



Bob and Sandi Moura, owners of Universal Printing, participate in the Duke Supplier Diversity Program.

# Duke purchasing program supports minority and women-owned businesses

**B**rightly-colored brochures featuring workshops at the Center for Documentary Studies rolled off the printing press amid a whirl of activity at Universal Printing. At a table nearby, newsletters describing autism research are ready for delivery to the Duke Center for Human Genetics. On another table, yellow “Trespass Warning” signs for Duke Police are also hot off Universal’s press.

As a Hispanic-owned business in Durham, Universal Printing, the primary stationery supplier for Duke University and Health System, is among about 200 companies participating in the “Duke Supplier Diversity Program.”

Launched in 1984, the program supports the local economy by identifying minority and women-owned companies to do business with Duke.

“Many sectors of our community encounter barriers to success in entrepreneurship, ownership, and financial growth,” said Ed Sharpe, associate director of Procurement and Supply Chain Management. “Duke takes seriously the responsibility to provide equal opportunity. We’re active and intentional about how we do business.”

In fiscal year 2005, Duke awarded \$33.8 million in contracts to minority and women-owned businesses, an increase of more than 30 percent over the previous fiscal year, Sharpe said. Much of the increase is attributed to an increase in diverse companies for construction projects.

For Universal Printing, participating in the program has enabled the company to expand, said Sandi Moura, who owns the business with her husband, Bob. The Mouras launched the company 26 years ago after Bob Moura moved to Chapel Hill from Brazil. The company has 45 employees.

“Duke keeps us very busy and that has enabled us to add about five new employees, including many who live in Durham,” Sandi Moura said.

Because Duke is a multi-faceted organization, it buys a range of goods and services – everything from the latest medical devices and animal feed in research to basketball shoes and textbooks. Representatives from the University and Health System sit on an advisory committee and provide oversight and direction to the Supplier Diversity Program.

The current goal for the program is to ensure that the volume of Duke’s business with companies that qualify as Minority and Women Owned Business Enterprises (MWBE) continues to grow, said Mary Crawford, program coordinator. The program also includes businesses owned by veterans and people with disabilities.

“Partnering with a broad, more diverse group of vendors allows Duke to support our local economy,” Crawford said. “It fosters positive relationships with historically underutilized business sectors and enables Duke to purchase valuable resources and goods at competitive prices.”

— By Missy Baxter  
Working@Duke Correspondent

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— Sandi Moura  
Universal Printing

## WANT MORE INFORMATION ABOUT DUKE’S SUPPLIER DIVERSITY PROGRAM?

Call Mary Crawford at (919) 613-8352 or visit [www.duke.edu/web/sdiversity](http://www.duke.edu/web/sdiversity)



# PERQS EMPLOYEE DISCOUNTS

## ♥ ♥ ♥ Spoil Your Sweetheart ♥ ♥ ♥

**A**s Valentine’s Day approaches, and lovers gear up for the exchange of cards, chocolate and flowers, *Working@Duke* has some gift ideas that will bring a smile to your mate. Try one of these PERQs from Duke’s employee discount program.



### Grease is the word

Get 20 percent off single ticket prices for the 2007 season at the North Carolina Theatre in Raleigh. See musicals such as Grease. You and your honey can sing along to “Summer Nights,” “We Go Together” and “Greased Lightnin’.”



### Love Me Tender

Select a favorite love song for your soul mate and let Telegrams 4 You sing it in person. Receive a 10 percent discount off all services, which includes an e-mail, phone or live vocalist telegram. Call (919) 484-0246 or go to [www.telegrams4you.com](http://www.telegrams4you.com).



### Roses are red

Several florists are offering 10 percent to 18 percent discounts on fresh cut flowers, gift baskets, and yes, chocolate. Order online for nationwide delivery. Visit [www.hr.duke.edu/discounts/index.php](http://www.hr.duke.edu/discounts/index.php) and select “other discounts” for participating merchants.



### Diamonds are forever

Shopping for fine gifts such as crystal, china or other jewelry? Save 15 percent on your entire purchase at Michael C. Fina. The flagship store is on Fifth Avenue in New York, but you can shop online too at [www.michaelcfina.com/friendsandfamily](http://www.michaelcfina.com/friendsandfamily). Use the code **DUED** when shopping online or by phone, 1-800-BUY-FINA.



### Fore!

Make your sweetie swoon with that new swing. Mike Brooks at The Golf Center in Durham is offering 10 percent off individual and group lessons. Call (919) 451-5475 or e-mail [mbrooksnc@gmail.com](mailto:mbrooksnc@gmail.com)



### Adventurous at heart

Take a walk in the woods at Chimney Rock State Park in Hendersonville and save up to \$2 on admission. If you visit, Feb. 11 to 17, you get another sweet deal from the park: Buy one regular price adult admission ticket and receive one free ticket.

(Mention the online ad at [www.chimneyrockpark.com/index.php](http://www.chimneyrockpark.com/index.php) at the park ticket plaza.)

Duke negotiates reduced rates and discounts on hundreds of products and services as an employee benefit.

To learn more about PERQs or to join the mailing list for discount e-mail alerts, visit [www.hr.duke.edu/discounts](http://www.hr.duke.edu/discounts).

— Compiled by Leanora Minai, Working@Duke Editor