



Newsletter

October—December 2008

A program of the University of Missouri System, Office of Management Services

It's Just Good Business!

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Participation in purchasing activities at the university by small businesses, particularly minority and women-owned businesses, is not just the right thing to do, *it is just good business*. Among the most important benefits of participation are increased supplier competition, community development and economic growth. For small businesses, opportunities to successfully compete for the University's business allow them to grow their businesses and contribute to the communities in which they operate. For the University, participation and inclusion of these businesses generates a larger supplier base of goods and services; this increases competition and ultimately provides better value to the university community.

Another obligation of public procurement is to assist the small business community in understanding how to navigate within the complex environment of a university. It can be a difficult and frustrating experience for small businesses to find the right personnel and resources responsible for initiating the purchasing process. Procurement has a responsibility to assist in this endeavor; one of its primary duties is to facilitate the education of new businesses in understanding how to do business within the university environment.

It is my belief that quality small businesses want nothing more than an opportunity to compete. If these opportunities are afforded and open communication exists, they will result in increased success for small businesses. As small businesses compete and succeed, the economy grows, the tax base increases, thereby, improving the economic conditions in the community at large.

Because of these important responsibilities and the benefits that are derived through actively pursuing opportunities for small business, it is my intention to continually look for and develop new avenues for increasing participation for this important segment of the community. It is not only our obligation to do this; *it just makes good business sense*. Setting goals and measuring our success will continually move us in the right direction.

University of Missouri Bid Postings

- ◆ M/WBE firms are encouraged to access the Procurement web page for bid postings.
- ◆ <http://www.umsystem.edu/ums/departments/fa/management/procurement/>





Davis Safety Supply Inc.
Let Us Take Care Of All Your Safety Needs

Davis Safety Supply Inc.

James C. Davis
7800 East 24 Highway
Kansas City, MO 64125
(800) 622-7133
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every time they call. Davis believes in maintaining a personal atmosphere for all to enjoy.

Many of its customers have been with the firm since its opening in 1993. Davis' customers include KCP&L, Missouri Gas & Energy, General Mills, and the Kansas City, Missouri school district, among others.

The company's philosophy: *In all that we do, make sure it is our best. We, at Davis, believe in giving everyone an opportunity. We don't ever forget where we've been and look forward to where we are going.*

The company's greatest strength is its employees. It has an outstanding crew of drivers, cleaning and office personnel; all are hard workers and loyal. Many of the employees have been with Davis since it opened.

The best advice I could give to someone starting a new company is to "be consistent and never give up."

Davis Safety Supply was formed in 1993. I ventured into this line of business because I saw a need. Davis provides an entire line of Janitorial and safety supplies as well as janitorial services. The company cleans a variety of business, school offices and warehouses. Recently, Davis joined the "Environmentally Safe" campaign. It now offers a wide range of eco-friendly products, ranging from mops and trash liners to light bulbs and restroom cleaners.

I believe in providing the best of service to each of my customers on a daily basis. Davis is probably one of the few companies that does not have a voice mail system; it offers its customers a "live" person with whom to speak

Marketing Presentations

The following firms presented to the University of Missouri:

Custom Engineering

Kansas City

TapamAM Associates (Engineering)

Kansas City



Minority Business Development Activities

The University of Missouri participated in the following events:

- **General Services Administration's (GSA) Networking Breakfast** for small and minority-owned businesses at Arrowhead Stadium (Kansas City)
- **St. Louis Networking Breakfast** for small M/WBE's at the Heritage House (St. Louis)
- **Minority Enterprise Development Week (MED WEEK)** tour of small M/WBE firms (Kansas City)
- **National Minority Supplier Development Council's (NMSCD) annual conference and exposition** (Las Vegas)
- **Hispanic Contractors Association of Kansas City's** quarterly luncheon & networking seminar (Kansas City, Kansas)
- **Coalition of Minority and Women-Owned Businesses' annual luncheon** (Kansas City)
- **St. Louis Minority Business Council's (SLMBC) 2008 Excellence Awards Gala**, "An evening with the stars." (St. Louis)
- **St. Louis American's 9th Annual Salute to Excellence in Business Awards** (St. Louis)



NMSCD Annual Conference & Expo (Las Vegas)



2008 Excellence Awards Gala



Salute to Excellence Awards

Suppliers • Architects • Engineers • Contractors

AWARDS

A partial list of purchases and contracts won by M/WBEs

Design & Construction

UM-COLUMBIA

Life Sciences Center Install Chiller (J. Louis Crum)

M/WBE Goal: 5% Achieved: 5% / 5%

\$	53,648	S&S Insulation	Columbia
\$	95,618	Air Pure	Elksberry
\$	40,000	Possible Supply	Jefferson City

MU-HEALTH CARE

MRI Relocation (River City Construction, LLC)

M/WBE Goal: 5% Achieved 4% / 1%

\$	3,550	Pyramid Supply	St. Louis
\$	18,046	Possible Supply, LLC	Jefferson City
\$	6,260	Thermal Tech	Union
\$	936	Siggins Company	Kansas City

Orthopedics Package #15 (Coastal Electric)

M/WBE Goal: 10% / 5% Achieved: 10% / 5%

\$	124,840	JRH Enterprise, Inc	Illinois
\$	249,850	Avian, Inc	Illinois

Orthopedics Institute Package #14 (QuesTec Constructors, Inc..)

M/WBE Goal: 10% & 5% Achieved: 1% & 6.3%

\$	365,270	Thermal Tech	Union
\$	113,800	Kingston Distributing	Kansas City

Orthopedics Institute Package #3 (Weathercraft Inc.)

M/WBE Goal: 10% / 5% Achieved: 0% / & 6%

\$	37,680	Natsch & Company	Union, MO
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UM-KANSAS CITY

Miller Nichols Library-Phase I (Whiting-Turner Contracting)

M/WBE Goal: 15% / 10% / Achieved: 15% & 11%

\$	931,000	Hoffman Cortes Contracting Co.	Kansas City
\$	30,000	Howell Construction, Co, Inc	Kansas City
\$	18,900	Audrie Seeley & Co.	Kansas City
\$	763,243	Stadium Sheet Metal, Inc	Raytown
\$	100,000	Kansas City Electrical Supply	Kansas City
\$	201,000	Martinez Concrete & Construction	Kansas
\$	80,000	Luevano Hart Construction , LLC	Kansas City
\$	20,416	Gateway Building Products	Kansas City

Soccer & Intramural Stadium (Weitz Company)

M/WBE Goals: 15% / 10% Achieved: 8.1% & 6.9%

\$	510,000	JA Lillig Excavating	Belton
\$	521,460	Voltage Enterprise, LLC	Kansas City
\$	75,000	TapanAM Associates, Inc	Kansas City



Procurement

UM-COLUMBIA

\$	760	Regents Maintenance Supply	MO
\$	5,765	Sage Publications	CA
\$	8,220	Columbia Ice	MO
\$	1,615	Hispanic Outlook	NJ
\$	4,747	World Wide Technology	MO

UM-KANSAS CITY

\$	1,764	Sage Publications	CA
\$	3,486	Apex Controls	PA
\$	2,709	Mobile Vision	NJ
\$	4,097	Hispanic Outlook	NJ
\$	553	World Wide Technologies	MO
\$	1,220	Intl Video & Electronics	IL
\$	3,507	CC Creations	TX

UM-ST. LOUIS

\$	2,259	Chemco Industries	MO
\$	10,877	NSC Diversified	MO
\$	84,800	Unlimited Water Processing	MO
\$	3,498	Regents Maintenance	MO
\$	2,162	Yen Ching	MO

MISSOURI S&T

\$	722	Oriental Trading Co	NE
\$	857	Parts PC	CA

MU-HEALTH CARE

\$	2,444	Apex Controls	PA
\$	389	Oriental Trading Co	NE
\$	16,484	Goldstar Products Inc	FL
\$	1,722	Youngs, Inc	MI



Procurement Bids Online

Please visit Procurement Services' web page to obtain comprehensive and timely information about bid opportunities.

Bookmark Me! http://www.umsystem.edu/ums/departments/fa/management/procurement/bids/listview_Bids.php



Calling All Minority and Woman Owned Businesses

- ◆ M/WBE firms can now register quickly and easily online by using our new Supplier, Contractor, Consultant Registration Form at:
- ◆ <http://www.umsystem.edu/ums/departments/fa/management/procurement/supplierregistration.shtml>

Get signed up today!



Upcoming Construction Projects

UM-Columbia:	http://www.cf.missouri.edu/pdc/upcoming_projects.html
UM-St. Louis:	http://www.umsl.edu/~facplan/
UM-Kansas City:	http://www.umkc.edu/adminfinance/cfm/default.asp
Missouri S&T:	http://phyfac.mst.edu/

UM-Columbia	Estimate	Bid Date
General Site-Replace Manhole/Duct Bank	\$ 405,332	4/15/09
Medical Science-Renovate Rooms	\$ 1,112,040	4/28/09
Rollins Dining Hall-Replace Elevator Cylinder	\$ 77,467	4/28/09
General Site-SE Gateway Phase 3 Utilities	\$ 1,909,200	5/28/09
University Hospital Emergency Services Renovation	\$ 1,207,948	TBD

For information on the University of Missouri 's Minority Business Development program, refer to the web site: www.umsystem.edu/MinBusDev

To subscribe to The Newsletter, send your e-mail address to rothle@umsystem.edu.



The Newsletter informs the University community and the public, particularly minority and women-owned businesses, trade associations and community leaders of the University of Missouri's small business initiatives. The University wants to include all interested suppliers and contractors in its purchasing activities.