



Kanawha County Schools Add Vehicles to Maintenance Fleet Thanks to WV Surplus

For entities with limited time and budgets to purchase property brand new, the West Virginia State Agency for Surplus Property (WV Surplus) comes highly recommended. That's according to Alan Cummings, Director of Purchasing and Supply Management with Kanawha County Schools.

One of their most recent purchases included vans and trucks, which will be incorporated into the school system's maintenance fleet.

"This equipment will be used by employees to carry the supplies and tools necessary for repairs at our facilities," Cummings noted. "The vehicles we received are in excellent shape and it's apparent the equipment has been well maintained."



Kanawha County Schools (KCS) recently acquired several vans and trucks to be included in the school system's maintenance fleet. According to Director of Purchasing and Supply Management Alan Cummings, purchasing these vehicles through WV Surplus allows for KCS to stretch its budget even further.

Please see **KANAWHA SCHOOLS**, Page 4

In Other News...

- **Manager's Perspective:** Fall Provides Time for Reflection and New Opportunities for Change at WV Surplus
- WV Surplus Played Role in Student Memorial
- Local Business Finds Success Updating its Surplus Property

WV Surplus Offers New Pricing Model for Some Used Vehicles

As a result of the 2018 Regular Session of the State Legislature, the West Virginia State Agency for Surplus Property (WV Surplus) now has the ability to use a new pricing method for eligible organizations. Instead of fully relying on the NADA value that was previously statutorily required, WV Surplus may now consider the Kelley Blue Book listing.

"This change in procedure will allow WV Surplus to establish a realistic price to facilitate increased sales of used vehicles to eligible organizations around the state," shared WV Surplus Manager Elizabeth Perdue.

This new pricing model using Kelley Blue Book value will only be applied to some trucks, SUVs and vans. Cars and other vehicles will

Please see **VEHICLE PRICING**, Page 3

Fall Provides Time for Reflection and New Opportunities for Changes at WV Surplus

Each month I am fortunate to meet with new customers, organizations and members of the public who are just learning about WV Surplus for the first time. It is with great pride that I can tell them about the 70+ year history of WV Surplus and the thousands of eligible organizations we have been able to assist.

During the summer, WV Surplus welcomed the beginning of a new fiscal year. At the end of each fiscal year, the Purchasing Division, under which the WV Surplus program is administered, publishes an annual report to provide statistical information to the general public and share its accomplishments.

Within the Fiscal Year 2018 Annual Report, WV Surplus was recognized for the following accomplishments:

- Made 304 vehicles available to various organizations;
- Conducted a public vehicle auction;
- Made more than 230 items available through our online auction site GovDeals;
- Worked with the Fleet Manage-

ment Division in response to House Bill 4015;

- Supplied computer equipment to Clay County Middle School;
- Helped the Department of Veterans Assistance furnish offices;
- Ended the fiscal year with more than 3,800 “likes” on Facebook;
- Organized an Open House for Eligible Organizations; and,
- Coordinated a Customer Appreciation Day.

A copy of the Purchasing Division’s Annual Report can be found online at www.state.wv.us/admin/purchase/Annualreport/Annual18.pdf. Information on WVSASP may be found on pages 34-39.

Looking back on all of the things we accomplished during the last fiscal year makes me excited for the challenges and the opportunities lay ahead for my staff and me.

In this issue of the newsletter, we are pleased to highlight our featured eligible organization, Kanawha County Schools, who has purchased a variety of items from WV Surplus over the years (see page 1).

Following changes made during

THE MANAGER'S PERSPECTIVE

ELIZABETH PERDUE



the previous legislative session, WV Surplus has

adopted a new model for pricing vehicles. You can learn more about how we use the NADA and Kelly Blue Book pricing guide on page 1.

Finally, we asked for some “Before and After” pictures on Facebook and our customers did not disappoint! We’re happy to showcase one of these photos from a local business owner on page 5. We encourage you to share these stories with us via email or online at our Facebook page.

As we enter into fall, we’re reminded that things are always changing. With our long history of service, WV Surplus will continue to be here to serve you.

WV Surplus Played Role in Student Memorial

Outside of the Ben Franklin Career Center in Dunbar, West Virginia, sits a bench. It is engraved with “In Memory of Samara D’Arco.”



After the passing of one of their students, Carla Finch from Ben Franklin Career Center contacted WV Surplus Warehouse Supervisor Matt Harper seeking to purchase a bench that could be engraved in memory of this student.

“This was a very special request for an unique situation,” shared Harper. “I am thankful I was able to assist Carla by finding a bench that met her needs and would serve as this touching memorial.”

Ben Franklin Career Center has previously purchased a number of various items from the warehouse and WV Surplus hopes to maintain a close relationship with this organization.

VEHICLE PRICING

Continued from Page 1

continue to be priced using the NADA listing.

There are many factors that determine the pricing of a vehicle using the NADA and Kelly Blue Book listings, including the manufacturer, model, year of production, damages and mileage. Other characteristics such as the average trade in value also affect the listing price.

Below is an example of how the two pricing models can affect the price of a car. The example provided is for a 2013 Jeep Grand Cherokee with 139,269 miles. On the left, is the NADA value and on the right is the traditional Kelly Blue Book (listed as KBB).

“With this particular vehicle, the Kelley Blue book resulted in the price being \$3,475 lower than with the

NADA value,” explains Perdue.

For an eligible organization working on a budget, this is a substantial savings. “We are slowly introducing this new pricing model,” adds Perdue. “It is a slow process incorporating this new method but we are excited for the saving opportunities for our customers.”

Each week, WV Surplus posts a list of all vehicles available for sale on its website at www.state.wv.us/admin/purchase/surplus/vehicle.html.

For additional information or questions regarding the vehicles listed or how your organization may benefit from obtaining a WV Surplus vehicle, please contact Vehicle Coordinator Scott Brown at Scott.A.Brown@wv.gov.

WV STATE AGENCY FOR SURPLUS PROPERTY USED VEHICLE INSPECTION CHECKLIST

Year	2013	VIN	1C4RJFAG5DC559891
Make	Jeep	F Document Number	
Model	Grand Cherokee	Inventory Tag #	2018-119
Agency	FLT - COR	Mileage	139,269
Body Color	White	Lic. Plate #	

PRICING

NADA Guide	TRADE	LOAN	RETAIL
NADA Value:	14675	13225	16775
Accessories			
+ or - Mileage			-2575
Less Condition			-770
			<i>Tires, Scratches, Windshield Chips</i>
Loan Value		9880	
TARGET PRICE		10380	

PRICING

Kelly Blue Book	TRADE
KBB Value:	7175
Accessories	
+ or - Mileage	<i>*Adjustment Included*</i>
Less Condition	-770
	<i>Tires, Scratches, Windshield Chips</i>
Value	6405
TARGET PRICE	6905

As a result of recent legislative changes, WV Surplus has more options for pricing some of its vehicles. Trucks, SUVs and vans can now be priced at the Kelley Blue Book value. In the example above, the traditional pricing method using the NADA value would price the vehicle at \$10,380. Using the Kelley Blue Book value, WV Surplus can now price it at \$6,905. This is a savings of \$3,475 to an eligible organization.

KANAWHA SCHOOLS

Continued from Page 1

While Kanawha County Schools have utilized WV Surplus for many years, their attendance at a recent seminar offered to local governments by the West Virginia Purchasing Division brought much more insight into the goods and services offered by WV Surplus. As they continue to do more with less, Cummings said they anticipate employing the services of WV Surplus for the many other commodities needed throughout their school system. Cummings said they are currently looking to purchase two vehicles, a three-quarter truck and one-ton truck, which will be fitted with plows and salt spreaders for the clearing of various Kanawha County School properties.

“WV Surplus has allowed us to fulfill our needs by obtaining quality items quickly and at affordable prices,” Cummings said. “The staff at WV Surplus is friendly, patient and understanding of the policies unique to each agency. They worked with us, giving us time to allow for funding and the approval process. They are truly customer service oriented.”

WV Surplus employees are proud to support our education system with affordable merchandise options. Does your classroom or school have a need? Contact WVSASP at 304.766.2626 or visit our website at WVSurplus.gov to learn how WVSASP can assist your school with future purchases.



The two vans pictured above were acquired by Kanawha County Schools through WV Surplus’s eligible organization program. This program provides special benefits to eligible organizations (i.e. schools, some nonprofits, local governments, state agencies, volunteer fire departments, churches, medical insti-

tutions and more) such as the ability to place items on hold, priority to new inventory, access items via the Federal Surplus Property Program and more.

To learn more about how your organization could benefit from this partnership, visit WVSurplus.gov.

We Want to Hear From You!

What are some of your success stories with using items acquired through the West Virginia State Agency for Surplus Property? Please email Samantha.S.Knapp@wv.gov so we can know how our program has benefited your agency. In a future issue of *The Property Connection*, we may highlight YOUR organization!

Customer Spotlight

Local Business Finds Success Updating WV Surplus Property

WV Surplus asked for “Before and After” pictures on our Facebook and you delivered! We received several photos and stories of items purchased from our warehouse and updated. Check out the picture below to see one great project from a WV Surplus customer.

To submit your before and after pictures for a chance to be featured in our newsletter and on our Facebook page, email Jessica.L.Chambers@wv.gov.



“We bought these two caravans about three years ago and turned them into small work vans. They have been great little vans! We removed the rear seats and installed our cabinets. We will be back when we need to expand our fleet.”

-Daniel Hardwick of AKL Security Solutions in Huntington, WV

West Virginia State Agency for Surplus Property

Hours: 8:30 a.m. to 4:30 p.m., Monday through Friday

Specializing in:

- Office Furniture and Equipment
- Shop Equipment
- Electronic Equipment
- Tires, Engines, and 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 304.766.2626 or call toll free at 800.576.7587.

Terms: All organizations must pay by check or credit card. No cash transactions permitted.

The Property Connection

This online publication is made available to all eligible participants of the West Virginia State Agency for Surplus Property on a quarterly basis.

For additional information on becoming an eligible organization, please call 304.766.2626 or complete an *Application for Eligibility* at:

WVSurplus.gov

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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.

Terms and Conditions of Sale

FEDERAL AND STATE REGULATIONS: Acceptance of Federal equipment and supplies by users who have established eligibility to participate in 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 WVSASP. The recipients of Federal property are urged to contact 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: Payment required upon receipt unless previous arrangements have been made. Payment must be by check or credit card 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.