
THE PROPERTY *Connection* ■=

Spring 2000 • volume 17, issue 1

A Publication of the West Virginia State Agency for Surplus Property

West Virginia State Police Relies on Surplus Property to Meet its Agency's Demands

How valuable is the West Virginia Agency for Surplus Property (WVSASP) to the State Police? Just ask Lt. Colonel Jim Powers, who is in charge of all administrative services.

Powers will quickly begin to list the variety of items that they have acquired, ranging from paper towels to laptop computers. "When I was promoted to handle procurement in 1994, I had never been to WVSASP," Powers said. Later when Lt. Steve Tucker took over procurement duties, the first thing Powers did was to explain the benefits of Surplus Property.



"I think he has largely found the same thing to be true," Powers said. "You can't beat the price and the items serve our purpose just as well as new."

According to Powers most of the real surplus treasures are found in the federal building. "I was lucky to find two or three hostage rescue phones one day during a visit." These are two-ended phone sets with a base set and a throw phone.

The cable between the phones is unreeled, and the throw phone is tossed through a window to the hostage taker, enabling communication. This allows police to know what is going on inside, and to negotiate hostage release and

And the List Goes On...

Lt. Colonel Jim Powers of the State Police shows off just one of many items purchased through WVSASP. This forklift with rubber tires can be used on paved and gravel surfaces.

Pre-Inventory Reduction Sale!

Are you ready to save some money? Here's your chance!

The West Virginia State Agency for Surplus Property is having a sale on June 26 - 30, 2000 in preparation for its federal inventory.

Don't miss out on this opportunity to obtain a variety of items to meet your needs!

See page 3 for more details!

In Other News...

- ◆ **Manager's Perspective:**
Getting the Word Out
- ◆ CAMC Keeps Things Cool with a Surplus Chiller
- ◆ Fayette County Commission Uses Saved Dollars for More Projects
- ◆ Have you checked out the new features on our website?

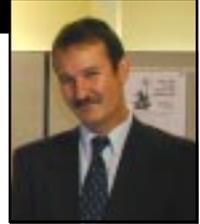
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Getting the Word Out...

Using Today's Technology to Do Better Business

THE MANAGER'S PERSPECTIVE

KEN FRYE



Each year when we get ready for our annual federal inventory, the thought races in our minds as to what we can do to reduce our current stock.

In the past, we have promoted the types of items available through publications and other resources, but this year we have decided to try to be more innovative in order to reach more people.

Our entire federal inventory is available on our website at www.state.wv.us/admin/purchase/surplus.

[state.wv.us/admin/purchase/surplus](http://www.state.wv.us/admin/purchase/surplus).

This online listing offers our customers the ability to view the wide variety of items that will be available during our Pre-Inventory Reduction Sale June 26-30. The federal warehouse will be closed the following week for our physical inventory.

This sale which is detailed on page 3 offers discounts from the low dollar items to the more expensive merchandise. It truly is a win-win situation. You experience extraordinary savings on items beneficial to your organization and we reduce our inventory.

With the help of technology, the West Virginia State Agency for Surplus Property has gotten the word out! Now it is up to you and to how much your organization will save during this sale.

Check us out online or, even better, visit our warehouses!

WV State Police

Continued from Page 1

meet demands. "Our people have used the phones, and on one occasion there were F.B.I. agents involved that said our hostage phones were better than theirs," Powers said. The phones would cost approximately \$4,000 new, but the State Police paid a small fraction of that cost.

Another unique item found in the federal building were chemical light sticks that have been useful for

traffic detail. "I recently picked up 500 or 600 pairs of safety glasses that were disposed of by the military. They were still in boxes," Powers said. The glasses will be used at the academy on the firing range. Often, these types of glasses break and cost \$8 to \$12 to replace.

Various types of vehicles have been acquired through the Federal Surplus Property Program. "We've had good luck with the vehicles we have acquired through the federal program," Tucker said. They recently purchased a communications military vehicle that is used for storage of equipment and for emergency situations as a communication man-post.

A forklift has also been acquired with a special feature...rubber tires, which is helpful in moving equipment on an unpaved gravel lot. "A forklift with rubber tires is somewhat unusual," Tucker said. They had the forklift in use within a week, and sent their old warehouse forklift to State Surplus.

The State Police has also benefited from the State Surplus Property Program. As you can imagine, there are thousands of documents that

have to be stored. To assist with this problem, the State Police acquired several file cabinets for a small amount of money. "Since they are in the storeroom, the appearance was not critical, so we were able to acquire them for \$10 or \$15 a piece."

Powers concluded, "My advice is that you need to stop by and see for yourself. If you don't visit there often, somebody else is going to find the real gems first. Very seldom do I stop at the warehouse and not find something that more than makes up for my time."



Federal Property Reduced for Clearance

Savings Galore at the Pre-Inventory Reduction Sale

Get ready to save LOTS of money for your organization! The West Virginia State Agency for Surplus Property (WVSASP) will be conducting a **Pre-Inventory Reduction Sale** during the last week of June.

Every item is on sale with discounts of up to 80%. Federal Surplus Property customers that have an updated **Application for Eligibility** on file, and are approved "eligible", may participate.

The sale will be located in the Federal Warehouse at the WVSASP June 26 - 30, 2000. Prices will be in effect only through these dates.

What types of property can you acquire? There are hundreds of items available, including hand tools, power tools, office equipment, office supplies, furniture, appliances, military gear, exercise equipment, lab equipment, drafting tools, tractors, generators, fork lifts, a John Deer Bulldozer, a variety of vehicles (including Ford, Dodge, Chevrolet, Jeep and GMC) and much more.

How does this sale work? Your savings depend upon the cost of the item. The more you select, the more you will save!



Items Priced \$0 - \$100

80% off

Items Priced \$101 - \$500

60% off

Items Priced \$501 - \$1,000

40% off

Items Priced \$1,001 - \$5,000

20% off

For a full listing of property available at the sale, visit our web site at www.state.wv.us/admin/purchase/surplus and click "What's New".

For additional information or questions, please call (304) 766-2626 or 800-576-7587 to inquire about property availability or your eligibility status.

**The Federal Warehouse
will be closed for
inventory July 10-14.**

What's New? Surplus Property Enhances its Website

If you need information about the West Virginia State Agency for Surplus Property, you can stop by...or call...or even write a letter of request. HOWEVER, if you want to better utilize your time, you can find most all of the information you need by simply accessing our website at www.state.wv.us/admin/purchase/surplus.

If you have not viewed our site recently, below are just a few of the upgrades which we have made to better assist our customers:

- ◆ Each Monday, a listing of vehicles available through the weekly sealed bid process is accessible on-line. (Exception: There is no weekly sealed bid opening the week prior to an auction.)
- ◆ "What's New?" is a new feature on our main page. At this location, we include important information that is timely and relevant to many of our customers. Check out our site on a regular basis.
- ◆ Each month prior to a public auction, a sampling of items available is listed.

AUCTION NOTICE

Mark your calendars for upcoming Surplus Property auctions! The next two public auctions have been scheduled for Saturday, July 22 and Saturday, August 26 at the Surplus Property facility, located at 2700 Charles Avenue in Dunbar.

Inspection of property will be available the week prior to the sale from 8:30 a.m. to 4:00 p.m. For more details, contact WVSASP at 766-2626.

Fayette County Parks Commission

Surplus Savings Enable Other Projects in Fayette County to Be Completed

During his seven years of service at the Fayette County Parks Commission, Director Earl Pauley has seen many items acquired from West Virginia State Agency for Surplus Property (WVSASP) put to good use. "Buying from Surplus allows us to have money left over that we can use to do other projects in the county that directly affect the people."

Pauley used the example of spending \$2,800 recently on a surplus truck that would have cost \$34,000 if purchased new. Targeted for trash hauling, the truck will save taxpayers even more money because a commercial hauler will not be necessary.

"We also acquired a mobile home that we will be using as a storage area at our dog pound," he said. The trailer listed for \$6,500, but the county got it for a fraction of the cost. These two items alone saved the county over \$37,000.

Fayette County Commission also purchased eight former state trooper cars and vans from WVSASP for surveillance and prison transport. "Every surplus car that we have received in the past three years is still on the road," Pauley said.

All of the vehicles had little to no problems, only minor repairs such as a dead battery, a faulty transmission, or an air conditioning unit needing recharged. The county saved over \$100,000 by taking the time to check with WVSASP.

According to Pauley, the best thing about WVSASP is the relationship with the people who

work there. "We tell them about an item we are looking for, and within weeks or days, we get a call back that it is available." He enjoys visiting the warehouses because he always "feels welcomed". He's offered a tour, told what new property has been acquired, and informed of upcoming auctions.

It's all routine now... The Fayette County Commission contacts WVSASP first when a project is in the works. Much of its office equipment, including file cabinets, desks and chairs, are acquired from WVSASP.

"We look to see what we can get at WVSASP first, then look at other alternatives," Pauley commented. "When you are saving money and working with the kind of people at Surplus, the 50-mile trip to Dunbar is well worth our time."

Bargains Galore

Pictured are some items which the Fayette County Parks Commission acquired through the Surplus Property Program.

(top) This surplus truck is being used for trash hauling.

(bottom) This trailer serves as a storage unit for the Commission.

Together, these two items saved the Commission nearly \$40,000.



Fayette County Parks Director Earl Pauley can tell you a thing or two about acquiring property from WVSASP. He is pictured standing in the office that is furnished with numerous surplus property items. Pauley indicates that the 50 miles to WVSASP is definitely worth the trip for the Commission.



Charleston Area Medical Center Benefits from the "Cool" Deal on Surplus Chillers

How can you measure the success of a business relationship? Sometimes it just comes down to dollars and cents.

The Charleston Area Medical Center (CAMC) has saved a great amount of money, nearly \$110,000, by purchasing equipment from the West Virginia State Agency for Surplus Property.

According to Edwin Rawls, Division Director of Plant Operations for the CAMC's Maintenance Department, the West Virginia State Agency for Surplus Property came to the rescue when the hospital was needing two chillers for its physical plant at its General Division.

Rawls explained that during last summer problems began occurring with the existing chiller, which



CAMC is sold on the savings at WVSASP. Pictured (l-r) are Dan Brown, Senior Control Technician, and Edwin Rawls, Director of Plant Operations.

is a large unit that cools water and forces it through pipes in order to create cold air. "We had to rent the equipment and hook-ups that cost over \$50,000," Rawls said.

While trying to get an old 500-

ton chiller back on line, Rawls contacted the Trane Company for an estimate. "They told us that the State Capitol was going to surplus their chillers due to the new installation of its chiller plant." To fix the 500-ton chiller would have cost \$50,000, and a new one would cost \$125,000.

Through negotiations with WVSASP manager Ken Frye, CAMC was able to purchase two 225-ton Trane chillers as they came off line at the Capitol.

According to the Trane Company, these units would cost \$60,000 each if purchased new. By purchasing them through WVSASP, they cost \$3,000 each. "We saved well over \$110,000 on equipment alone," Rawls said.

CAMC is a 919-bed, not-for-profit regional referral center which employs nearly 4,000 people. After this experience, Rawls is sold on the savings available through WVSASP.



A Closer Look...The surplus chiller unit proved to be a great asset to the Charleston Area Medical Center.

The Property Connection, published quarterly by the West Virginia State Agency for Surplus Property, is distributed to all eligible customers.

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SURPLUS PROPERTY LISTING



EZ GO CART

Item #37814
\$1,500
Federal Property

JOHN DEERE BULLDOZER

Item #38339
\$20,000
Federal Property

TUG TRACTOR

American Coleman
Tows up to 1,000 lbs
Item #38310
\$8,500
Federal Property

DUMP BED

Good Shape - 16' Long
Item #38333
\$2,500
Federal Property

FUEL WASTE TANK

Trailer Mounted
Item #38342
\$1,500
Federal Property

LIGHT SET TRAILER

Item #37892
\$2,000
Federal Property

FILE SAFE

Five Drawer/Four in Stock
Item #38025
\$100 Each
Federal Property

40' THREE-AXLE TRAILER

Item #38227
\$3,000
Federal Property



BLAKE LEE MIXERS

Item #37524
\$600 Each
Federal Property

FOLLETT ICE MACHINE

Item #37092
\$2,500
Federal Property

DOUBLE DOOR SAFE

Item #37853
\$500
Federal Property

WHIRL-A-MATIC FLOOR CLEANER

Item #37845
\$250
Federal Property

BRAKE MACHINE

4' Capacity/ 14 Gauge
Item #38213
\$1, 500
Federal Property

BALER- LOAD KING

Item #37565
\$1,600 Each
Federal Property

DUCT TYPE HEATER

Item #38095
\$1,000
Federal Property

ROUND LIGHT FIXTURES

Item #38220
\$10 Each
Federal Property



JOHN DEERE TRACTOR

Item #38310
HD 1250
\$8,500
Federal Property

ELECTRIC WIRE

Two Strands and Ground
Item #38352
\$50 Roll
Federal Property

COOKER ON TRAILER

Item #38210
\$125
Federal Property

1981 DODGE PICKUP TRUCK

Two Wheel Drive
51,376 Miles
Item #38344
\$1,200
Federal Property

RUGER HAND CRANE

Item #38080
\$1,000
Federal Property

OFFICE FURNITURE

Chairs, File Cabinets, Tables,
Credenzas, Desks
Variety of Styles
State and Federal Property

HOUSEHOLD FURNITURE

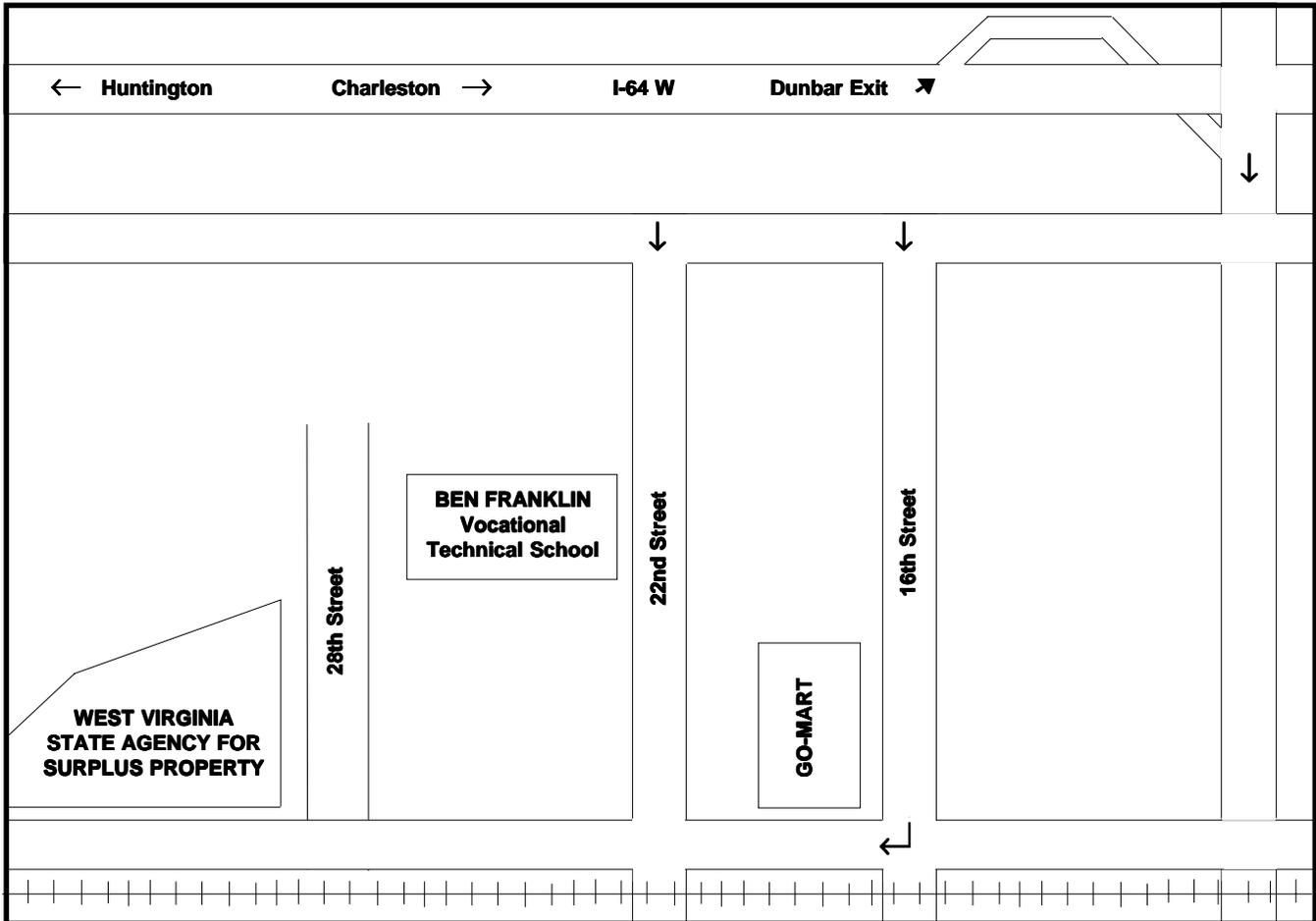
Variety of Items
State and Federal Property

VANS, TRUCKS AND SEDANS

The State and Federal programs have a good selection of vehicles just waiting for you! For a listing of state vehicles, check online at www.state.wv.us/admin/purchase/surplus/public

CONTACT DANNY LAYTON, FEDERAL WAREHOUSE SUPERVISOR, AT (304) 766-2626.

Surplus Property Warehouse Location



DIRECTIONS: Exit I-64 at Dunbar/Roxalana Road, turn right on Roxalana Road then turn onto WV-25 West. At 16th Street, turn left. Go to intersection with Charles Avenue— if you miss 16th Street, go to 22nd Street which is also a throughway. Turn right onto Charles Avenue, continue to 28th Street and turn right. The West Virginia State Agency for Surplus Property is on that corner inside the cyclone fence.

SHARE THE GOOD NEWS!

If you know of an organization that might be interested in our program, please clip this coupon and pass it on —

IS YOUR ORGANIZATION...

- 1.** Local or State unit of government
 Agency created by government
OR
- 2.a.** Educational Institution
 Public Health Agency
 Senior Citizen Group
 Child Care Center
 Library
 Museum
 Public Service Agency
AND
- b.** Non-Profit (IRS 501(c)(3) status required)

If either **1.** or **2.a.** and **b.** is checked, you may be eligible to participate in the Surplus Property Program.

MAIL THIS FORM FOR MORE INFORMATION

RETURN TO: West Virginia State Agency for Surplus Property
 2700 Charles Avenue
 Dunbar, W 25064

Please send me an **Application for Eligibility**
 Please have a representative contact me
 Please visit our organization and offer a presentation



Name _____ Title _____

Organization Name _____

Mailing Address _____

City _____ Zip _____ County _____

Telephone Number _____

Questions? Suggestions? Comments?



We want to hear from **YOU!** Are you pleased with our Program?..Call us or write to us with any questions, suggestions or comments. We would also like to hear the 'success stories' you have in utilizing surplus property!

West Virginia State Agency for Surplus Property

2700 Charles Avenue
Dunbar, WV 25064

Hours:

8:30 am to 4:30 pm
Monday through Friday

Specializing in:

- Office Furniture and Equipment
- Shop Equipment
- Electronic Equipment
- Tires, Engines, Vehicle Parts
- Rolling Stock and Heavy Equipment
- Plus Many More Items

Information: For property information and availability, contact the Federal or State Warehouse Supervisors at 766-2626 or call toll free at 1-800-576-7587.

Terms: All organizations must present check — no cash. Organizations may be billed if proper credentials are presented. State agencies will be billed.

Terms and Conditions of Sale

FEDERAL & STATE REGULATIONS: Acceptance of Federal equipment and supplies by users who have established eligibility to participate in the WVSASP is subject to certifications and agreements identified on the reverse side of the Distribution Document.

1. Federal equipment and supplies are restricted to institutional use only, not personal use, and are to be used for a minimum of one year.
2. All vehicles and items with an acquisition cost of \$5,000.00 or more shall be used for the purpose(s) for which acquired within one year from the date the property was invoiced and used for 18 months thereafter.
3. During the restriction period, the property shall not be sold, traded, leased, lent, bailed, cannibalized, encumbered or otherwise disposed of or removed from the State of West Virginia without the express approval of the WVSASP. The recipients of Federal property are urged to contact the WVSASP prior to taking any actions which might be interpreted as modifying any of the certifications and agreements stated on the reverse side of the Distribution Document.

TERMS: Net 30 days to all users unless previous arrangements have been made. Payment must be by check issued against an eligible organization. No personal checks, money orders or cash transactions are permitted.

SHIPPING: All service charges are FOB Dunbar Warehouse unless expressly indicated. Out-shipping can be arranged by calling (304) 766-2626. Delivery charges will be added to the invoice.

West Virginia State Agency for Surplus Property



2700 Charles Avenue
Dunbar, WV 25064
(304) 766-2626
1-800-576-7587

RETURN TO SENDER

**BULK RATE
U.S. Postage
PAID
Charleston, WV
Permit #78**

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