



Cabell County Emergency Medical Services Stay Afloat with Boat Purchase from WVSASP

Though it had been several years since Cabell County Emergency Medical Services (EMS) had been a regular customer to the West Virginia State Agency for Surplus Property (WVSASP), it was not for a lack of interest.

“We had bought property from WVSASP several years ago, but as the availability of military equipment declined, we found ourselves buying less,” said EMS Director Gordon Merry. “But when we heard that WVSASP had a boat for sale, I said ‘Go look at it.’”

The boat in question was a retired conservation officer boat from the state Division of Natural Resources. Though the EMS already had a pair of 15-foot Zodiacs, Merry said the newly-purchased craft fills a need not met with the other boats.

“The Zodiacs do not do well on the Ohio River,” Merry said. “They are small and can swamp easy, and they do not necessarily operate well at night.”

After a recent instance where a boat was reported floating on the Mason/Cabell lines and the Coast Guard called, trying to determine if someone had fallen into the river, Merry said the EMS identified a weakness that a new boat would fill.

The new boat is designed for service on a river, Merry said, making it more applicable for working on the Ohio River.

“The applications are endless for using this boat,” he said. “We do a lot on the Ohio River with rescue and assistance, jet ski and boat races, so we have



A boat previously used by the Division of Natural Resources was recently purchased by Cabell County Emergency Medical Services. The boat will be used to fill service and rescue needs on the Ohio River not met by the organization’s current fleet.

In Other News...

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- WVSASP Furniture Giveaway a Success for Agency and Participating Organizations
- Division of Corrections Saves Money By Using WVSASP

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Time Again Points to More Changes for WVSASP

The passage of time and the resulting change which inevitably follows can be both frightening and freeing, a chance to embrace those changes and look forward to the future. When these opportunities come upon us, we are remiss if we do not look at them and ponder the potential for betterment.

The West Virginia State Agency for Surplus Property (WVSASP) is facing one such opportunity, a dramatic change from a long-standing tradition with WVSASP that reflects on the dramatically changing face of how we, as an agency, do business. Our most recent absolute auction, held Sept. 17 at the Dunbar warehouses, was only the second auction of the year, and it may well be our last. This would mark a significant change in WVSASP history.

For many years, the absolute auction was a WVSASP cornerstone, held 10-12 times a year, almost a Saturday tradition that would draw large crowds to bid on surplus state goods. Historically, it was the method WVSASP used to sell 75-80 percent of all property that did not go to eligible organizations.

But times have changed. Following passage of legislation by the 2008 Regular Session of the State Legislature, WVSASP was able to begin offering the sale of merchandise to the general public on the day of the visit, rather than requiring a sealed bid and a five-day wait. This changed forever how WVSASP does business, turning us into essentially a functional retail operation. These daily sales meant customers were able to buy from WVSASP that day, the same as with any big box store. Needless to say, our daily sales have increased significantly with this change.

THE MANAGER'S PERSPECTIVE

KEN FRYE



And then there are the technological changes. Previously, the U.S. General Services Administration (GSA) would regularly send to WVSASP 20 pound boxes of dot matrix printouts, with the printouts listing the federal property available.

Screening the property would involve laboriously poring over each individual listing, page by page, taking hours and days. Now, everything is available online in searchable criteria, so eligible organizations can search for specific items in specific areas with the few clicks of a computer mouse.

Agencies have a much easier time in retiring property, also. Beforehand, agencies in the farther reaches of the state with equipment to retire

would have to hold onto the retirement paperwork until there was enough property to hold statewide sealed bids.

Agencies were also forced to pay for transportation cost of the property to the Dunbar warehouse. The advent of the Internet and our adaption of online sales now means an agency only needs to send photographs and a description of the property so it can be posted online and bid on by buyers across the country.

All of these changes mean that how WVSASP operates has to evolve. The lure of the absolute auction has been replaced by online bidding. That 75-80 percent of property once sold through absolute auctions has now turned to roughly 10-15 percent, with the rest going out through daily sales and online.

WVSASP will be looking at these changes as our business model continues to develop and we look for the best ways to serve you, the eligible organization, in addition to a growing and thriving customer base.

Small Businesses May Benefit From WVSASP

The West Virginia State Agency for Surplus Property (WVSASP) has been making the purchasing of office furniture and equipment easier for businesses with its quality goods at a more convenient price. Small businesses have heard of the great service offered by WVSASP and never miss a chance to further their business and facilities.

WVSASP and the U.S. Small Business Administration (SBA) have joined together to generate the 8(a) program that helps disadvantaged businesses continue to progress and succeed. The 8(a) program is a federal program that allows those businesses to obtain surplus property that they might not otherwise be able to afford.

According to the SBA website, "the 8(a) Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. The program helps thousands of aspiring entrepreneurs to gain a foothold in government contracting."

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WVSASP Furniture Giveaway Successful for Agency and Participating Eligible Organizations

Following the success of its furniture giveaway last December, the West Virginia State Agency for Surplus Property (WVSASP) conducted another giveaway on June 5-15. The giveaway not only helps clear out the inventory, but more importantly benefits the eligible organizations who participate in the free furniture giveaway. It gives those organizations a great opportunity to drive away with quality furniture that they might not have been able to purchase.

A total of 37 agencies took advan-



The Property Connection

This publication is made available to all eligible participants of the West Virginia State Agency for Surplus Property on a quarterly basis. For information on becoming an eligible organization, call (304) 766-2626 or complete an Application for Eligibility at <http://www.state.wv.us/admin/purchase/surplus/eligibil.html>.

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Plenty of eligible organizations came out for the furniture giveaway at WVSASP. Representatives of Visions, Vessels, & Victory, Inc. were thrilled with the opportunity to fill their U-HAUL with plenty of free furniture to help better organize and update their facility. This event was the second furniture giveaway that has been coordinated by WVSASP.

tage of the event, and more than 600 pieces of furniture were driven off the lot. Chairs, filing cabinets, desks, bookcases, tables and storage cabinets were among the most popular pieces with the eligible customers.

“The furniture giveaway is a great benefit to those organizations that need furniture, but might not have the funds to obtain it,” says WVSASP Manager Ken Frye. “Not only does this event benefit those businesses, but it benefits our operation because we will have more room for newly retired state property and the word about WVSASP is getting out to the community.”

Deana Burke of Glenville, founder and executive director of Visions, Vessels, and Victory, a non-profit agency with three food pantries in Wirt, Gilmer and Berkeley counties, picked out an assortment of chairs, desks and filing cabinets during her visit. The filing cabinets, she said, will make

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Corrections Finds Unique Property along with Great Savings at Surplus

Loita Butcher at the Division of Corrections has a secret she wishes to share with state agencies about the West Virginia State Agency for Surplus Property (WVSASP) ... sort of.

"I think there are a lot of state agencies that could benefit tremendously from buying from Surplus Property like we have," said the executive assistant to the Director at the West Virginia Division of Corrections, adding with a laugh, "but maybe I should not say that because then I may not be the first to know about the all the great deals that come into Surplus."

In the last year alone, Butcher has come to know first-hand how much an agency can save through Surplus Property. Due in large part to the availability of hospital equipment through Surplus Property, Butcher said the Division of Corrections has saved approximately \$200,000 in the last year.

"And that is just in the medical equipment alone that we purchase," she said.

The Division of Corrections was able to buy two commercial-sized washers and dryers for use at several of the agency's 12 correctional facilities. "We could not have afforded those washers and dryers if we were buying them new from a company.

By going through Surplus Property, we could get all four which are still in excellent condition for about 25 percent of the cost of buying them new," she said.

With a new facility to open soon in Parkersburg, Butcher stays in constant contact. "We do visit the Surplus warehouse in Dunbar on occasion and we do keep in touch with [Surplus Warehouse Supervisor] Anthony Cooper," she said. "We are opening a new facility in Parkersburg and we are keeping a lookout on the items at Surplus Property for it."

Butcher said the Division of Corrections has been active for the past five years in buying equipment, many of which are unique purchases.

"We have purchased ATVs with carts, which allow our people in the field to inspect the perimeters of our facilities to make sure no one is tampering with security fences. We have also purchased items like hospital beds, wheelchairs and laundry carts.

"I think this is what I like most about Surplus Property," Butcher said. "I feel like I get to secure a lot of great things for our agency that we would not be able to buy otherwise because we are on such a tight budget. The savings through Surplus are amazing."

BOAT

Continued from Page 1

installed medical equipment on the boat."

Merry said the EMS spent \$6,000 on the boat. "It was in really excellent shape when we bought it," he said. "The boat right now is cleaned, washed and waxed, and we replaced the prop. When we get finished it will have a light bar, it will be lettered, and

all equipped to work on the river."

Merry said WVSASP is a valuable option in tough economic times. "With money as tight as it is, you can redirect the money and buy equipment for a better value," he said. "I think anybody who is trying to manage their budget this is a good alternative."

BUSINESSES

Continued from Page 2

This program is a great opportunity for businesses. "Those businesses that are eligible can really benefit from the program by receiving great items for a small fraction of what the cost would be if they had to purchase the items new," said assistant manager of WVSASP, Elizabeth Purdue.

A business can simply call WVSASP to begin the steps towards becoming classified as an eligible "disadvantaged" business. Businesses can begin shopping for surplus property through the GSA website and can receive the help of the people at WVSASP to begin screening items to find what goods are appropriate for their business.

For more information contact WVSASP at (304) 766-2626 or visit its website at <http://www.state.wv.us/admin/purchase/surplus/default.html>. Any additional information on the 8(a) program can be found on the SBA website, www.SBA.gov.

GIVEAWAY

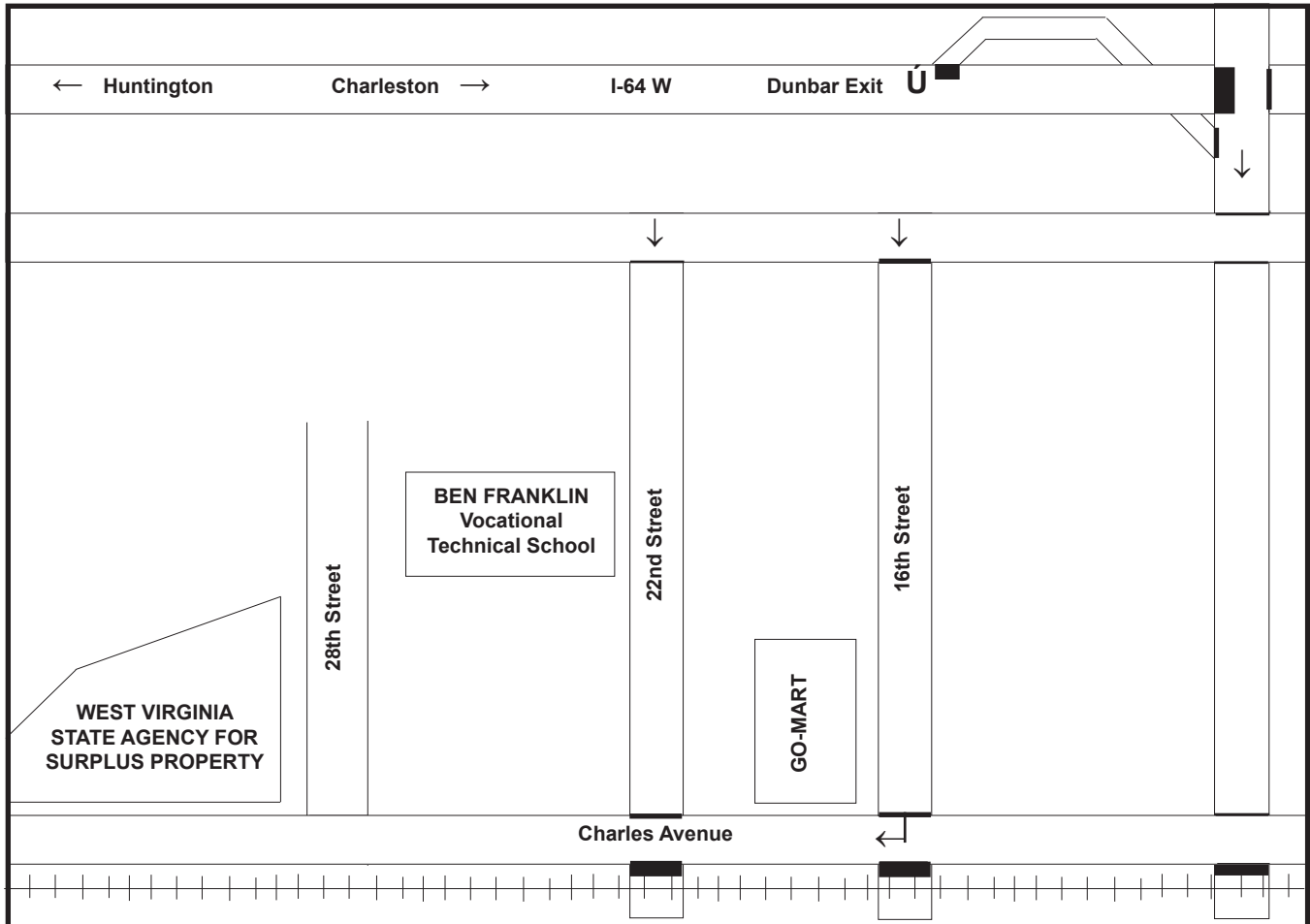
Continued from Page 3

good storage bins for canned goods and many of the chairs would be used for elderly citizens to sit in while waiting in line at the outreach centers.

"The price is great," Burke said with a laugh, adding in a more serious tone, "We only operate on donations. We do not receive any government money. We could not have come down here and bought this. The fact that this is all free is truly a blessing for our organization."

Frye said the giveaway furthers the mission of WVSASP to maximize the value of each tax dollar while also assisting eligible organizations throughout the state.

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

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

Specializing in:

- Office Furniture and Equipment
- Tires, Engines, Vehicle Parts
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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 pay by check or credit card — no cash transactions permitted.

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West Virginia State Agency for Surplus Property



2700 Charles Avenue
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