

MiDEAL Membership is available to...

- Cities and Villages
- Townships
- Counties
- Road Commissions
- School Districts
- Intermediate School Districts
- Colleges
- Universities
- Non-Profit Hospitals

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Director's Report

By Sean Carlson, Chief Procurement Officer

I have a question for you.

Which is more important for public purchasing officials — the ability to change or respect for consistency?

During a recent staff meeting, one of DMB's longtime buyers challenged us with this question. His comment highlighted the balancing act needed by effective buyers. While he and his DMB counterparts are open to learning about different, more effective and efficient ways to solicit and award contracts, they also must respect the integrity that comes with maintaining a consistent process... Particularly a consistent process that offers a fair and level competitive playing field for Michigan businesses.

Shared services are not new today, but those who have been around public purchasing for 30 years remember when cooperative purchasing was a new, if not strange concept. As Michigan's extended purchasing program morphed into MiDEAL, it did so with some risk — would changes be well accepted by those who respect consistency?

Fortunately, active MiDEAL members have proven that respect for consistency does not have to compete with open-mindedness to innovative, cost effective solutions. I guess we've answered the question posed above — there is no need to choose between innovation and integrity.

Thank you for your continued feedback. Keep talking to us about what you need. We'll keep listening.

www.michigan.gov/MiDEAL



Cha-Cha-Cha-Changes...

By Sue Schweim, Purchasing Operations

In the January newsletter, Penny Saites offered a fond farewell to MiDEAL. Having served members since 1991, Penny has assumed new assignments in DMB that required her to hand over the MiDEAL reins to Mary Hanses and I. Fortunately for us, and for all of the MiDEAL members, Penny is still extremely accessible to us as an experienced expert, and Mary Hanses has obtained "guru" status with the program.

As the new kid on the block, I thank all of you who have contacted me with questions and constructive comments. Your feedback will continue to shape MiDEAL, and your questions are giving me a crash course.

I look forward to working with each of you.

Think Spring... Think Salt.

Signs of spring are approaching, with the usual culprits showing up — tulips, daffodils, robins, and road salt.

Yes, road salt. Maybe not popular with the non-procurement crowd, but a common sign of spring among public purchasers.

The MiDEAL salt commitment form is included with this newsletter. Completed, signed commitment forms are due back to DMB Purchasing Operations by the end of April.

As in past years, members can order 50-ton increments of both early fill and seasonal backup. Members can also request increments of less than 50 tons for seasonal backup.

Questions are welcome — please contact Mary Hanses at 517/335-4364 for assistance.



Michigan Delivering Extended Agreements Locally

State of Michigan Road Salt Requisition
2006/2007 Winter Season

TO: MiDEAL Members DATE: March, 2006

FROM: Susan Schweim and Mary Hanses
Purchasing Operations / MiDEAL

DMB Purchasing Operations is compiling usage figures to include with the 2006/2007 road salt solicitation. If you intend to buy road salt for ice control through MiDEAL, please complete the information on both sides of this form.

Completion and submission of this form is a **COMMITMENT** on the part of the MiDEAL member to participate in the State of Michigan Road Salt Solicitation for the 2006/2007 winter season.

Early Delivery

Total "Early Delivery" requirements _____ tons

This quantity must be expressed in 50-ton increments. You must have storage capacity for the total

The MiDEAL salt commitment form is included in this newsletter.

Think Spring — Think Mowing! Lawn and Grounds Equipment

Lawn and Grounds Equipment Contracts

Current contracts cover John Deere, Jacobsen and New Holland North America equipment.

More contracts to come! Register for ListServ and check out the website for updates!

Grounds Equipment contracts are popular with MiDEAL members.

Purchasing Directors — please make sure your departments know that they can buy off of the State contracts. Do you have a municipal golf course? County golf course? Parks and recreation department? Cemetery? They may be interested in these contracts.

Current contracts allow members to purchase John Deere, Jacobsen and New Holland North America equipment. Based on Member requests, additional contracts will be available in the near future.

For specs and pricing, visit www.michigan.gov/MiDEAL, and select the "Contract Listing" tab.

✓ Reminder!

The MPPOA Conference will be held in Kalamazoo from May 22—24. For more information and to register, visit www.mppoa.net.

✓ Thank You!

The Michigan Association of Counties (MAC) welcomed Sean Carlson to present "Cooperative Purchasing for Elected Officials" at their February Legislative Conference. Thanks to MAC for the invitation, and to those in attendance for the warm welcome. To schedule presentations, please contact Sue Schweim at 517/373-6327.

MiDEAL — More than Salt!

Many MiDEAL members are active because of road salt contracts. These members should be commended for shaping a salt buying process that is convenient and member driven, and that ensures availability and competitive pricing.

And to those members — remember to buy other stuff.

MiDEAL is more than road salt. We're office supplies, computers, furniture, lawn and grounds equipment, homeland security and law enforcement equipment, phone service and equipment, and medical supplies. We're fuel card services, mailing equipment, patrol cars, and cargo vans. We're defibrillators. We're signs, tires, and uniforms.

The back page of this newsletter contains a contract list. So does the website — www.michigan.gov/MiDEAL. Check it out.



Office Supplies

Just this morning, the Wolverine Lake Police Department commented on the great pricing for office supplies through MiDEAL.

Good news — they are right. A new contract is in place with great pricing. Stellar pricing.

Better news — MiDEAL members may soon receive an administrative fee back for all office supply purchases they make. Stay tuned to the website and to the ListServ for more information.

Document / Record Management

DMB Purchasing Operations is interested in working with MiDEAL Members to provide greater access and pricing for record and document management contracts. These services include retention, management, imaging, destruction and shredding of confidential or non-confidential documents.

Thank you to the City of Rochester Hills for posing the question that led to this inclusion!

To be included at the front end, email your interest and potential volume to Laura Hischke at hischkel@michigan.gov.

Member Corner

1) New Members

MiDEAL welcomes new school districts, counties and cities. Since January, more than thirty-five new members have joined the program. New members — please contact Sue Schweim at 517/373-6327 if you would like us to work with you to promote your decision to join.

Thank you for your membership in MiDEAL. We welcome your active participation.

2) Success Stories

We are looking for MiDEAL members to profile in marketing and outreach materials. If you are interested in becoming a MiDEAL celebrity, please call Sue Schweim at 517/373-6327.



MICHIGAN DELIVERING EXTENDED AGREEMENTS LOCALLY

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*Congratulations to the
cities, villages, townships,
counties, road
commissions, colleges,
universities, non-profit
hospitals, school districts,
intermediate school
districts, and authorities
who save using MiDEAL.*

Current Contracts for MiDEAL Members

<ul style="list-style-type: none"> Ammunition Blister Packages Body Armor Boots Breath Testers (PBT) Buses Cable — Voice & Data Calcium Magnesium Acetate (CMA) De-Icer Carpet Tiles and Adhesive Cellular Telephone Equip & Service Coal Computers Confidential Records Destruction Copiers Defibrillators Desktop Training Electrical Supplies Electric Lamps (Light Bulbs) Emergency Backup Services & Facilities Emergency Disposable Blankets Data & Comm Engineering & Design Services Envelopes, Unprinted Eyewear, Safety & Prescription Fabric Factory Hazardous Waste Disposal File Cabinets Fluivirin Influenza Virus Vaccine Food Food Catering Service Frames, Pedestal-Base Plate & Conventional Post Freight Services Fuel Card Services Fuel Oil, Gasoline & Diesel Fuel Fuses and Flares Gas, Liquid Propane Guardrail Beams & Parts Hardware & MRO Items Hazardous Waste Disposal Homeland Security Items Hospital Medical Supplies Janitorial & Industrial Supplies Laboratory Supplies Lawn & Garden Equipment Layettes/Car Seats Mailing Equipment Managed Records Retention Center 	<ul style="list-style-type: none"> Natural Gas Supply Management Office Equipment/Suppl Moving Office Supplies Open Space Office Furniture Pager Leasing & Service Paint & Baking Enamel for Paint Booth Paint Stripper Paint, Aerosol Marking Paper Tubes Paper Products – Disposable Personal Hygiene Products Pharmaceutical Distribution-Wholesaler Picnic Tables Plastic Ware (Cambro) Products Playground Equipment and Installation Plotter Media & Engineering Print Supplies Pork Products Power Supply, Ininterrupted Press, Platemaking & Composition Supplies Procurement Card Program Reflectorized Sheeting (for license plates) Removal & Disposal of Large Animal Carcass Rubbish Removal Safety Products, Miscellaneous Salt, General Salt, Bulk Rock, Sand, Ice Control Scan Equipment, Live Signs Snowmobile Trail Signs Speed Measurement Devices, Radar & Lidar Teeth, Artificial (Dentures) Telecomm Voice/Data Products & Services Telephone System – Electronic Key Systems Telephone System – PBX Phone Systems Tires & Tubes Touch Tone System Traffic Signal Devices and Parts Two-Way Radios Uniforms Vehicles-Passenger Vehicles-Patrol Vests, Safety High Visibility Video & Audio Surveillance Systems
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Links of Interest

Michigan Municipal League (MML)

www.mml.org — (734) 662-3246

Michigan Township Association (MTA)

www.michigantownships.org — (517) 321-6467

Michigan Association of Counties (MAC)

www.micounties.org — (517) 372-5374

County Road Association of Michigan

www.micountyroads.org — (517) 482-1189

Michigan Association of School Administrators

www.gomasa.org — (517) 327-5910

Michigan Association of Intermediate School Admin

www.gomaisa.org — (517) 327-9260

Michigan School Business Officials (MSBO)

www.msbo.org — (517) 327-5920

Michigan Community College Association (MCCA)

www.mcca.org — (517) 372-4350

President's Council, State Universities of Michigan

www.pcsum.org — (517) 482-1563

National Association of Educational Buyers (NAEB)

www.naeb.org — (443) 543-5540

Michigan Public Purchasing Officers Association

www.mppoa.net — (517) 886-2794

Have a link to add to our interest list? Please contact Sue Schweim at schweims@michigan.gov.