



## PG&E Recognizes Diverse Suppliers at Annual Event

**D**iverse suppliers **DC Construction**, **S&S Supplies and Solutions** and **World Wide Technology Inc.** were prominently recognized at the **3rd Annual Supplier Conference**, hosted by PG&E's Sourcing organization. This two-day event, held **October 8** and **9** in **San Francisco**, included a match-making event, dinner, awards program and a series of workshops.

More than **130** suppliers and their guests attended the awards dinner. PG&E officers **Jack Keenan** (Chief Executive Officer and Senior Vice President), **Des Bell** (Senior Vice President, Shared Services and Chief Procurement Officer) **Bill Harper** (Vice President, Diversity and Inclusion), **Bill Hayes** (Vice President, Energy Delivery, Gas and Electric Distribution), **Mark Johnson** (Vice President, Electric Operations and Distribution) were in attendance and participated in the dinner and awards program.

During the awards program, S&S Supplies and Solutions, World Wide Technology, Inc. and DC Construction were recognized under the following categories:

### Supplier of the Year: S&S Supplies and Solutions

S&S Supplies and Solutions was recognized for the following:

- Demonstrates consistent high levels of customer service
- Utilizes mutually beneficial breakthrough technology
- Improves year-over-year diverse subcontracting dollars and percentages
- Focuses on workplace safety and low occurrence of incidents
- Exhibits environmental leadership through action

### Diverse Supplier of the Year: World Wide Technology, Inc.

World Wide Technology, Inc. was recognized for the following:

- Year over year subcontracting percentage improvement
- Demonstrates leadership by mentoring, developing and growing CPUC certified suppliers
- Proactively implements outreach plans to identify suppliers to increase subcontracting dollars

### Safety Supplier of the Year: DC Construction

DC Construction was recognized for the following:

- Worked approximately 180,000 hours with only two OSHA recordable events

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### Supplier of the Year: S&S Supplies and Solutions



(L-R) PG&E Sourcing Director Steve Coleman, S&S Supplies and Solutions Tracy Tomkovicz (CEO), Steve Tomkovicz, Glen Frank, PG&E's Prima Smith and Dan Slattery, S&S Supplies and Solutions.

### Diverse Supplier of the Year: World Wide Technology, Inc.



(L-R) PG&E Sr. Supply Chain Director Charles Twamugabo, World Wide Technology, Inc. Dicran Arnold, Tim Hanekamp, Ron Borromeo, Bob Olwig and PG&E's John Skerry.

### Safety Supplier of the Year: DC Construction



(L-R) PG&E Energy Delivery, Gas & Electric Distribution VP Bill Hayes, DC Construction's Heather Ordoubadi, Ralph Escobar, Denna Millhollin (President), Ramiro Puentes, PG&E's Michael Lohr.

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- Driven approximately 1.8 million miles without a motor vehicle incident.
- Supplier has an active safety education program

In addition, the **2008 Supplier Diversity Sub-Contracting Award** was presented to **CORESTAFF Services**.

CORESTAFF was recognized for the following:

- In 2007, diversity subcontracting spend totaled \$54.1 million
- Demonstrates leadership in mentoring with its Mentor Protégé and Incubation programs to assist diverse suppliers
- Supports several organizations that certify diverse suppliers

The second day of the event included a general session that featured a presentation from **Geisha Williams**, Senior Vice President Energy Delivery. Following the presentation, participants attended a series of workshops on green supply chain management, supplier diversity, supplier management and safety. The general consensus from attendees was that this event presented an excellent venue to network with decision-makers, promote their products and services and receive invaluable information on multiple fronts. ■

## Supplier Diversity Subcontracting Award: CORESTAFF Services



(L-R) PG&E's Twamugabo with CORESTAFF Services Steve Drexel, (CEO) Richard Weeks, Joi Bishop, Brad Beckner and PG&E's Anita Thapar.

## Go Green with Energy Efficiency — and Get Some Green from PG&E

**B**usinesses everywhere are looking for ways they can save money and lessen their impact on the environment by reducing greenhouse gas emissions. PG&E can help by providing energy saving tips and rebates for its customers to help the planet.

PG&E understands that energy costs can have a big impact on the small business customer's bottom line, and we offer an array of energy efficiency programs for businesses of all sizes. Businesses that invest strategically in an energy-efficient workplace can cut utility costs by up to 30 percent without sacrificing service, quality, style or comfort.



### Low cost (and no cost) ways to save energy and money in your business

There are many things that you can do to save energy in your small business that don't require a significant financial investment. Start with online energy audit tools to help you understand where you can save energy in your facility and optimize your energy usage. Information is available in Spanish, Chinese and Vietnamese. Some other tips to consider:

- Turn off all office equipment and lights when not in use, every night and weekend.
- Activate the "power management" feature on your computers, monitors, copiers and other equipment to take advantage of "energy-saver" features.
- Clean dusty diffusers and lamps every six to twelve months for improved lumen output.

### Invest in a Greener Way of Doing Business

Look for PG&E rebates when it's time to retrofit your facility and upgrade your equipment. Rebates are the quickest, easiest way to get cash back for qualifying products. Virtually every type of business can take advantage of PG&E rebates,

and many are tailored to fit certain types of businesses.

- Whenever possible, purchase energy-efficient equipment and appliances. Visit [www.pge.com/mybusiness](http://www.pge.com/mybusiness) for a list of qualifying products and rebates.
- To keep your cooling system operating at peak performance, have it checked every year, and have a refrigerant charge and airflow tune-up if the check-up indicates that it is needed. Also ask your contractor to check your duct system for leaks.
- Retrofit T12 lamps with magnetic ballasts to high efficiency T8 or T5 lamps with electronic ballasts.
- Occupancy sensors are great for indoor and outdoor lighting so that your lights are only on when you need them (and automatically turn off when you don't). Consider installing them in unoccupied areas like restrooms and storerooms.

Our website, [PGE.com](http://PGE.com) is a great starting place to learn about ways you can make both your business and your home more energy efficient. For more information, you can also call our Business Customer Service Center at 1-800-468-4743. ■

## SUPPLIER PROFILE

# MJ Avila Company, Inc.

This edition of **Powered by Diversity** recognizes the **MJ Avila Company, Inc.** as our profiled supplier. Based in **Fresno** and established in **1980**, the **MJ Avila Company** is a general contractor and engineering firm.

The MJ Avila management team offers a wide range of construction expertise, such as high volume excavation, demolition, ecologically sensitive activities, new construction and design and lead and asbestos abatement. Using GPS technology, the company has the ability to quickly locate, isolate and repair utilities in their projects.

PG&E has employed the MJ Avila Company as a prime contractor and sub-contractor. Recently, MJ Avila served as a prime contractor for PG&E during the construction of **PG&E's Employee Qualification Center in Livermore**. **Joy Ong**, Supplier Diversity Supervisor, adds, "MJ Avila brought innovation, quality service and, most importantly, cost savings to the work they've done this past year. We will be looking to develop a sustaining and a progressively growing relationship with them."

According to CEO **Mary Jo Avila**, "Our company's area of operations now extends from **Oregon** to **Arizona**, including all of **California**. Our ability to do complete site work and work with our subcontractor community to provide turn-key horizontal and vertical construction has provided MJ Avila with a profile of a growing company, even in tight fiscal years."



The company's construction projects include local and federal government agencies, utilities and private business. Mary Jo states that her company continues to excel in projects where it finds innovative ways to use its staff and equipment to exceed the expectations of clients.

The company is certified as a diverse supplier with several agencies, including the California Public Utilities Commission Clearinghouse. For more information on the MJ Avila Company, visit their website at [mjavila.com](http://mjavila.com) or call **559-276-1258**. ■



From left: **Anthony Avila**, **Mary Jo Avila** and **Bob Howard**, VP Gas Transmission and Distribution at recent dedication of **PG&E's Employee Qualification Center in Livermore, CA**.

## PG&E's Supplier Diversity Team

Our Supplier Diversity team is at your service. The following lists our team members and their assigned business portfolios and diverse market segments.

Team Contact	E-mail	Assigned Business Portfolio
<b>Jerilyn Gleaves</b>	<a href="mailto:j1gi@pge.com">j1gi@pge.com</a>	Corporate Services, Customer Care, Energy Efficiency, Consulting Services, Legal, Finance, Human Resources
<b>Steve Machado</b>	<a href="mailto:spm4@pge.com">spm4@pge.com</a>	Energy Delivery Materials (Equipment, Wire & Cable, Poles, Pipes, etc.)
<b>Tanya Nixon</b>	<a href="mailto:tnn7@pge.com">tnn7@pge.com</a>	IT/Telecom, Transportation, Environmental Services
<b>Joy Ong</b>	<a href="mailto:jaoj@pge.com">jaoj@pge.com</a>	Energy Delivery Services (Construction, Engineering)
<b>Al "Skip" Solorzano</b>	<a href="mailto:aas6@pge.com">aas6@pge.com</a>	Generation — Hydro Facilities, New Generation Projects, Diablo Nuclear Power Plant
<b>Perry Bumanlag</b>	<a href="mailto:pvb1@pge.com">pvb1@pge.com</a>	Direct and Sub-contracting Reporting

If your type of business is not listed above, contact the Supplier Diversity Team at [supplierdiversityteam@pge.com](mailto:supplierdiversityteam@pge.com) or call **415-973-8800**.

## In the News

### PG&E Recognized by Astra Women's Business Alliance

**A**stra Women's Business Alliance recently recognized PG&E at its 12th annual conference, held in **San Francisco**. The Astra Women's Business Alliance is the local regional partner of **Women's Business Enterprise National Council (WBENC)**. Annually, the organization recognizes those corporations that exemplify success in doing business, at a minimum of \$1.5 million with Astra certified businesses during the prior year. Astra WBE presented this year's **Done Deals™ Awards** to **PG&E, Apple** and **Robert Half International**. **Tanya Nixon**, Senior Supplier Diversity Consultant, serves as the Vice Chairperson of the Board of Directors for Astra Women's Business Alliance. ■



*Tanya Nixon*

### Supplier Diversity Team

**S**upplier Diversity would like to announce the following personnel changes. On **November 1**, Supplier Diversity Manager **Tita Gray** joined PG&E's new **Diversity and Inclusion** organization. Tita leaves the Supplier Diversity team having made significant contributions to support the success of PG&E's diversity business initiatives.

Longtime Supplier Diversity administrative staff assistant **Catalina Manalang** announced her retirement, effective **December 31**. Catalina has been a dedicated and integral member of the Supplier Diversity team, working behind the scenes to support the efforts of our group.

Tita and Catalina will be missed. We wish both of these ladies success in all their future endeavors. ■



*Tita Gray*



*Catalina Manalang*

## Upcoming Events

The Supplier Diversity team is finalizing our 2009 outreach schedule. We will list a calendar of upcoming events in our next newsletter. Please visit [PGE.com](http://PGE.com) for a full list of outreach events serving the diverse business community.

### Supplier Diversity Website Update

**P**GE's website has been redesigned and our Supplier Diversity pages offer invaluable information for you to do business with PG&E. It is requested that all vendors complete a new supplier profile form. Supplier profile forms can be accessed online at [www.pge.com/b2b/purchasing/supplierdiversity/](http://www.pge.com/b2b/purchasing/supplierdiversity/)

**Check out our new Diverse Business Events Calendar** page at our website. As a service to our diverse business community, PG&E's Supplier Diversity team is pleased to present a calendar of events page. The events listed are specific to promoting business activities, such as match-making, business expos, conferences and other types of networking activities. If you wish to have your business event or activity posted, please send your request to the PG&E Supplier Diversity Team at [supplierdiversityteam@pge.com](mailto:supplierdiversityteam@pge.com). ■

**Powered by Diversity**

is presented by the PG&E Supplier Diversity Team.

This edition was produced by Al "Skip" Solorzano and designed by William Mar Design.