



NMSDC NAMES CHRYSPEC A REGIONAL SUPPLIER OF THE YEAR



William Beckett

Sixteen businesses from throughout the United States have won the coveted designation of "Regional Supplier of the Year" from the National Minority Supplier Development Council, says Harriet R. Michel, NMSDC president.

"Successful minority-owned firms meet, and often exceed the most exacting standards of corporate America. A highlight of our national conference, held in San Diego, California, this year is the celebration of these high-performing firms that compete for business opportunities based on performance and value," said Ms. Michel.

The sixteen regional winners are divided into four classes according to annual sales and are nominated by their corporate customers. They are evaluated on the basis of business growth, development and performance, community service and obstacles overcome as a result of heritage or background.

One current regional winner from each of the four classes will

be named a National Winner at the NMSDC Conference Awards Banquet on Wednesday, November 1, 2006, at the Manchester Grand Hyatt San Diego.

**CLASS II
SALES BETWEEN
\$1 MILLION AND
\$10 MILLION**

CHRYSPEC
Chrysalis Packaging & Assembly Corporation

Milwaukee, Wisconsin—William Beckett is the president and CEO of CHRYSPEC, provider of customized services for manufacturers on labor intensive and semi-automated projects including visual and quality inspections, sorting, assembling, testing, kitting, shrink packaging, re-working, warehouse and distribution. The African American-owned company, established in 2000, projects 2006 sales at close to \$2.4 million and is routinely sought for inspecting and sorting services because of its adherence to ISO 9001:2000 quality standards.

Companies like Associated Spring Corporation and Serigraph, Bentley World Packaging, Eagle Manufacturing, Harley-Davidson and Strattec Security seek CHRYSPEC's services for a variety of reasons—a project is too expensive to automate, insufficiency of plant space, inappropriateness of the work for regular employees, incompatibility with internal production, or the lack of

supervisory personnel. To illustrate its customer responsiveness, flexibility and professional project management, CHRYSPEC stepped in two years ago to become a strategic supplier and support product quality for International Truck and Engine Corporation when its previous supplier went belly up.

For Bill Beckett, a former army officer, banking executive, utility company executive, MBE development executive and venture capital fund manager, his experiences have given him a vantage point from which to watch "all of the awful mistakes and some of the great successes" of entrepreneurs. And like many business owners, even those with broad management and investment experience like him, missteps can occur especially in the rocky terrain of raising equity capital. The obstacles to raising \$500,000 even with a \$6 million contract in place forced him to abandon his plan, make a nimble correction and pursue the acquisition of CHRYSPEC rather than trying to finance a start-up.

Chrysalis, a reference to the growth stage a caterpillar goes through and for which the company is named, evokes the orderly plan, necessary to its survival, that ultimately transforms the fuzzy caterpillar into an awesome and strong butterfly. For Bill Beckett, the growing pains of a successful small business mirrors the caterpillar's evolutionary struggle to free itself from its cocoon, through a challenging

process that is ultimately worth the outcome—an efficiently managed business that has evolved into a value-added partner to its corporate clients and a successful firm based on team building with low turnover and competent management of its employees.

Mr. Beckett's sense of social responsibility is helping to provide a solution to the job shortage problem in central cities by drawing upon the large pool of underutilized workers in urban centers in Chicago and Milwaukee. He is on the Federal Reserve Bank of Chicago's Small Business Advisory committee, the Metro Milwaukee Association of Commerce board, the board of Select Staff Services, board chairman of the Business Council and champion and facilitator of the Supplier Diversity Module. Under his leadership CHRYSPEC employees are supported in their desires to serve local churches, schools, environmental organizations and youth-related programs.

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