Dallas, TX 75247  
214/630-0747

### Denver

(See Rocky Mountain)

### Florida

Mr. Don Foster  
Acting Executive Director  
Florida RMPC, Inc.  
99 N.W. 183rd St., Ste. 207  
Miami, FL 33169  
305/653-6164

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## Fort Worth

Mr. Robert McKinley  
Fort Worth RMPC  
2315 North Main, Ste. 300  
Forth Worth, TX 76106  
817/625-4331

### *San Antonio Branch*

Mr. Roberto Garcia  
Director  
410 S. Main, Ste. 220  
San Antonio, TX 78204  
512/223-1851

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## Greater Dayton

Mr. Robert Lowe  
Executive Secretary  
Greater Dayton MPC  
1980 Kettering Tower  
Dayton, OH 45423-1980  
513/226-1444

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## Gulf South

Mr. William D. Aaron, Jr.  
Gulf South MPC  
301 Camp St., 2nd Fl.  
New Orleans, LA 70130  
504/246-8655

### *Mobil Branch*

Mr. Johnnie L. Austin  
Branch Coordinator  
501 Bel Air Blvd., Suite 101  
Mobile, AL 36606  
205/476-8913

### *Mississippi Branch*

Mr. Jim Davis  
Mississippi Minority Supplier  
Development Council, Inc.  
P.O. Box 5197  
Jackson, MS 39216  
601/353-6862

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## Houston

Ms. Trudy Berger  
Managing Director  
Houston Business Council, Inc.  
6300 Westpark, Suite 415  
Houston, TX 77057  
713/974-0286

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## Indiana

Mr. Donald E. Jones  
Indiana RMSDC  
P.O. Box 44801  
Indianapolis, IN 46244  
317/634-2586

### *Wisconsin Branch*

Mr. Floyd Rose  
Acting Chairman  
Purchasing Department  
John Deere  
Whoricon Works  
220 East Lake Street  
Whoricon, WI 53032  
414/485-4411

### *Fort Wayne Branch*

Mr. Joe E. Banks  
Purchasing Agent  
Zimmer, Inc.  
P.O. Box 708  
Warsaw, IN 46580  
219/267-6131

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## Louisville

Ms. Patricia Stewart  
Louisville RMPC  
One Riverfront Plaza  
Louisville, KY 40202  
502/566-5000

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## Maryland/D.C.

Mr. John Rich  
Maryland/D.C. MSDC  
233-35 Long Reach Village Ctr.  
Columbia, MD 21045  
301/997-7599 or  
301/596-5560

---

## Memphis

Mr. Lynn Shields  
Memphis RPC  
P.O. Box 224  
Memphis, TN 38101  
901/873-3200

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## Michigan

Ms. Sheila Rogers  
Michigan Minority Bus. Dev. Council  
6560 Cass Avenue, Suite 705  
Detroit, MI 48202  
313/873-3200

### *Toledo, Ohio Branch*

Mr. Bruce A. Jenkins  
Director, Toledo RMPC  
245 Summit Street  
1st Floor Balcony  
Toledo, OH 43603  
419/244-3111

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## Middle Tennessee

Ms. Cheri Henderson  
Middle Tennessee RMPC, Inc.  
1719 West End Executive Bldg.  
Suite 817  
Nashville, TN 37203  
615/329-4705

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## Minnesota

Ms. Linda J. Wilson  
Minnesota MPC  
2021 East Hennepin Ave., Suite 370  
Minneapolis, MN 55413  
612-378-0361

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## Missouri-Southern Illinois

Mr. Stephen Clark  
Missouri-Southern Illinois RMPC  
Missouri State Bank Bldg.  
1139 Olive St., Suite 510  
St. Louis, MO 63101  
314/621-7410

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## Nevada

Mr. E. F. Ortiz  
Manager, Procurement Department  
Reynolds Electrical & Engineering Co.,  
Inc.  
P.O. Box 14400  
Las Vegas, NV 89114  
702/295-2150

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## New England

Ms. Barbara Harris  
New England RMPC, Inc.  
60 Brattle St., Suite 102  
Cambridge, MA 02138  
617/492-8485

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## New Mexico

Mr. Jay W. Hughes  
New Mexico MSDC, Inc.  
5000 Marble, N.E., Suite 106  
Albuquerque, NM 87110  
505/265-7677

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## New-Penn-Del

Ms. Juanita Hoke  
New-Penn-Del RMPC  
1930 Chestnut Street, Suite 105  
Philadelphia, PA 19103  
215/561-4818

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## New York/New Jersey

Mr. William Garner  
Acting Executive Director  
New York/New Jersey MPC, Inc.  
1412 Broadway, 11th Fl.  
New York, NY 10018  
212/944-2442

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## Oklahoma

Ms. Alvah Boyd  
Oklahoma RMPC  
4001 No. Lincoln Blvd.  
Oklahoma City, OK 73105  
405/524-9679

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## Omaha

Ms. Terrie Miller  
Omaha RMPC  
1301 Harney Street  
Omaha, NE 68102  
402/346-5000

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## Pacific/Northwest

Mr. Scott Foster  
Small/Minority Business Coordinator  
Tektronix, Inc.  
Box 500 D/S 78-619  
Beaverton, OR 97077  
503/627-2702

### **Tri-Cities Chapter**

Ms. Barbara Cunningham  
BC's Word Process Service  
Route 3  
P.O. Box 3059  
Kenniwich, WA 99336  
509/586-6836

### **Oregon/Southwest Washington Chapter**

Mr. Tom Kreis  
Portland General Electric  
121 S.W. Salmon Street  
Portland, OR 97204  
503/226-8165

### **Idaho Chapter**

Mr. Steve Henicksam  
Director of Purchasing  
American Potatoe Company  
P.O. Box 592  
Blackfoot, ID 83221  
208/785-3200, ext. 236

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## Pittsburgh

Mr. John Adams  
Pittsburgh RMPC  
One Oliver Plaza, Suite 3004  
Pittsburgh, PA 15222  
412/391-4423

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## Puerto Rico

Ms. Angelita Rieckehoff  
Puerto Rico Purchasing Council, Inc.  
420 Ponce De Leon Avenue  
Hato Rey, PR 00918  
809/759-9445

or:

P.O. Box 777  
Hato Rey, PR 00919

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## Puget Sound

Mr. Nick Sena  
The Boeing Company  
P.O. Box 3707-6K-66  
Seattle, WA 98124  
206/656-9520

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## Rocky Mountain

Mr. E. E. Van Stee  
Rocky Mountain RMPC  
Minority Enterprise, Inc.  
c/o Mountain Bell  
1005 17th St., Room 370  
Denver, CO 80202  
303/896-8838

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## San Diego

Mr. Forest Hodges  
Small and Disadvantaged Business  
Utilization Specialist  
Naval Oceans Systems Center  
San Diego, CA 92152  
619/225-2707

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## Southern California

Mr. Hollis Smith  
Southern California RPC  
650 South Spring St., Suite 1209  
Los Angeles, CA 90014  
213/622-6123

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## Orange County

Mr. Arthur A. Gibson  
Vice President  
Glass Container Corp.  
535 N. Gilbert  
Fullerton, CA 92634  
714/879-5340

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## Upstate New York

Mr. Donald Lee  
Acting Executive Director  
Upstate New York RMPC, Inc.  
775 Main Street, Suite 301  
Sideway Bldg.  
Buffalo, NY 14202  
716/856-6266

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## Utah

Ms. Barbara Reeves  
Utah Supplier Development Council  
The University of Utah  
Purchasing Department  
151 Annex Bldg.  
Salt Lake City, UT 84112  
801/581-7241

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## Virginia

Mr. Bernard Big  
Virginia MSDC, Inc.  
142 West York Street  
Suite 301  
Norfolk, VA 23510  
804/627-8471

### **Richmond**

Mr. Gustave Thomas  
Regional Purchasing Council Virginia  
1214 Westover Hills Blvd., Suite 208  
Richmond, VA 23225  
804/231-1023

### **Tidewater**

Mr. Bernard Big  
Tidewater RMPC  
142 West York Street  
Suite 301  
Norfolk, VA 23510  
804/627-8471



## DBE Listing

### Asian Pacific Firms

A-1 Nut Bolt Co., Inc.  
Mr. Elmer Yoshino  
2656 Pacific Park Dr.  
Whittier, CA 90601  
213/685-5155

Ferrous fasteners, nuts, and bolts

Aarone Corporation  
Mr. Ramon Laconico  
35 W. Julion St.  
San Jose, CA 95110  
408/292-3700

Cable and harness assemblies,  
electro mechanical repair and  
modification

Accurate Tool and Gage  
Mr. Luke Cheng  
551 West Crowther Ave.  
Placentia, CA 92670  
714/528-0483

American Foundry Group, Inc.  
Mr. Madan Makhani  
14602 S. Grant  
Bixby, OK 74008  
918/366-4401

Brass, bronze, aluminum, steel, low  
alloy, and high alloy castings

American Electro Finishing Co.  
Mr. Jack Klemenich  
4933 San Leandro St.  
Oakland, CA 94601  
415/533-6831

Plating, metal products, anodizing

Americom Electronics Corp.  
Mr. Vincent Wong  
1426 West Winton Ave.  
Hayward, CA 94545  
415/785-7555

Printed circuit boards, electronics

Aztec Plastics, Inc.  
Mr. Ed Raquel  
P.O. Box 517  
Armada, MI 48005

Thermoplastic injection molding,  
ultrasonic welding

Banks and White Company, Inc.  
Mr. Albert Eng, Jr.  
349 Lincoln St.  
Hingham, MA 02043  
617/749-2342

Precision machining

BHK Machine Tools, Inc.  
Mr. Mohammed Butz  
3450 So. 148th  
Seattle, WA 98168  
206/433-1192

Stamping, forming, progressive dies,  
precision metal fabricators

California Overseas, Inc.  
Mr. Jin Soo Chung  
1580 Industrial St.  
Los Angeles, CA 90021  
213/748-8868

Chemicals, plastic resin, construction  
material, electronics components,  
fabrics

Circuit International, Inc.  
Mr. Bob Matal  
341 St. Paul Blvd.  
Carol Stream, IL 60187  
312/668-3580

Printed circuit boards

Circuit Laboratory  
Mr. Pyong Yol Cha  
23422 Peralta Drive  
Laguna Hills, CA 92653  
714/951-1155

Printed circuit boards, electronics

Conejo Circuits, Inc.  
Ms. Joyce Shipps  
2651 Lavery Ct., Suite A  
Newbury Park, CA 91320  
805/499-1902

Circuits (printed and etched), circuit  
wiring boards

Current Products, Inc.  
Ms. Barbara Gagnon  
1220 N. Batavia  
Orange, CA 92667  
714/633-7422

Electronic assembly, cable assembly,  
PC board stuffing, wire harness  
assembly

Dana Enterprises International, Inc.  
Mr. David Nakamura  
10381 S. Deanza Bl. 210  
Cupertino, CA 95014  
408/255-6686

Die cutting, polarizer, and other  
plastic materials

Data Science  
Mr. Max Liang  
1189 Oddstad Drive  
Redwood City, CA 94063  
415/365-8891

Computer interface, ADP input/output  
devices, data communications

Duramold Castings  
Mr. Babulal A. Lalwani  
1217 N. Merrifield Ave.  
Mishawka, IN 46545  
219/555-5316

Mold castings for aerospace, defense,  
and transportation

Dyna Flare  
Mr. Charles Ukita  
2943 Supply Ave.  
Los Angeles, CA 90040  
213/859-9444

Industrial diamond products, carbide  
dies and tools, precision tube end  
forming, machining

Endo-Morioka Machine Co.  
Mr. John Endo  
169-03 South Broadway  
Gardena, CA 90248  
213/323-7455

Precision machining, grinding, and  
production

Fala Enterprise International, Inc.  
Mr. Hsing Ta Tao  
23 Vreeland Road  
Florham Park, NJ 07932  
201/966-1180

Rubber parts, regulators, metal parts  
(forging, stamping, casting), fasteners

Fasteners West  
Mr. Ken Ito  
17307 Mount Wynne Circle  
Fountain Valley, CA 92708  
714/751-5842

Marine fasteners (stainless steel,  
brass, bronze)

H&R Machinists Co.  
Mr. James Ho  
55 E. PineAire Drive  
Bay Shore, NY 11706  
516/273-0070

Lathe milling, grinding, drilling, press  
welding, production (industrial)

Hand Screw Machine Co.  
Mr. Hideo Sakai  
4409 Train Ave.  
Cleveland, OH 44113  
216/631-8405

Machine metal parts, gears, shafts,  
special couplings

Hirami Manufacturing Co.  
Mr. Tom T. Hirami  
1854 W. 169th St.  
Gardena, CA 90247  
213/321-5955

Precision machining and  
manufacturing

Holley Metals, Inc.  
Mr. Paul Sam  
892 Fernhill Road  
Westchester, PA 19380  
215/692-4989

Sheet metal

Imperial Mod and Products, Inc.  
Mr. Joseph P. Ryan  
Compton, CA 90221  
213/537-5454

Thermoplastic injection molding

Ko Am Threading Co.  
Mr. Samuel Lee -  
10540 So. Norwalk Bl.  
Santa Fe Springs, CA 90670  
213/944-5533

Machine shop threading jobs

Metal Specialties Co.  
Mr. Don Toma  
2370 Alvarado St.  
San Leandro, CA 94577  
415/483-7790

Sheet metal fabricating

Metro Fabrication, Inc.  
Mr. Bruce E. Wee  
8015 Catherine Lane  
Louisville, KY 40222  
502/425-2201

Manufacturer of automotive appliance  
wiring looms, harnesses, electronic  
hoses

Micro Gear and Machining  
Mr. Yung Jai Yu  
P.O. Box 779  
Royal Oak, MI 48068  
313/288-4160

Helical & spur gears & splines,  
machining

Moldieco Plastic Products, Inc.  
Mr. William Yuan  
1000 King George Rd.  
Fords, NJ 08863  
201/738-1400

Inject molding, plastic products

National Metal Products  
Mr. John R. Garvey  
100 Leland Court  
Bensenville, IL 60106  
312/766-9050

Metal stampings, dies, sub-assemblies

Omega Manufacturing, Inc.  
Mr. Leroy Ajioka  
1517 W. 130th St.  
Gardena, CA 90249  
213/321-1800

Metal welding and fabrications

Plasteco, Inc.  
Mr. K. Sandow  
P.O. Box 24158  
Houston, TX 77029  
713/674-7686

Plastic fabrication (thermoform,  
vacuum)

Quality Fabrication, Inc.  
Mr. Kumar  
21701 Plummer St.  
Chatsworth, CA 91311  
213/790-8505

Machine job shop, sheet metal  
fabrication

RSK Tool, Inc.  
Mr. Ron Kohagura  
16602 S. San Pedro St.  
Carson, CA 90746  
213/532-2499

Machine shop, mold making, plastic  
injection molding

System Cable Products, Inc.  
Mr. Rosie Kupuy  
2711 Toledo St. 515  
Torrance, CA 90503  
213/320-5571

Wire and cables, connectors, harness  
assemblies, molding, cable assembly,  
printed circuit boards

Superior Manufacturing Co.  
Mr. Herb Chiu  
1638 Edinger  
Santa Ana, CA 92705  
714/547-6537

Electronic assembly, electronic  
research

Ton Circuits, Inc.  
Mr. Niem Tontat  
5101 Valley Ind. Blvd.  
Shakopee, MN 55379  
612/455-7630

Printed circuit boards

Trishul Manufacturing Co.  
Mr. Kumar Misra  
1800 Starr Batt Drive  
Rochester, MI 48063  
313/525-5210

Screw machine products

Tura Machine Co.  
Mr. Jay Narvikul  
Folcroft Industrial Park  
Folcroft, PA 19032  
215/534-1800

Castings, forgings, ferrous and  
nonferrous bar stock

## DBE Listing

### Black Firms

3A Industries, Inc.  
Mr. Reginald Frye  
3101 Empire Way S.  
Seattle, WA 98144  
206/725-2200

Manufacture wooden shipping crates  
and pallets

ACT Bending & Steel Co., Inc.

Mr. Alvie C. Cassel  
1914 W. Krause Ave.  
Peoria, IL 61605  
309/637-1144

Metal fabrication

AREL Industries, Inc.

Mr. Ernest Lacey  
Conn-Trols Division  
88 Hubbard St.  
Winsted, CT 06098  
203/379-8567

Manufacture electrical & electronic  
control panels

Ace Metal Fabricators, Inc.

Mr. Sam Fox  
1290 Viele Avenue  
Bronx, NY 10474  
212/542-8010

Precision sheet metal fabrication

All-Stainless, Inc.

Mr. Eugene Roundtree  
75 Research Rd.  
Hingham, MA 02043  
617/749-7100

Metal fabrication and fastener  
distribution

American Development Corporation

Mr. Garrett N. Tatum  
1930 Hanahan Road  
No. Charleston, S.C. 29406  
803/572-0010

Metal & plastic fabrication

American Steel Fabricating & Machinery

Mr. Nolan Williams  
1415 E. 45th St.  
Cleveland, OH 44103  
216/431-7380

Steel plate, tube & structural

Applied Electro Technology

Mr. Tom Culbertson  
2220 S. Anne St.  
Santa Ana, CA 92704  
714/556-6570

Manufacture relays

Assured Industrial Welding, Inc.

Mr. Percy L. Hubbard  
3812 Hires Lane  
Norwood, OH 45212  
513/532-7234

Welding, sheet metal fabrication,  
sandblasting

Aurora Engineering

Mr. C. F. Penrose  
1451 E. Main St.  
Santa Paula, CA 93060  
805/525-2050

Manufacture investment & permanent  
moldings, non-ferrous castings

Automated Process Controls, Inc.

Mr. Al Hayes  
100 N. Hill Drive, Suite 25  
Brisbane, CA 94005  
415/467-6162

Electric motor & control distributor

B&T Metals

Mr. L. J. Tolbert  
425 W. Town St.  
Columbus, OH 43212  
614/228-5411

Aluminum extrusion

Bar-Pat Mfg. Co., Inc.

Mr. George M. Bellinger  
375 Howard Ave.  
Bridgeport, CT 06605  
203/335-2193

Electronic design & manufacture

Basic Electronic Distributors

Mr. Jack McGruder  
230 W. Florence Ave.  
Ingelwood, CA 90301  
213/673-4300

Distribute power supplies, CRT  
terminals, line printers, plotters,  
software, & computer furniture

Beowulf Corporation

Mr. Columbus Sanders  
P.O. Box 5168  
Huntsville, AL 35805  
205/859-0004

Manufacture cable assemblies

Bestline Die Casting Co., Inc.

Mr. Thomas Paylor  
2511 W. Maypole  
Chicago, IL 60612  
312/226-3732

Die casting

Burks Electronics

Mr. Nathaniel Burks  
7853 Balboa Ave.  
San Diego, CA 92111  
619/279-6010

Assembly of printed circuit boards

C. G. Enterprises, Inc.

Mr. Phillip Ingram  
29532 Southfield, Ste. 110  
Southfield, MI 48076  
313/559-9663

Microcomputer sales & service

Cal-Am Switch and Relay

Mr. Derrel DeRouis  
4555 Chermak St.  
Burbank, CA 91505  
818/840-9040

Distributor electromechanical  
products

Cano Tool & Die Corporation

Mr. Bruce E. Robbin  
2033 W. Charleston St.  
Chicago, IL 60647  
312/384-1833

Metal stamping

Car-Ted Industries, Inc.

Mr. Henry J. Turner  
15 Union St.  
Lawrence, MA 01840  
617/685-8583

Electro-mechanical fabrication and  
assembly, sheet metal fabrication, PC  
board assembly

Carter Industrial Services

Mr. Will Carter  
2501 Fairview  
Anderson, IN 46011  
317/644-6601

Light & heavy assembly, metal  
fabrication, welding

Community Electronics Corporation

Mr. J. Goss  
911 Plymouth Ave.  
Minneapolis, MN 55411  
612/522-3675

Manufacture electronic interconnect  
devices for computer &  
telecommunications systems

Continental Metal Hose, Inc.

Mr. Melvin Brown  
8562 Sanford Drive  
Richmond, VA 23228  
804/266-6111

Fabricate corrugated flexible metal  
hoses

Control Systems Engineering, Inc.

Ms. June D. Bennett  
6701 Bluff Road  
Indianapolis, IN 46217  
317/787-0913

Electrical/electronic design,  
fabrication, assembly, & testing

Control Technology Co., Inc.  
Mr. Herbert Cooper  
41-16 29th St.  
Long Island City, NY 11101  
212/361-2133

Electronic manufacturer

Crescent Engineering Co., Inc.  
Mr. Jesse O. House  
4924 Everett Ave.  
Vernon, CA 90058  
213/585-7538

Machining, electrical wiring & assembly

DataChem, Inc.  
Mr. Ramesh Shah  
5761 W. 85th St.  
Indianapolis, IN 46278

Manufacture stand-alone computer & peripherals

Diversified Manufacturers Corporation  
Mr. Earl Cornish  
3532 Franklin  
Denver, CO 80205  
303/295-2522

Electromechanical subassemblies and manufacturing

Drafting Overload, Inc.  
Mr. Ron Stevenson  
2163 Santa Rosa Ave.  
Altadena, CA 91001  
213/791-4167

Sheet metal fabrication

Ebonex, Inc.  
Mr. Ramon H. Orange  
336 Court St.  
Binghamton, N.Y. 13904  
607/723-7437

Electronic & mechanical assembly

Electro National Corporation  
Mr. A. M. Radke  
P.O. Box 402  
Canton, MS 39046  
601/859-5511

Electronic manufacturer

Entrepreneur, Inc.  
Mr. Richard Calhoun  
13962 Enterprise Dr.  
Garden Grove, CA 92643  
714/554-6750

Precision machining

Forway Industries  
Mr. J. Farber  
122 Green Avenue  
Woodbury, N.J. 08096  
609/848-9336

Manufacturer general machine parts

Freedom Electronics & Engineering, Inc.  
Mr. Archie R. Williams  
264 Columbia Rd.  
Dorchester, MA 02121  
617/422-1700

Computer power supplies & power controls, cables & harnesses

G & L Fabricating & Engineering, Inc.  
Mr. Gerald E. Gray  
3451 Chestnut St.  
Oakland, CA 94608  
415/652-8242

Metal fabrication

G & M Machine Products, Inc.  
Mr. Steven M. Geiger  
6202 E. Walnut St.  
Westerville, OH 43081  
614/855-9562

Aluminum extrusions

G. General Electro-Components  
Mr. Roland Dombroski  
P.O. Box 327  
Hartford, CT 06141  
203/659-3573

Manufacture relays, electronic/electrical assemblies

Har-Mac Co., Inc.  
Mr. George McDaniel  
9739 Klingerman St.  
So. El Monte, CA 91733  
818/422-4160

Aerospace machining, electronics

Holeman Electric Supply  
Mr. Spencer Holeman  
1020 Illinois St.  
San Francisco, CA 94107  
415/826-8585

Electric supply company

Hollands Fabrication & Welding Technology  
Mr. Willie Hollands  
5202 S. Proctor  
Tacoma, WA 98409  
206/473-6171

Structural steel fabrication, stainless & carbon steel

Huntsville United Research & Technology Inc.  
Ms. Diane J. Gray  
P.O. Box 3037  
Huntsville, AL 35810-0037  
205/859-2810

Research, development, & engineering in electro-optics, laser, & electric motor power conservation

Instrutek Corporation  
Mr. Kenneth Robinson  
3rd & Somerset St., 3rd Fl.  
Philadelphia, PA 19133  
215/423-8120

Design and manufacture electrical property measuring instruments

Jaystan, Inc.  
Mr. S. L. Wilson, Jr.  
1702 S. Del Mar Ave.  
San Gabriel, CA 91776  
213/280-2102

Manufacture electronic printed wiring boards

J. T. Slocomb Company  
Mr. E. J. Gregory  
68 Matson Hill Rd. So.  
Glastonbury, CT 06073  
203/633-9485

Manufacture micrometers, parts for aircraft engines

JWM Corporation  
Mr. J. C. Montgomery  
2590 Grant Ave.  
Philadelphia, PA 19114  
215/698-9138

R&D and full scale development for prime mission equipment and training systems

Jambor Tool & Stamping Company  
Mr. Max Broyles  
7850 N. 81 St.  
Milwaukee, WI 53223  
414/355-2092

Manufacture auto parts & truck parts

Juno Enterprises  
Mr. Beckwith Horton  
11490 Xeon St.  
Minneapolis, MN 55433  
612/755-5110

Design & manufacture electromagnetic components

Kentucky Metal Fabrication  
Mr. Ralph B. Emerson  
4459 Louisville Ave.  
Louisville, KY 40209  
502/361-1414

Metal fabrication

Koboway, Inc.  
Ms. Mary Wathan  
380 Clinton  
Costa Mesa, CA 92626  
714/556-4730

Manufacture PC boards

Lee-Tech Industries, Inc.  
Mr. John T. Paek  
201 Harvestore Dr.  
DeKalb, IL 60115  
815/756-5555

Cable & wire, bulk, cut, terminated,  
molded

LeeMAH Electronics, Inc.  
Mr. Greg Norwood  
729 Filbert St.  
San Francisco, CA 94133  
415/434-3780

Cable assembly, printed circuit board  
assembly, harness, system assembly,  
coax cable assembly, transformers

Litchfield Microwave Lab.  
Mr. Mike Litchfield  
191 Lost Lake Ln.  
Campbell, CA 95008  
408/378-0377

Design & manufacture microwave  
components

Logical Technical Services Corporation  
Mr. E. A. Greenlee  
71 W.23rd St.  
New York, NY 10010  
212/741-8340

Design and manufacture special  
electronic test equipment

Metz Electronics Corporation  
Mr. Wilfred Palmer  
Primrose Lane  
Laconia, NH 03062  
603/524-8806

Printed circuit board assembly

Miller Gear Co.  
Mr. John Getz  
111 Commerce Road  
LaGrange, OH 44050  
216/355-8018

Manufacture precision gears

Owen Enterprises, Inc.  
Mr. Charles A. Owen  
223 W "D" St.  
Wilmington, CA 90744  
213/835-7436

Manufacture reinforced plastic  
shapes for aircraft industry

Pantrol, Inc.  
Mr. Roy Givens  
3933 E. Boone Ave.  
Spokane, WA 99202  
509/535-9061

Manufacture instrumentation &  
control panels

Premier Fabricating Co., Inc.  
Mr. Kenneth E. Milton, Sr.  
70 E. Jefryn Blvd., Bldg. B  
Deer Park, NY 11729  
516/242-9838

Precision machining of plastic or  
metal

Progress Products Co., Inc.  
Mr. Mack Washington  
2783 Roberts Ave.  
Philadelphia, PA 19129  
215/849-6400

Electronic assembly

Quadrattech Research Corporation  
Mr. Frederick Barrett  
300 Druid Park Dr.  
Baltimore, MD 21215  
301/542-5000

Assemble electronic communication  
equipment

Quick-Cast Ltd.  
Mr. Lloyd A. Archer  
P.O. Box 1055, 31 Charlotte St.  
Plattsburgh, NY 12901  
518/563-2340

Zinc die-castings

R & W Bronx & Aluminum, Inc.  
Mr. L. Winston  
1809 Cornell Ave.  
Indianapolis, IN 46202  
317/925-7369

Manufacture iron, aluminum, & brass  
castings

RTP Sheet Metal, Inc.  
Mr. Emanuel Henderson  
500 E. Brighton Ave.  
Syracuse, NY 13210  
315/472-7304

Metal fabrication

Rathco Steel Fabricators, Inc.  
Mr. William M. Thompson  
4901 Ward Rd.  
Wheatridge, CO 80033  
303/421-4785

Fabrication of structural &  
miscellaneous steel

Rocky Mountain Electrical Supply, Inc.  
Mr. Herman Malone  
1490 West 3rd Ave.  
Denver, CO 80223  
303/825-5868

Wholesale distributor of electrical  
supplies and equipment

Rudy's Casting Co., Inc.  
Mr. Rudolph Riddick  
108 Fort Path Rd.  
Madison, CT 06443  
203/245-9872

Non-ferrous castings of brass, bronze,  
& aluminum

Softool Corporation  
Dr. Leon Presser  
340 South Kellogg Ave.  
Goleta, CA 93117

Software productivity tools, software  
methodology tools

Superior Engineering & Electronics Co.  
Mr. Ralph Williams  
360 N. Sepulveda Blvd., Ste. 2020  
El Segundo, CA 90245  
213/640-0047

Engineering & analytical services

Tampa Printed Circuit Corp.  
Mr. Peter Rafferty  
5413 Jet View Circle  
Tampa, FL 336148  
813/885-3367

Manufacture PC boards

Taylor Electronics, Inc.  
Mr. Junius Taylor  
401 W. Orion  
Tempa, AR 85283  
602/838-4523

Design & manufacture power  
supplies, RF amplifiers, audio  
amplifiers, frequency synthesizers

Unitronic  
Ms. Robin Smith  
2114 Ringwood Ave.  
San Jose, CA 95131  
408/946-5110

Circuit design & development of PC  
board layout & manufacture

Warm Springs Sub-Assembly Plant  
Mr. Everett Miller  
P.O. Box C  
Warm Springs, OR 97761  
503/553-1161

Assemble electronic components in  
dust-proof facility

## DBE Listing

### Hispanic Firms

A-C Welding Supply  
Mr. Alfredo Canler  
124 Laitram Lane  
Harahan, LA 70123  
504/733-6400

Distribution of welding supplies

AAA Machine Metal Stamping  
438 Vine Street  
San Antonio, TX 78210  
512/534-9492

Machine shop

ANL Spring  
Mr. Sal Luna  
18307 Weaver St.  
Detroit, MI 48228  
313/837-0200

Spring manufacturer

Advanced Heli Welders  
Mr. Burt Orrego  
938 Pardee St.  
Berkeley, CA 94710  
415/849-2811

Precision welding, fabrication

Amco Tool & Die Corp., Inc.  
Mr. Antonio P. Macias  
110 W. Turbo Dr.  
San Antonio, TX 78216  
512/349-2980

Metal fabrication

Amercor Corporation  
Mr. Jose A. Arredondo  
4814 N.W. Industrial  
San Antonio, TX 78238  
512/681-9630

Metal fabrication and machining

American Cable Co., Inc.  
Mr. Carlos M. Gonzalez, Sr.  
3509 N. Randolph St.  
Philadelphia, PA 19140  
215/225-6975

Manufacture battery cables and terminals

American Monarch Corp.  
Mr. Miguel Mendoza  
2801 37th Ave., N.E.  
Minneapolis, MN 55421  
612/788-9161

Electronic and electrical components manufacturer

Arral Industries  
Mr. Louis Arranaga  
1630 Shearwater St.  
Ontario, CA 91761  
714/947-6585

Precision machining, assembly, fabrication. Design & engineering development in electronic, mechanical, hydraulic, and hydro-mechanical systems

Aztec Boring  
Mr. William Martinez  
33517 Kelly Road  
Fraser, MI 48026  
313/296-6450

Machining & boring

Aztec Plastics, Inc.  
Mr. Ed Raquel  
34200 Klein Road  
Fraser, MI 48026  
313/296-6000

Custom injection molding

Carvajal Saddlery Co.  
Mr. Oscar Carvajal, Jr.  
422 Chestnut St.  
San Antonio, TX 78202  
512/222-8262

Leather fabrication, cut and sew canvas, aircraft seat covers, etc.

Casde Corp.  
Mr. Robert Saucedo  
2707 Toledo St., #604  
Torrance, CA 90505  
213/533-6888

Computer software engineering

Cedillos Testing Co.  
Mr. Ron Cedillos  
12309 S. Woodruff  
Downey, CA 90241  
213/923-7209

Non-destructive testing

Centennial Bolt, Inc.  
Ms. Rachel Cordova  
4800 Lima St.  
Denver, CO 80239  
303/371-1370

Industrial supplies

Chavez Machining  
Mr. Gil Chavez  
7370 Opportunity Rd., Ste. R  
San Diego, CA 92111  
619/292-9114

Machine shop specializing in parts for electronic equipment

Cima Machine & Tool Co.  
Mr. Basilio Parrales  
2714 West 21st St.  
Chicago, IL 60608  
312/277-3727

Precision computerized machining

Computer Technology Associates  
Mr. Tom Velez  
5670 So. Syracuse Crc. #110  
Englewood, CO 80111  
303/740-7026

Computer systems design

Cordova Bolt, Inc.  
Mr. Moses E. Cordova  
14014 Gannet St.  
Santa Fe Springs, CA  
213/921-0586

Fastener distributor

Cortes Equipment Service Co.  
Mr. H. Hirata  
P.O. Box 1307  
Long Beach, CA 90801-1307  
213/426-0311

Diesel engine generator sets

DME Corporation  
Mr. Luis R. Mola  
111 S.W. 33rd St.  
Ft. Lauderdale, FL 33315  
305/463-5066

Manufacture electronic/electrical equipment, plastic thermoforming, heat stamping, engineering of mechanical, electronic, & r.f. equipment

Delaco Supreme Tool & Gear  
Mr. Charles Diez  
19024 Florida Ave.  
Roseville, MI 48066  
313/775-6325

Manufacture precision gears

Denver Gasket & Packaging Co.  
Mr. Joseph Flores  
4935 Pearl St.  
Denver, CO 80216  
303/623-8327

Manufacture plastic, fiberglass, & rubber gaskets

Duroyd Gasket  
Mr. Dennis Pimentel  
64 C Nancy St.  
West Babylon, NY 11704  
516/491-1142

Gasket manufacturing

Duroyd Mfg. Co., Inc.  
Mr. John Pimentel  
1 Lawton St.  
Yonkers, NY 10705  
914/667-3734

General machining

## Electrical Power Products

Mr. Peter Aguilar  
436 Robert Avenue  
Santa Clara, CA 95050  
408/727-8462

Manufacture electrical controls

## Electro-Fab

Ms. Veronica Trujillo  
135 Virginia Ave.  
Albuquerque, NM 87108  
505/256-9515

Cable assembly, chassis wiring & harnessing, prototype & volume PC assembly

## Electro Technic, Inc.

Mr. Jose Limon  
314 Fassett St.  
Toledo, OH 43605  
419/693-0629

Electronic assembly

## Electronic Devices Co.

Mr. Casey Trujillo  
308 Muriel St., N.E.  
Albuquerque, NM 87123  
505/884-2950

Distributor of electronic and electrical devices

## Electronic Metal Products

Mr. Julian Goren  
2090 W. College Ave.  
Englewood, CO 80110  
303/922-8175

General machining and metal fabrication

## Engineered Control Systems

Mr. Frank Palacios  
One Kelley Ct  
Menlo Park, CA 94025  
415/321-8920

Manufacture and design process control systems

## Faspro, Inc.

Mr. Antonio Rivera  
4757 South Loop, East  
Houston, TX 77033  
713/738-7673

Manufacture and distribute fasteners

## Fibco Plastics

Mr. Anthony Rivera  
6899 Oran Circle  
Buena Park, CA 90621  
714/522-1161

Manufacture of reinforced plastic products

## Frontier Manufacturing

Mr. Al Ortiz, Sr.  
815 Kennie Rd.  
Pueblo, CO 81001  
303/542-2274

Steel fabrication

## Fusion Welding

Mr. Luciano Cortez  
7341 Caribou  
San Antonio, TX 78238  
512/681-5487

Metal fabrication

## H&amp;H Precision Sheet Metal

Mr. Ernest Amador, Jr.  
12229 Woodruff Ave.  
Downey, CA 90241  
213/803-1491

Precision sheet metal fabrication

## Highland Pump

Mr. Manuel Sanchez  
P.O. Box 6487 ATS  
Midland, TX 79701  
915/563-2880

Manufacture of rod & hydraulic subsurface pumps & flow control valves

## IMC

Dr. Otto Fest  
4016 E. Tennessee St.  
Tucson, AZ 85714  
602/748-7900

Digital process control instrumentation

## Independent Forge Co.

Ms. Rosemary Ruiz  
692 N. Batavia St.  
Orange, CA 92668  
714/997-7337

Precision no-draft and aluminum forgings

## Infotec Development, Inc.

Mr. Jesus Fernando Niebla  
3505 Cadillac Ave., Bldg. M.  
Costa Mesa, CA 92626  
714/241-8254

Systems and computer engineering

## Integrated Technology, Inc.

Mr. Louis Rousselot  
995 Garden of the Gods Rd.  
Colorado Springs, CO 80907  
303/593-0323

Electronic assembly, wire wrapping, wire inspection

## International Electronics

Mr. Jose Lopez  
10937 Pellicano Dr.  
El Paso, TX 79935  
915/598-3406

Electronic component distributor

## Joaquin Manufacturing

Mr. Dan Bargas  
3935 South Kalamath  
Englewood, CO 80110  
303/761-9132

Manufacture portable shelters, steel fabrication, steel fabrication products

## Kennedy Plastics

Mr. Arthur Fernandez  
17373 Eastman St.  
Irvine, CA 92714  
714/979-4282

Plastic fabrication, vacuum forming, thermoform pressure forming of plastics

## Marbrow Corporation

Mr. Alberto Martinez  
P.O. Box 695  
Pharr, TX 78577  
512/787-8541

Metal fabrication

## Martinez Aerospace Corporation:

Mr. Joe Martinez  
3850 Santa Fe Ave.  
Vernon, CA 90058  
213/583-4603

Precision machining & welding

## Material Handling Supermarket

Mr. Frank Romero  
2129 Washington  
Kansas City, MO 64108  
816/471-1020

Industrial distribution

## Mattco Forge, Inc.

Mr. Mateo Minguez  
16443 Minnesota Ave.  
Paramount, CA 90723  
213/634-8635

Upset, open, and close-die forging

## Metal Craft

Mr. Jose Ruiz  
718 Debelius Ave.  
Baltimore, MD 21205  
301/485-0880

Precision sheet metal fabrication, machining

## Montoya Precision

Mr. Bob Montoya  
42 W. 70th Ave.  
Denver, CO 80221  
303/426-6393

Precision machining and assembly

## Morales Engineering and Manufacturing

Mr. Larry Morales  
149 E. 162nd St.  
Gardena, CA 90248  
213/323-3802

Precision machining

## National Foundry &amp; Mfg. Co.

Ms. Eldemira Green  
P.O. Box 1146  
Crane, TX 79731  
915/558-3444

Foundry

National Systems and Research  
Mr. Celestino Archuleta  
105 E. Vermijo, #210  
Colorado Springs, CO 80903  
303/633-2680

Computer software engineering &  
systems analysis

New Bedford Panoramex  
Mr. Robert Ozuna  
8333 Chetle Ave  
Santa Fe Springs, CA 90670  
213/945-6491

Electronic, electrical control  
instrumentation

OK Tooling Co.  
Mr. Robert Gonzalez  
P.O. Box 1282  
Pueblo, CO 81002  
303/948-3950

Precision machining and fabrication

P & S Metal Supply Corporation  
Mr. Ramon Sanchez  
4955 East Cecille Ave.  
Las Vegas, NV 89110  
702/643-0530

Metal distribution (steel)

Perez Machine  
Mr. Mario Perez  
2110 Gladwick  
Compton, CA 90220  
213/638-4164

Precision machining

Polar Mold and Automation  
Mr. Avelino Pacios  
4620 N. Ronald St.  
Harwood Heights, IL 60656  
312/867-8227

Design and manufacture of  
experimental molds

R & E Electronics, Inc.  
Mr. Ed Mayorga  
P.O. Box 4850  
Wilmington, NC 28401  
919/763-4750

Engineering and manufacturing of  
computer interfaced communications  
systems

RMS Farrell  
Mr. Dan Robles  
27 Picket District Rd.  
New Milford, CT 06776  
203/355-2651

Precision sheet metal fabrication and  
precision machining

Raloid Machine Corporation  
Mr. Ramon Jadra  
109 Wabash Ave.  
Reisterstown, MD 21136  
301/833-2272

Precision machining and fabrication

Rees Electronics, Inc.  
Albert Rees  
151-21 W. Industry Court  
Deer Park, NY 11729  
516/586-1177

Wiring and soldering of electronic  
circuit card assemblies and cable  
assemblies

Richard Electric Supply  
Mr. Julian Fernandez, Jr.  
7281 N.W. 8th St.  
Miami, FL 33126  
305/266-8000

Electrical equipment distribution

Right Way Machine  
Mr. Ernest Garcia  
438 Corrales Rd., N.E.  
Albuquerque, NM 87112  
505/897-1154

Precision tool and die, precision  
machining

Roselm Industries  
Mr. Conrad Arguijo  
2511 No. Seaman Ave.  
So. El Monte, CA 91733  
818/442-6850

Electronic equipment manufacturer

SBA International  
Mr. Gustavo Mendez  
115 Praelan Ave., #7  
San Jose, CA 95112  
408/275-1150

Electronic assembly

Sausedo Metal Products  
Mr. Martin Perez  
1597 S. 7th St.  
San Jose, CA 95112  
408/294-8225

Precision sheet metal fabrication

Southeast Machine Co.  
Mr. Luis Cantu  
416 Rotary St.  
Hampton, VA 23661  
804/838-6155

Precision machining

Spotts Machine Works, Inc.  
Mr. Paul Rojas  
1124 W. 25th St.  
Kansas City, MO 64108  
816/842-1641

Precision metal fabrication and  
machining

Texas Seal Supply Co., Inc.  
Mr. Marcos Gallegos  
606 No. Great Southwest Pkwy.  
Arlington, TX 76011  
817/640-1193

Distributor of gaskets and seals

Thermometrics Corporation  
Mr. Frank Hernandez  
8645 Yolanda Ave.  
Northridge, CA 91324  
213/886-3755

Manufacturer, precision temperature  
measuring devices

Thermonics  
Mr. John Trujillo  
22815 Sutro St.  
Hayward, CA 94541  
415/538-3304

Precision component machining,  
design, assembly

Torco Products  
Mr. Froylan Torres  
41 Commerce, S.W.  
Grand Rapids, MI 49503  
616/454-3443

Precision machining of automotive  
components

Touche Manufacturing, Inc.  
Mr. Jose Zertuche  
758 Lenzen Ave.  
San Jose, CA 95126  
408/998-5460

Precision metal fabrications

Trevino Sales  
Mr. Issac Trevino  
2872 Walnut Hill Ln.  
Dallas, TX 75229  
214/357-5446

Electronic component distributor

U.S. Foam  
Mr. Andrew Jimenez  
401 N.E. 22nd St.  
Ft. Worth, TX 76106  
817/625-4124

Rubber & foam rubber manufacturer

Weld-Fab, Inc.  
Mr. Ray Herrera  
10831 Capital -  
Oak Park, MI 48237  
313/542-1338

Steel forming and fabrication

Wholesale Distributors  
Mr. Norman Castaneda  
6715 Dublin Blvd.  
Dublin, CA 94568  
415/829-3239

Industrial supplies

## DBE Listing

### Native American Firms

A-1 Electronics, Inc.  
Mr. Gene Flamand  
3rd & Vermont  
Spirit Lake, ID 83869  
800/635-1545 or  
208/623-3111

Electronic supply

Aircraft Engineering  
Mr. E. T. Warner  
1550 Texaco Ave.  
Paramount, CA 90723  
213/636-3377

Fabricate molded plastics

All-Valve Co., Inc.  
Ms. Marie E. Sales  
10357 Los Alamitos Blvd.  
Los Alamitos, CA 90720  
213/598-7792

Industrial supplies

Arrow Associates & Manufacturing Co.  
Mr. Joe Small  
3061 La Jolla, Unit A  
Anaheim, CA 92805  
717/558-9517

Precision machining, tool design, and fabrication

Butler, Inc.  
Mr. Joe Butler  
1600 W. 166th St.  
Gardena, CA 90247  
213/323-3114

Manufacturer of screws, bolts,  
MS-NAS-AN socket heads

C. C. & M. Anodizing  
Ms. Edith Fisher  
789 Anita St.  
Chula Vista, CA 92011  
619/429-0440

Aluminum anodizing

Cayuga Associates, Inc.  
Mr. John Gray  
27892 John Road  
Madison Heights, MI 48071  
313/548-6277

Architecture and engineering

Chavis Tool and Manufacturing Co., Inc.  
Mr. Earl Chavis  
P.O. Box 746  
Florence, SC 29503  
803/346-3221

Tools, dies, screw machine products,  
& fasteners

Cherokee Data Systems  
Mr. Jack Tatum  
35 Hopkins Way, M411  
Redondo Beach, CA 90277  
213/379-0417  
Systems engineering and  
communications development

Chief Pallet Corporation  
Mr. James Overton  
P.O. Box 146  
Roff, OK 74865  
405/436-2605

Wooden pallets

Chippwa Tool & Mfg. Co.  
Mr. Cecil Jeanotte  
15330 Colorado Ave.  
Paramount, CA 90723  
213/630-0622

Machining, tooling, and welding

Creek Indian Foundry Co.  
Mr. Eugene Simmons  
711 S. Katy Street  
P.O. Box 1250  
Muskogee, OK 74401  
918/682-4249

Foundry, machining & sheet metal

D&H Electronics Co., Inc.  
Ms. D. M. Schevitz  
Rt. 5, 61B1, Palmetto Rd.  
St. Augustine, FL 32084  
904/471-6400

Electronics distributors

Fluidyne Corporation  
Mr. Douglas J. Hughes  
424 W. 1st St., #6  
Tustin, CA 92680  
714/669-1608  
Manufacturing fluid power systems,  
power supplies

Forward Mfg. Co., Inc.  
Mr. E. H. McGee  
3010 South Main  
Ft. Worth, TX 76110  
817/921-3523  
Screw machine products, fasteners

Haanah Company  
Mr. John Moore  
11628 Sheldon Street  
Sun Valley, CA 91352  
818/767-3104  
Plastics & fiberglass manufacturing,  
machining, tools, & dies

Hopi Electronics Enterprises  
Mr. Alexander W. Ami  
P.O. Box 100  
Polacca, AZ 86042  
602/737-2536  
Electronic manufacturing, harness  
assembly, wire termination

Jackmar Engineering  
Mr. John Jackson  
15215 Weststate St.  
Westminster, CA 92683  
Tool work and design

Jim James Enterprises  
Mr. Jimmy James  
12926 Saticoy St., #9  
No. Hollywood, CA 91605  
213/982-3766  
Electronic cabinets, chassis,  
components

Koboway, Inc.  
Mr. Paul Ketchum  
380 Clinton St.  
Costa Mesa, CA 91626  
714/556-4630  
Manufacture of printed circuit boards

L. D. Cooper-Industrial Models  
Mr. Lon Cooper  
31248 Palos Verdes Dr.  
West Rancho Palos Verdes, CA 90274  
213/377-3508  
Industrial models and prototypes

M&H Precision  
Mr. Mike Hakonsson  
11649 Sherman Way  
No. Hollywood, CA 91605  
818/764-8675  
Precision machine tooling

Metal Consultants International  
Mr. Ray Gilligan  
6571 Aitura Blvd.  
Buena Park, CA 90620  
714/871-1441  
Distributor of raw material and metals

Mobile Equipment Co.  
Mr. Ray Hunt  
3610 Gilmore Ave.  
Bakersfield, CA 93308  
805/827-8476  
Manufacture and repair of truck bed  
bodies

Motschman Centerless Grinding  
Mr. Fred Motschman  
7962 Salt Lake Ave.  
Building C  
Huntington Park, CA 90255  
213/773-0036  
Precision grinding

Naco Plastics, Inc.  
Mr. Tom Nave  
1401 SW 14th  
P.O. Box 2346  
Bartlesville, OK 74005  
918/336-3820

Industrial custom blow molding,  
design, consultation, and  
manufacturing, compounders of PPS  
coating powder

National Minority Supply, Inc.  
Mr. Jon P. Franklin  
P.O. Box 907  
Bartlesville, OK 74005  
918/336-1191

Industrial supply

Oneida Materials Co.  
Mr. Dave Powless  
P.O. Box 728  
Cucamonga, CA 91730  
714/985-0191

Recycle industrial waste product  
(steel)

Owen Enterprises, Inc.  
Mr. Charles Owen  
436 N. Fries Ave.  
Wilmington, CA 90744  
213/835-7436

Manufacture reinforcement plastics

Pro-Weld  
Mr. Harvey Hewin  
2235 Gaylord  
Long Beach, CA 90813  
213/435-5517

Heliarc welding specialist

Rex Currier Industrial Distributors, Inc.  
Mr. Alan D. Fabain  
15789 Reyerson Rd.  
New Berlin, WI 35151  
414/784-8200

Industrial supply

Sam's Electronic Assembly, Inc.  
Ms. Edith Fischer  
1051 W. 35th St.  
National City, CA 92032  
714/426-3401

Electronic assembly

Signal & Control Co.  
Mr. John H. Rocca  
P.O. Box 920  
Purcellville, VA 22132  
703/777-5901

Traffic signal equipment

Starr Grinding  
Mr. John Starr  
1104 Arroyo Avenue  
San Fernando, CA 91340  
Precision grinding

Strip Clean Co.  
Mr. Charlie Masters  
5105 W. First  
Santa Ana, CA 92703  
714/775-7797

Stripping of all metal products

Turtle Mountain Mfg. Co.  
Mr. Dal Nadeau  
Hwy 5 West, Box 770  
Belcourt, ND 58316  
701/477-6404

Metal fabrication

Wil-Jo Mfg., Inc.  
Mr. Joseph Wilson, Jr.  
642 Duggan St.  
Azusa, CA 91702  
818/969-6791

Machining, microwave  
communications, radar technology

Wilder Electronics  
Mr. Paul Wilder  
HCR 275  
325 Dusty Lane  
Ft. Independence, CA 93526  
619/878-2420

Electronic assemblies, harnesses,  
chassis wiring, cable termination, and  
P.C. board loading

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## DBE Listing

### Women-Owned Firms

Alton Electronic Co.  
Ms. Bobbie Shiflett  
2901 Druid Park Drive  
Baltimore, MD 21215  
301/225-3002

Electronic parts

American Palmetto Tool Supply, Inc.  
Ms. Annette Mucci  
P.O. Box 622  
Bauldin, SC 29662  
803/288-7526

Machine tool cutting

Beryl Electronics Industries, Inc.  
Ms. Beryl Lax  
13 Greenpoint Ave.  
Brooklyn, NY 11222  
718/383-2208

Manufacture and distribution of  
electronic connectors

CEC Electronics Corp.  
Ms. Cheryl Lujan  
3535 Shade Road  
Akron, OH 44313  
216/666-0739

Electronic distributors

Dae Instrument Service, Inc.  
Ms. Pat Enseki  
1321 Huntington Drive  
Alhambra, CA 91030  
213/258-0578

Electronic analog/digital test  
equipment

Datasystem Designers, Inc.  
Ms. Gay Manning  
4350 Johnson Drive, Ste. 179  
Fairway, KS 66205  
913/362-6969

Computer systems for manufacturing,  
distribution, and publishing (hardware  
and software)

Detroit Bandag, Inc.  
Ms. Susan Funk  
850 Dix  
Detroit, MI 48217  
313/842-5100

Tire retreading

Electro Pulse  
Mr. Roy Jarrett  
59E Village Green  
Bud Lake, NJ 07828  
201/347-4739

Build electronic board equipment

Electronic Component Sales  
Ms. Jacqueline Brown  
4820 Seton Drive  
Baltimore, MD 21215  
301/358-1900

Distributor of batteries, connectors,  
relays, semiconductors, fuses and  
resistors

Fahlgren S. House of Fasteners  
Ms. Linda Fahlgren  
16031 Denley St.  
Hacienda Heights, CA 91745  
213/961-0202

Wholesale fasteners

G.W. Products  
Mr. Gene Wise  
P.O. Box 1478  
Plano, TX 75074  
214/422-1746

Electronic components

J.S. Tobin Construction Co.  
Ms. Patricia O'Rourke  
P.O. Box 3270  
Kansas City, KS 66103  
913/321-6772

Construction

Lind Tool Engineering  
Mr. Albert Lind  
712 Lake Highlands Dr.  
Allen, TX 75002  
219/424-2237

Design and build plastic injection  
molding tools and dies

Lipaya Enterprises International  
Ms. Teresa Yacob  
P.O. Box 135  
Enfield, CT 06082  
203/741-2810

Supplies, electronic components,  
industrial cutting tools

Mid America Parts & Equipment  
Ms. Marsha Rajacich  
1212 East 19th St.  
Kansas City, MO 64108  
816/221-4232

Truck/bus parts

Mid States Fasteners Co.  
Ms. Arlene R. Sweeney  
8397 Terminal Rd.  
Newington, VA 22122  
703/550-9777

Nuts and bolts, fasteners, bearings,  
hydraulics, machine parts

Pride Plastics, Inc.  
Ms. Patricia Maxson  
1512 Marsh  
Kansas City, MO 64126  
816/836-4140

Mfg. polyethylene film & bags,  
industrial & retail

Rodriguez Electronics, Inc.  
Mr. Paul Johns  
430 Ritt Street, Box 536  
St. Peter, MN 56082  
507/931-6631

Facility electronic final solder power,  
module packaging ribbon

Slaco Tool & Mfg., Inc.  
Ms. S. L. Anderson  
25916 W. Seven Mile Road  
Redford, MI 48240  
313/537-0037

Machining, computer controlled

Sierra Nevada Corp.  
Ms. Doris Chisholm  
P.O. Box 60190  
Reno, NV 89506  
702/972-3098

Development, electronic equipment

Smith Tools & Fasteners  
Ms. Marie Smith  
1329 Swift  
No. Kansas City, MO 64116  
816/842-6015

Distribution of tools & fasteners

Spectrum Electronics, Inc.  
Ms. L. Williams  
P.O. Box 986  
Shaker Heights, OH 44120  
216/913-3617

Electronic equipment & components

Tabtco, Inc.  
Mr. Harry H. Baker  
5706 J. St., N.E.  
Fairmont Heights, MD 20027  
301/925-8865

Electronic controls

Telex Components  
Mr. Jaime Delgado  
10609 Metric Blvd.  
Austin, TX 78758  
512/359-9874

Electronic components, resistors,  
custom substrates

Tide Electronics, Inc.  
Mr. H. C. Miller  
97 So. State St.  
Hackensack, NJ 07601  
201/488-3900

Electronics distributor

Transmissions by Lucille, Inc.  
Ms. Jenny Treganowan  
49 Verona Road  
Pittsburgh, PA 15235  
412/731-5860

Automatic transmission  
remanufacturing

Villarreal Electronics  
Ms. Rita Villarreal  
RR2, Box 43, South Rd.  
Millbrook, NY 12545  
914/667-3447

Electronic wire and cable distribution

Westminster Engineering, Inc.  
Mr. Julian Sanchez  
2893 E. La Palma  
Anaheim, CA 92806  
714/630-5350

Printed circuit board service  
(electronic, mechanical)

Wilco Wire and Cable Co., Inc.  
Ms. Judy Wilson  
1921 Las Plumas Ave.  
San Jose, CA 95133  
408/926-8880

Electronic electrical wire and cable  
assembly





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