



EDITH GREEN-WENDELL WYATT
FEDERAL BUILDING MODERNIZATION

Small Business Success

Armstrong Boot Opportunity

Background:

AllSource Construction Supply supplied safety boots that are a component of the safety rail system used by Howard S. Wright for the Edith Green Wendell Wyatt Federal Building Modernization project in Portland, OR. AllSource Construction Supply is a **woman owned emerging small business** based in Portland, Oregon. Owners are: Debbie Rockway, Angela Johnson and Linda Spears. While All Source Construction Supply has always been 100% women owned, the owners underwent the rigorous certification process that it takes to offer their customers the opportunity to do business with them as a minority supplier. AllSource Construction Supply is registered with the Small Business Administration (SBA) to help meet project small business inclusion goals for federally funded projects. The initial sale of the safety booths totaled about \$31,000 and was AllSource Construction Supply's largest single sale at that time.

How the Edith Green-Wendell Wyatt Project Helped:

Dan Armstrong, Construction Superintendent for Howard S. Wright on the EGWW project, met Debbie at one of the first community outreach meetings for the project where Debbie introduced her company values, products and services. Debbie attended subsequent subcontracting fairs for the project, and further expressed desire to offer products as the need arose. In Fall 2010, Dan called Debbie and asked for a quote on 1700 safety boots. Debbie located the product manufacturer, Safety Maker, which is also a woman owned business in Texas. Debbie provided Dan a quote and negotiated the contract. At EGWW this product is called the "Armstrong Boot". This sale opened up a huge growth opportunity for Debbie and AllSource Construction Supply. The product manufacturer, Safety Maker, was seeking a distributor for their products in the Portland metropolitan area. AllSource Construction Supply is now that distributor.



Debbie Rockway, co-owner of Allsource Construction Supply, holding an "Armstrong Boot".

The Results:

Debbie now carries a safety boot with her and shows the product on a regular basis. She currently has developed more opportunities with other general contractors not only with the safety boot but by offering many other products and solutions.

FAST FACTS

Project: Renovate GSA's Edith Green-Wendell Wyatt federal building creating a high performance green building consistent with the American Recovery and Reinvestment Act (ARRA) intention.

Location: Portland, Oregon

Impacts: Opportunity for local small businesses, workers, families, commuters, and students.

Contract Value: \$62,436

Company: All Source Construction Supply, Supplies Construction and Safety Supplies
(503)858-8922 www.asupply.net

Partners: Howard S. Wright, SERA Architects