



# Newsletter

January-March 2005

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

## “The Right Professional Right Away”



### **Valentine's Janitorial Services, Inc.**

Alfred Valentine, President & Owner  
4427 Geraldine  
St. Louis, MO 63115-1217  
Phone (314) 389-4200 fax (314) 389-4216

Valentine's Janitorial Service Inc., a full line janitorial company, began doing business in May of 1981. It provides services in the greater St. Louis Metro Areas. Valentine's core services include power washing, window washing (low and high rise), construction clean-up, daily building cleaning services, ultra-sonic blind cleaning and emergency clean-up services.

As with any business, Valentine's recognizes that the prime objective is a satisfied customer. It has met this goal by doing quality work with well-trained supervisors and workers, the best cleaning chemicals, the most efficient equipment for the job and

a good line of communication with each customer. Some of our major customers are the Association of General Contractors (AGC), Enterprise Rent-A-Car, Lambert International Airport, John Cochran Veterans Hospital, YWCA and University Missouri - St. Louis.

Valentine's has been doing business with UM-St. Louis since 1988. It has been responsible for up to 12 buildings at one time on and off campus. The University's employees are professional and we have a great working relationship. Doing business with UM-St. Louis means you must be able to keep up with the daily and periodic work schedule for each building. Also, you must be flexible and able to perform special tasks for special events. The University of Missouri at St. Louis is well known in the St. Louis area; therefore, our work with the University is an immense selling point when proposing new business to other customers.



## A Critical Step In Preparation For Securing Financing For A Start-Up Business

*Jesse C. Swanigan,  
Adjunct Professor & Senior Lecturer in Finance  
College of Business Administration  
University of Missouri – St. Louis*

Self employed workers makeup around 7 % of today's workforce. It is estimated that this number will increase rapidly over the next few years and perhaps exceed 10 % of the workforce in the next decade. Half of these self employed individuals who go into business for themselves today will not survive two years. Opening a business today requires preparation, knowledge and hard work. In addition it requires that the individual opening the business has a *vision, a high energy level, a need to achieve, a tolerance for failure and ambiguity, self confidence and optimism, creativity and internal locus of control.*

One of the reasons a majority of small and minority businesses fail today is that they did not have adequate financing to begin with and later on, if they were able to survive, could not secure financing for expansion or improvement. A large majority of these individuals in opening their businesses rely heavily on personal financing from their savings, close friends or family members. Before taking this drastic step, I believe it's necessary to perform a thorough *self analysis* or *personal inventory* of one's personal finances.

A *self analysis* or *personal inventory* would point out whether the

prospective business owner is prepared financially to take on the task of successfully opening and maintaining a business. This would entail the following:

1. A personal **BALANCE SHEET**
2. A personal **INCOME STATEMENT**
3. A personal **BUDGET**
4. Reviewing your **CREDIT REPORT**
5. Making sure you have the best **CREDIT CARD** in terms of interest rate and grace period.
6. Adequate **INSURANCE COVERAGE** for you and your family
  - Property and Liability
  - Health and Disability
  - Life

In evaluating loan applications, the three “C’s” of credit are taken into account:

*Character* - a review of your financial status and personal history

*Capacity* - whether you can repay

*Collateral* - anything of value used as security

The *self analysis* or *personal inventory* will put an applicant ahead in regard to information for the three “C’s.”



## Marketing Presentation

A marketing presentation was made to the University of Missouri System by Frank Clayburn, President, **C & R Distribution Services** (Kansas City).



Left to Right: Frank Clayburn & Associate,  
Jim Crosley, UM Sr. Buyer

## Minority Business Development Activities

The University of Missouri participated in the following events:

- *Kansas City—Minority Supplier Council's 19th Annual Awards Luncheon* at the Marriott in Overland Park, KS.



Right: Lonnie Scott, Minority Supplier Council President

- *General Services Administration's (GSA) Networking Breakfast* in Kansas City for small and minority-owned businesses..



- *St. Louis Networking Breakfast* for small and minority-owned businesses.

## Leveraging Spending Power

**Randy Blank**  
Chief Procurement Officer, Management Services  
UM-System

The process of purchasing goods and services within the University of Missouri changed several years ago when all purchasing was consolidated as a System function. To reinforce the consolidated approach, the position of Chief Procurement Officer was created.

I am the current Chief Procurement Officer for the University of Missouri System, and the second person to hold the position. I joined the University of Missouri last October after spending 25 years in the private sector. My prior experience focused on consolidating procurement across all locations of a major paper manufacturer. During the last six months I learned that the reasons and methods of consolidating procurement in the private sector are similar to those used in the public sector.

The practice of consolidating procurement has been around for years and is based on the simple principal that the more you buy, the lower the price. When you shop at Wal-Mart, you benefit from the same principal of leveraged buying power. In addition to lower prices associated with volume buying, consolidated purchasing can also provide improved service benefits to the purchasing organization. With oversight for procurement at all four campuses, a critical component of my job is to analyze spending and look for opportunities to consolidate individual campus contracts.

The challenge of consolidating contracts goes beyond identifying opportunities. Common specifications, defined by end users, are necessary before goods or services can be considered for consolidation. Some goods and services are more suitable for combining contracts because the specifications are not unique or demanding. Those types of purchases have been the focus of buyers and procurement managers over the last six months. A variety of purchased materials and services have made the list of items to consider for consolidation and several items have been merged into a single contract. In addition, more complex materials and services are being reconsidered to determine if uniform standards and specifications can be applied. If uniform standards and specifications are agreed upon by end users, new opportunities will be added for procurement personnel to consolidate.

In addition to leveraging the spending power of the University of Missouri, Procurement is responsible for identifying new suppliers that can compete for University contracts. *I invite suppliers to visit our website <http://www.umsystem.edu/ums/departments/fa/management/procurement/> and monitor outstanding bids. Proactive suppliers are one of the primary ways buyers identify potential new sources.*



# AWARDS

A partial list of contracts and card purchases won by M/WBES

## Design & Construction

### UM-COLUMBIA

<u>Upgrade Diesel Tanks &amp; Spill Containment—MRC (WMC, Inc)</u>		
\$ 10,800	<b>Finley Supply</b>	Chesterfield
<u>General Site—East Campus Utility Exteriors (Sircal Contracting)</u>		
\$ 5,950	<b>Mac-Besto, Inc.</b>	Kansas City
\$ 515,900	<b>Taos Construction</b>	Jefferson City
\$ 129,720	<b>Thermal Tech</b>	Union
\$ 50,000	<b>Centrex Electrical Supply</b>	St. Louis
\$ 50,000	<b>Finley Supply</b>	Earth City
<u>LeFevre Hall—Renovate Rooms (Five Oaks Associates, LLC)</u>		
\$ 9,500	<b>Modern Interiors</b>	Jefferson City
<u>Power Plan Boiler #9 Repairs (Lee Mechanical Contractors)</u>		
\$ 283,200	<b>Walsh Insulator Services</b>	Hartsburg
<u>College Avenue Housing (Reinhart / Wilson)</u>		
\$ 1,193,188	<b>Legacy Building Group</b>	St. Louis
\$ 12,338	<b>Young's Distributors</b>	St. Louis
\$ 350,000	<b>Millennium Engineering &amp; Sales, Inc.</b>	Webster Groves
\$ 150,000	<b>Centrex Electric</b>	St. Louis
\$ 920,987	<b>Jeff Schnieders Construction Co</b>	Jefferson City
\$ 14,385	<b>T&amp;G Specialties</b>	Lohman
\$ 340,774	<b>Natch &amp; Company</b>	Jefferson City
\$ 175,000	<b>Braun Drywall &amp; Ceiling Supply, Inc.</b>	Jefferson City
\$ 229,469	<b>Allen Flowers, Inc.</b>	Jefferson City
\$ 215,211	<b>JMR Development, LLC</b>	Sullivan
\$ 12,573	<b>Anne Gaus Company, LLC</b>	St. Louis
<u>Rollins Hall—Update Dining Facilities</u>		
\$ 37,500	<b>Arcturis, Inc.</b>	St. Louis
<u>Dalton Research Bld—Replace Service Entrance (Coastal Electric)</u>		
\$ 7,950	<b>Pyramid Supply</b>	St. Louis

### UM-KANSAS CITY

<u>Health Sciences Building (Walton Construction Company)</u>		
\$ 372,000	<b>Rodriguez Mechanical Contractors</b>	Kansas City
\$ 783,000	<b>Infinite Energy Construction Inc. (dba Progress Electric)</b>	Grandview
\$ 600,000	<b>BSC Steel</b>	Kansas City
\$ 1,437,000	<b>Hoffman Cortez Contracting Co.</b>	Kansas City
\$ 170,000	<b>LWJ Construction Material Provider</b>	Kansas City
\$ 243,000	<b>Midwest Interior Systems Inc.</b>	Mission, KS
\$ 542,409	<b>Still Construction/ABS Support Services</b>	Liberty
\$ 600,000	<b>ABS Support Services</b>	Liberty
\$ 2,440,000	<b>Tinmaster, Inc</b>	Kansas City
\$ 600,000	<b>Pro-fitting, Inc.</b>	Kansas City
\$ 783,000	<b>Kansas City Electric Supply</b>	Kansas City
\$ 112,750	<b>Precision Pipe Fabrication &amp; Supply Co.</b>	Blue Springs
\$ 50,200	<b>Special Treatments</b>	Lees Summit
\$ 335,052	<b>Floor Décor Center, Inc (dba FDC Contact)</b>	Parkville
<u>Dental School Orthodontics Renov. (Daytec Construction Management, LLC)</u>		
\$ 52,150	<b>Pro Circuit, Inc.</b>	N. Kansas City
\$ 6,994	<b>Mac-Bestos, Inc.</b>	Kansas City
<u>Epperson House Priority Exterior Repairs (MTS Contracting, Inc.)</u>		
\$ 48,545	<b>Porter Roofing</b>	Belton

### UM-ST. LOUIS

<u>Lucas Hall Computer Machine Room (Dar-Beck, Inc.)</u>		
\$ 249,226	<b>Propipe Corporation</b>	St. Louis
<u>Seton Hall Elevator Renovation (Caldwell Contracting Co.)</u>		
\$ 24,500	<b>Renaissance Electric Co.</b>	St. Louis
\$ 1,125	<b>CCR, Inc.</b>	Bridgeton
<u>North Campus Electrical Substation Upgrade (Sachs Electric)</u>		
\$ 40,597	<b>Capital Intl. Communications</b>	St. Louis
\$ 7,500	<b>Select Steel Service, Inc</b>	Defiance
\$ 12,165	<b>D&amp;S Fence</b>	Festus
\$ 2,000	<b>Cathy McDaniel Trucking</b>	Villa Ridge
<u>South Campus Residential Hall (Kozeny-Wagner, Inc)</u>		
\$ 115,000	<b>CB&amp;E</b>	St. Louis
\$ 237,000	<b>Riley Ready Mix</b>	St. Louis
\$ 618,188	<b>Weaver Steel</b>	St. Peters
\$ 660,445	<b>Waterhout Construction</b>	St. Louis
\$ 278,198	<b>Engineered Glass Systems</b>	Maryland Heights
\$ 203,400	<b>Galaxy Painting</b>	St. Ann
\$ 410,000	<b>St. Louis Electric</b>	St. Louis

## Procurement

### UM-COLUMBIA

\$ 30,318	<b>Working Spaces</b>	St. Louis
\$ 1,503	<b>Regents Maintenance Supply</b>	St. Louis
\$ 5,307	<b>Columbia Ice</b>	Columbia
\$ 1,311	<b>Peninsula Laboratories</b>	St. Louis
\$ 1,687	<b>The Gel Company</b>	CA
\$ 2,045	<b>The Hispanic Outlook</b>	NJ
\$ 3,644	<b>Wako Chemicals, Inc.</b>	VA

### UM-KANSAS CITY

\$ 30,000	<b>Promotional Resources</b>	Kansas City
\$ 1,073	<b>Margarita's Blvd.</b>	Kansas City
\$ 6,182	<b>Surface Protection</b>	CA

### UM-ROLLA

\$ 1,649	<b>Eye on Education</b>	NY
\$ 1,408	<b>Shimadzu Scientific</b>	MD

### UM-ST. LOUIS

\$ 8,609	<b>Regents Maintenance Supply Co.</b>	St. Louis
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### UM HEALTH CARE

\$ 14,400	<b>Eubanks Cleaning Service</b>	Boonville
\$ 250,000	<b>Metro Medical</b>	St. Louis
\$ 6,182	<b>Surface Protection</b>	CA
\$ 3,611	<b>Fujinon Inc.</b>	CA

Minority and Women-Owned Businesses

# Newsletter

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Minority Business Development  
University of Missouri-System

225 University Hall  
Columbia, MO 65211



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## Upcoming Construction Projects

	Estimate	Bid Date
<b>UM-Columbia</b>		
Replace South Campus Sewer	\$ 3,000,000	05-15-05
Hospital OR Renovation	\$ 1,989,000	07-14-05
D.W. Reynolds Journalism Institute	\$ 14,055,000	08-23-05
Taylor Bldg. Addition & Renovation	\$ 11,450,000	09-08-05
<b>UM-Rolla</b>		
Custodial & Grounds Building	\$ 342,000	06-16-05
<b>UM-System (Mt. Vernon)</b>		
Replace Boiler	\$ 1,000,000	05-18-05
Electrical upgrades Phase 3	\$ 470,000	07-01-05

## Mark your Calendar



**Kansas City—Minority Supplier Council.** 9th Annual Business Investment Expo; May 19th, 12-5pm, Overland Park Convention Center; keynote speaker, Ervin “Magic” Johnson. *For more information, contact Maggie Riley at (913) 534-7753.*

**St. Louis Networking Breakfast.** St. Louis small and minority business owners’ Networking Breakfast is held the first Thursday of each month at the Salad Bowl, 3949 Lindell Blvd., 7:15 a.m., St. Louis, MO.

**Kansas City.** General Services Administration’s (GSA) Networking Breakfast for Small and Minority businesses is held the first Tuesday of each month, 7:00 a.m. at the Clarion Hotel, formerly Adams Mark, Kansas City, MO.



For more information please refer to our Web site:

<http://www.umssystem.edu/ums/departments/fa/management/minbusdev/>