
THE PROPERTY Connection

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A Publication of the West Virginia State Agency for Surplus Property

Positive Experiences with Surplus Property

Hatfield and McCoy Director Matt Ballard Experiences First Hand the Value of the Surplus Property Program

“How I first became acquainted with Surplus Property is somewhat interesting,” explains Matt Ballard, Executive Director of the Hatfield-McCoy Regional Recreational Authority.

“Right out of graduate school, I was hired to be the special assistant to Brian Kastick, Cabinet Secretary to the Department of Tax and Revenue. My very first assignment pertained to the flood of 2000 in Wyoming and McDowell Counties.”

Ballard was to assist Surplus Property and the Governor’s Office in implementing the surplus property project to counties, municipalities, victims and businesses affected by the flood.

Ballard and Surplus Property Manager Ken Frye worked together to distribute surplus property to businesses devastated by the flood. Ballard took time to reflect on what a great and rewarding project it was, as well as the opportunity to see first hand what a great benefits the Surplus Property Program offers to West Virginia.

“The whole principle behind the program is that it is surplus – things



Offering Outdoor's Excitement

The Hatfield-McCoy Trail System offers more than 400 miles of scenic trails to ATV's, dirt bikes, horseback riders, mountain bikers and hikers. Pictured (l-r) are Matt Ballard, Shannon Orso, Jarod Stone, John Fekete and David Bailey.

that aren't being used by other government agencies.” Through that experience, Ballard learned about the Surplus Property operations.

Later, when he was named Executive Director of the Hatfield and McCoy Regional Recreational Authority, commonly known as the Hatfield-McCoy Trails, needless to

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In Other News...

- ◆ City of Salem Fulfills *Wish List* from the Surplus Property Program
 - ◆ Wayne Volunteer Fire Department Values the Quality and Cost-Savings of Surplus Property
 - ◆ Sealed Bid Process Offers Bargains to the Public
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It's All in the Family... Customers Come "Home" for Savings

When we interview representatives of our eligible organizations for this newsletter, we are always pleased with comments about our friendly staff and how much *at home* they feel when they visit the Surplus Property warehouses.

As director of the West Virginia State Agency for Surplus Property (WVSASP), I never get tired of hearing positive feedback about our program, service or staff. As Matt Ballard of the Hatfield-McCoy Trails says, "It's obvious they want to help the

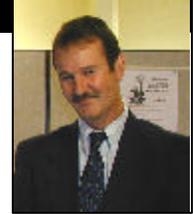
municipalities, local governments and small agencies in state government. If they don't have what you need, they'll try to get it for you and do their best to provide you with a history of the items you are purchasing."

City Manager Ken Yost of Salem definitely feels at home at WVSASP. "It doesn't matter who we show up with, whether the mayor or just us, we're treated the same. We appreciate that," he said.

Todd Ferguson of the Wayne Volunteer Fire Department said

THE MANAGER'S PERSPECTIVE

KEN FRYE



he appreciates the service. "We've had real good experiences. We have gotten good equipment at pennies on the dollar of what we could buy from normal, commercial-type vendors," he said.

Our customer service has kept our 'friends' coming to visit us at WVSASP. Please let us know how we can better serve you and your organization!

Hatfield-McCoy Trails Continued from Page 1

say, Ballard knew he needed to tap into this gold mine.

Proud of the safety record at Hatfield-McCoy Trails, Ballard boasts of the big ticket items he was able to acquire from Surplus Property that are helping to maintain that record. Two of their most recent purchases were a 1996 4x4 Ford Bronco and a 1996 Jeep Cherokee for his rangers to patrol trails and enforce the laws of the state of West Virginia.

"These vehicles help us with safety, which is a big marketing tool for the Hatfield-McCoy Trails. It just would not have been possible for us, with our small budget, to have purchased these vehicles brand new. Our rangers would be less mobile without them; therefore, there would be less safety and protection for our riders," he said.

Obviously, very strict safety regulations also help maintain their

record. Hatfield and McCoy rangers complete the State Police Academy before becoming rangers. Because they can issue DUI citations, it is very important for them to have reliable vehicles for use throughout the trails system.

The purchase of a 1997 Ford Econoline is used to haul equipment out on the trails to the field technicians. This vehicle was recently taken to Surplus Property where Ballard and his staff took advantage of some good deals on hand tools, insulated clothing and wire strippers.

"Surplus Property's entire staff is great. It is a well-run shop," he said. "It's obvious they want to help the municipalities, local governments and small agencies in state government. If they don't have what you need, they'll try to get it for you and do their best

to provide you with a history of the items you are purchasing."

The Hatfield-McCoy Trail System has over 400 miles of scenic trails open to ATV's, dirt bikes, horses, mountain bikers, and hikers. All of their trails are well-marked, maintained and exciting to ride. Each system has trails that are rated from easy to hard, all conveniently marked according to difficulty level.

For additional details on the Hatfield-McCoy Trails, log on to their website at www.trailsheaven.com.

It's obvious they want to help the municipalities, local governments and small agencies in state government. If they don't have what you need, they'll try to get it for you and do their best to provide you with a history of the items you are purchasing.

**Matt Ballard, Director
Hatfield-McCoy Trails**

Christmas Comes Early to City of Salem

Surplus Property is better than Walmart, according to Salem City Manager Ken Yost.

"We don't like to admit it to our wives, but if you're looking for men's toys, Surplus Property is the place to go," he says jokingly. "We had a street sweeper on our *wish list* this year and the only way the City of Salem could have ever gotten it was through Surplus Property. We had to put a little money in it, but for us, it was still better than buying a new one. That street sweeper has been a real time-saver for us."

Since the budget dictates how the city is going to spend the taxpayer's dollars, buying from Surplus Property makes sense. The city used to purchase new equipment but because their debt service got so high, often times the items

wore out before the debt was paid off.

Today, buying used equipment from Surplus makes their budget work. In addition to the street sweeper, the city purchased two GMC trucks, which Public Works Director Ronald Davis says have out-performed the "new" trucks with less mileage than those the city previously purchased from the private sector.

An earlier purchase of four police vehicles by the city only further substantiates Surplus Property's value and reliability. Salem's police motor pool went from 300,000 in mileage down to

I'm just like a kid in a candy factory, when I go down there. I just enjoy looking at everything. I'll ask Ken, can I have this? Can I have that?

**Ronald Davis, Public Works Director
City of Salem**



Ronald Davis proudly stands next to the 1997 GMC 2500 truck purchased from Surplus Property. He believes it out-performs the newer vehicles purchased previously from the private sector.

80,000 in mileage, with little or no maintenance expense for 18 months. And, even then, it was only minor repairs, such as ball joints and brakes, which are routine maintenance for any vehicle. "That was our saving grace," says Yost.

Salem's city council has been so pleased and supportive with the purchases from Surplus Property, that often times some of their council members will accompany Yost and Davis on their shopping visits. "They like to see first-hand what property is available. It doesn't matter who we show up with, whether the mayor or just us, we're treated the same. And we appreciate that," says Yost. "And, if they don't have the item we're looking for, they'll try to find it for us."

"I'm just like a kid in a candy factory, when I go down there," Davis said, with a gleam in his eye and a smile on his face. "I just enjoy looking at everything. I'll ask Ken, 'Can I have this? Can I have that?'"



This 1995 GMC Sonoma pickup truck continues to prove its weight in gold to Ronald Davis, Salem's Public Works Director.

Wayne Volunteer Fire Department Obtains Good Equipment at Uncomparable Prices

Shopping ventures at the West Virginia State Agency for Surplus Property seem to be the trend these days for most organizations.

"I just like to go (to Surplus Property) and browse. There are times we go there and we'll not see anything we need, but there are other times when we go up there and, "Oh boy," says Captain Todd Ferguson of the Wayne Volunteer Fire Department.

Most recently, the department purchased a 5-ton wrecker, which has proven to be a great investment. Used for rescue, salvage and some recovery missions, the vehicle, as Ferguson explains, is a one-of-a-kind. "There is nothing else in the area to compare it to and its capabilities. When nothing else can get into an area, that truck can," he said.

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Bob Wise

Governor, State of West Virginia

Tom Susman

Acting Cabinet Secretary
Department of Administration

David Tincer

Director, Purchasing Division

Ken Frye

WVSASPM Manager

Diane Holley

Editor
(304) 558-0661
dholley@gwmail.state.wv.us

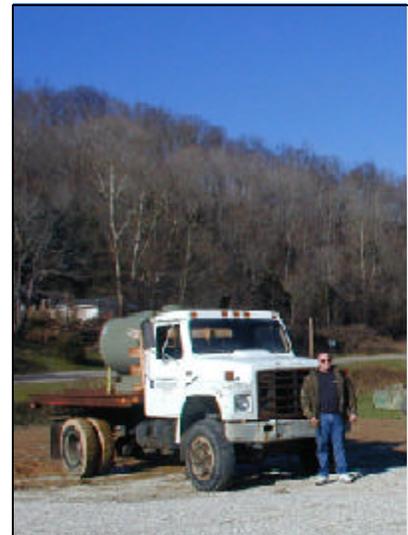


An International Truck was particularly appealing to Captain Ferguson. With a little creative thinking, he decided to purchase it along with a liquid storage tank, in hopes of combining the two to fight brush fires. When he arrived at Surplus Property, the staff already had the tank loaded on the truck ready to go. Ferguson said although they have only used the duo on one brush fire thus far, it has served its purpose well.

Wayne County has benefited by learning the value of the Surplus Property Program through the federal surplus property program. The county coroner works out of the Volunteer Fire Department's station and, through Surplus Property, has acquired heavy duty military bags at a price you can barely buy the thin, plastic commercial ones for," Ferguson said.

Clothing items needed more often for protection from the

Used for rescue, salvage and some recovery missions, this 5-ton wrecker has been a valuable investment for the Wayne Volunteer Fire Department. Captain Ferguson indicated that there is nothing else in the area to compare it to and its capabilities.



Captain Todd Ferguson is pleased with the purchase of this International Truck the county purchased from Surplus Property. It is used to fight brush fires.

Continued on Page 5

Surplus Sealed Bid Process Offers Bargains to the Public

In addition to public auctions, state surplus property may be acquired by the public through a weekly sealed bid process. Surplus Property Manager Ken Frye invites prospective bidders to visit the state warehouse and 'showroom' to see the hidden treasures that await them.

"Individuals can come and place a bid on any state property," he said. "Those bids are collected and opened each Monday at 9 a.m." Minimum prices are posted on each item.

Frye explains that there are two requirements to the sealed bid process: the bid must be at least

Wayne VFD
Continued from Page 4

elements, rather than times the members need full fire gear, were also purchased.

Ferguson says the military-type clothing is hard to beat for this type of action, if you're lucky enough to find your size. And, you couldn't ask for better service. "We've had real good experiences. We get good equipment on pennies of the dollar of what we could buy from normal, commercial-type vendors. All the equipment is well-represented. And, if there is a problem with something we are looking at, the staff lets us know and gives us all the history they have available to them."

Even for the non-shopper type, Surplus Property is the place to visit. "I'd much rather go to Surplus Property and browse than go to the Mall. There's a more interesting variety for me," he added.

the minimum price posted; and the award must be offered to the highest bidder.

"This process has become one of the most popular ways for the public to acquire state property," he said. "They get the first chance at getting the property before it goes to public auction." He added that state employees, excluding Purchasing Division's staff, are encouraged to participate.

Although the selection changes weekly, the types of items available include office furniture, vehicles, farm/lawn equipment, hand tools and computers, which are excellent for students.

"It gives individuals a chance to come down and purchase items at the same prices as dealers, who purchase for resale," he said.

Aside from the 'usual' items, Frye said Surplus Property occasionally receives those



Desks are just some of the property available by sealed bid.

unique items, such as a baby grand piano, Harley Davidson motorcycles, and Mercedes and Porche vehicles.

"We go out of our way to make our customers feel comfortable," he said. "Our staff is anxious to answer any questions that may arise."

Please note that a listing of state vehicles available are posted and updated weekly on the Surplus Property's website at www.state.wv.us/admin/purchase/travel.



Loaded and Ready to Go

A happy sealed bid customer heads out of the gates of the West Virginia Agency for Surplus Property in Dunbar.

SURPLUS PROPERTY LISTING



DELTA TABLE SAW

Item #46389
10" Blade
\$150
Federal Property

BUNN COFFEE MAKER

Item #42373
Two Burners
\$50
Federal Property

WELDING WIRE

Item #41468
.035" - 50lb/roll
\$25
Federal Property

**BATTERY ANALYZER / CHARGER
(AUTO)**

Item #42129
\$150
Federal Property

A/C RECOVERY SYSTEM

Item #41814
Multi-Refrigerent
\$2,000
Federal Property

**AUTOMOTIVE GENERATOR
TEST SET**

Item #46388
\$250
Federal Property

BENCH GRINDER

Item #46281
7" Blade
\$50
Federal Property



12' METAL BRAKE

Item #41275
16 Gauge
\$1,500
Federal Property

PAYMENT BREAKER

Item #41145
Gasoline
\$500
Federal Property

PEDESTAL GRINDER

Item #42311
10" Blade
\$150
Federal Property

HIGH PRESSURE VACUUM PUMP

Item #42312
\$250
Federal Property

METAL DOORS

Item #40629
36"
\$75
Federal Property

TAMPING MACHINE

Item #42544
Gasoline
\$500
Federal Property

OIL FILTER PRESS / CRUSHER

Item #40515
\$600
Federal Property

VANS, TRUCKS AND SEDANS

Check out the selection of state vehicles! For a listing, access our website at www.state.wv.us/admin/purchase/surplus.



**CRAFTSMAN STANDING
DRILL PRESS**

Item #46393
\$149
Federal Property

CLAUSING TABLE DRILL PRESS

Item #46369
\$600
Federal Property

COMMERCIAL COFFEE URN

Item #46255
\$300
Federal Property

**WORK BENCH WITH
ELECTRIC POWER**

Item #46320
\$100
Federal Property

SAND BLASTING CABINET

Item #46431
Glove Box
\$250
Federal Property

HOBART DOUBLE STACK OVEN

Item #42570
Electric
\$250
Federal Property

LABORATORY REFRIGERATOR

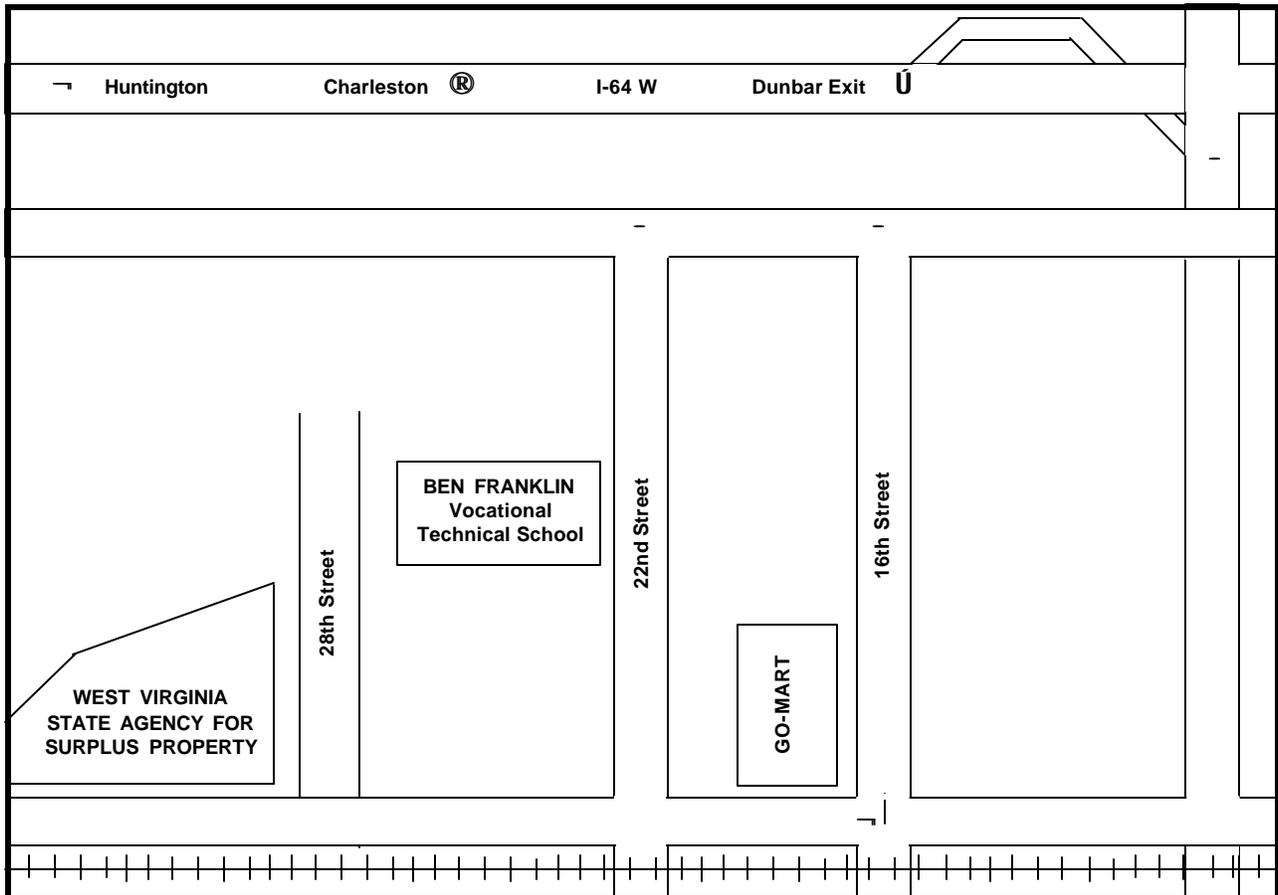
Item #42575
Glass Door
\$600
Federal Property

ALUMINUM FOIL

Item #40006
24 Rolls/Case
\$10
Federal Property

Contact Danny Layton, Federal Warehouse Supervisor, at (304) 766-2626 or Toll-free at 1-800-576-7587.

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

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Manager: Ken Frye
Editor: Diane Holley
Contributing Reporter: Debbie Harrison

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