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Mr. Gregory Dawson, President
Georgia Minority Purchasing Council

Atlanta, Georgia

Re; My presentation at your annual conference and your assisting me with the USPS Benchmark Study Project.

Dear Greg:

I can't thank you enough for asking me to be your Keynote Speaker for the Georgia Minority Purchasing Council's Annual Conference this year. Nor can I tell you how pleased I was at the audiences' response to my presentation.

I am still getting calls from your members concerning the theme, thrust, and content of my presentation. I hope that you are getting the same positive response that I am. Every caller wants to know if your organization has a video of my presentation. Since I don't know, I suggested that they call your office.

Greg, I especially want to thank you for helping me market (publicize) the Benchmark Study Project that I am engaged in with the United State Postal Department's, Inspector General's Office.

I received business cards from several Fortune 500 Class, company officials who would consider allowing the projects investigators, to interview their procurement managers. A Senior Coca Cola Executive is among that group. She was present at the Power Breakfast event when I spoke to conference attendees.

In addition to her, approximately a dozen minority firms, with established track records and who have good business relations with major Fortune 500 type firms, made the same suggestions as well. These individuals recommend that we interview several firms that are presently contracting with minority firms that are not on our list.

To be precise, they felt that they are doing business with companies that are engaged in "Best Practices" with minority firms. I listened to their suggestions and took their

business cards. But, I have not followed up. The reason is this: To include additional firms; we would have to extend our contract with the post office beyond its present 120 day termination date. As of this writing that would be wishful thinking,

Nevertheless, I want to thank you personally and the Georgia Minority Purchasing Counsel, in particular, for inviting me to be your keynote speaker.. And I definitely want to thank you for allowing me to include remarks about the US Postal Department's/ OIG Benchmark Study that I am engaged in throughout my presentation.

Incidentally, I have received several capability statements, business plans, and contract performance reports, from well established minority business owners who were at your annual event. The latter are seeking contracting opportunities with the postal department. When the project terminates, I'll include these materials as part of my final report.

The reason that I am not turning them in now is because recruiting minority and women business firms is not a part of this current contract. And, I don't want to confuse recruiting minority business firms with my current assignment.

Before concluding this letter, I want to say that serving as a keynote speaker at your year 2000 Georgia Minority Purchasing Council's Annual Conference made my task with the benchmark study project easy to perform. Coupled with that, should RAM be hired to recruit such firms for contracting opportunities a the USPS, it has put me in a position to carry out that assignment as well. That is the reason organizations like yours exist.

You are doing an out standing job. Thanks again for inviting me to be your keynote speaker and helping me with RAM's Benchmark Study Project

Respectful,

Arthur A. Fletcher