
Surplus Sense

surplus property 2700 charles avenue, dunbar, wv 25064

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Signs of Surplus Savings are Apparent Throughout Preston County Workshop

If you ask Richard Weekly what he has acquired from the West Virginia State Agency for Surplus Property (WVSASP), he may find it difficult to remember *everything*. Usually, he answers that question, by giving a tour of the Preston County Sheltered Workshop, Community Rehabilitation Program facility, which displays a wide variety of his *surplus* treasures.

Weekly, who serves as chief executive officer of the Reedsville, WV, facility, is proud of his bargains and does not hesitate to show them off. Examples of the surplus savings are found in nearly every department:

- **Media Department:** furniture, heat sealers, paper cutters, exhaust fans, paper taping machines, brooms, mops, janitorial equipment;
- **Label Affixing Department:** Air compressor, air line, lighting fixtures, taping machines, wall lockers, janitorial equipment;
- **Wood Department:** Tools, including radial arm saws, table saws, routers, drill presses, hand saws, hand drills, air nail, air compressor with air hose, light fixtures, emergency lights, a lathe;
- **Steel Shop Department:** Tools, work tables, chairs, grinders, applet jacks, electrical panels,

PICTURE
UNAVAILABLE

Preston County Sheltered Workshop employees benefit from the equipment acquired through the West Virginia State Agency for Surplus Property.

smoke evacuation pump.

- **Outside Lot:** Truck loading dock.

Are you beginning to get the idea that Weekly likes to save money? Throughout the facility, the director and his staff benefit from using surplus equipment, supplies, and other items donated by other sources. Although saving money is important, Weekly

Continued on Page 3

In Other News...

- A paving project has been completed which makes shopping more pleasant...
 - The *Manager's Perspective* focuses on how the public also benefits from our efforts...
 - Don't worry this winter about the possible loss of electricity. Surplus has a variety of generators!...
 - Help us *spread the word* about the Surplus Property Program...
-

No More Gravel...

Surplus Property Paves Over 20,000 Square Yards of Space

PICTURE
UNAVAILABLE

If you haven't been to the West Virginia State Agency for Surplus Property (WVSASP) warehouse facility recently, perhaps you need to plan a trip soon.

In November, a major project to enhance the outside area was completed. Approximately 20,000 square yards of lot space was paved. "This was something that we have been trying to accomplish for many, many years," according to Ken Frye, WVSASP Manager.

The area paved, which is located in the rear portion of the facility, has been used to display heavy equipment, vehicles, and other weather-resistant property. "This area has always been a problem for us. In the summer time, it was very difficult to control the weeds that grew and it was swampy," Frye said. "We would park the equipment in that area and it would sink into the mud."

Understandably, customers did

West Virginia Paving Company transformed the gravel lot at WVSASP into thousands of square yards of pavement.

PICTURE
UNAVAILABLE

With the pavement project complete, WVSASP can better display vehicles and other heavy equipment. The project was targeted to accomplish several factors, including enhanced marketing of the property and to maintain the property's condition.

not want to shop in this unpaved area; therefore, it simply hurt WVSASP's efforts to properly market this state and federal surplus property.

"Through revenues generated by selling state and federal property, we have essentially tried to save money in order to pay for this paving," Frye said. He predicts that the paybacks will be substantial. "In addition to improving our marketing efforts, it will enhance our ability to better serve our customers and save us money through lower maintenance costs," he said.

In the past, one full-time person was assigned responsibility for maintaining this area. Although WVSASP has spent many dollars over the years in gravel, this area was never satisfactory.

WVSASP is pleased with the feedback already received by our customers. "I think that our customers feel that it is a return on their tax money. Most of our customers feel that they are getting something back," Frye adds.

Defend Yourself Against the Winter Cold with a Variety of Surplus Generators

Winter...a time for snow, cold, and, unfortunately, power outages. No reason to worry, though, since the West Virginia State Agency for Surplus Property (WVSASP) has a wide variety of generators currently available at their warehouse facility.

Whether you are needing electric power to provide emergency communications or to operate a complete facility, such as a clinic, police department or fire department, WVSASP may be your best choice. The generators range from 2.5KW (2,500 watts) all the way up to 200KW (200,000 watts).

Most of these generators are diesel powered and have very low hours. Some are also trailer mounted, so that they may be used as mobile units.

In addition to the generators, the Federal Surplus Property

PICTURE
UNAVAILABLE

Generators are available in all sizes and shapes from the West Virginia State Agency for Surplus Property.

Warehouse has other items appropriate for this time of the year. Boots, clothing and high pressure pumps may also be acquired by eligible organizations during this winter season.

For additional information on available property, contact State Warehouse Supervisor Larry Danberry and Federal Warehouse Supervisor Danny Layton at 766-2626.

Preston County Workshop
Continued on Page 3

stresses the importance of quality and safety.

"I am confident that without the Surplus Property Program, we would not have succeeded and, secondly, would not enjoy the level of success that we currently enjoy," Weekly said. "The availability of tools and materials at a low price enables us to continue to provide the services of this workshop."

Although Reedsville is a bit of a distance from Dunbar, Weekly confesses that he never goes to the Charleston area without taking time to visit WVSASP.

Do You Know What You Signed... in the Terms and Conditions of Sale?

CERTIFICATIONS AND AGREEMENTS (INCLUDING TERMS, CONDITIONS, RESERVATIONS AND RESTRICTIONS)

(A) THE APPLICANT CERTIFIES THAT:

(1) It is a public agency; or a nonprofit educational or public health institution or organization, exempt from taxation under Section 501 of the Internal Revenue Code of 1954; within the meaning of Section 203 (j) of the Federal Property and Administration Services Act of 1949, as amended, and the regulations of the Administrator, General Services. (2) If a public agency, the property needed and will be used by the recipient for educational or promoting for the residents of a given political area one or more public purposes, or, if a nonprofit educational institution or organization, the property needed for and will be used by the sale or other distribution; or for permanent use outside the State, except with prior approval of the State Agency for Surplus Property. (3) Funds are available to pay all costs and charges incident to donation. (4) This transaction shall be subject to the nondiscrimination regulations governing the donation of surplus personal property issued under Title VI of the Civil Rights Act of 1964; Title VI, Section 606 of the Federal Property and Administration Services Act of 1949, as amended, and Section 504 of the Vocational Rehabilitation Act of 1973, as amended.

If at any time, from the date it receives the property through the period(s) of time the conditions imposed remain in effect, any of the property listed is no longer suitable, usable, or further needed by the applicant for the purpose(s) for which acquired, the applicants shall promptly notify the State Agency for Surplus Property, and shall, as directed by the State Agency for Surplus Property, return the property to the State Agency for Surplus Property, release the property to another applicants or another State Agency for Surplus Property, a department or agency of the United States, sell or otherwise dispose of the property.

In each issue, a section of the Terms and Conditions will be highlighted for your reference.

Does your agency have a need for a "hummer"? Perhaps, we should start with explaining what exactly is a hummer.

The high mobility multi-purpose wheeled vehicle, commonly known as a "hummer" or "hummv" (pronounced *hum-vee*), was originally placed into use in the federal government in 1985. These vehicles replaced the old familiar jeep which had been widely used since World War II.

Now that we've clarified the definition of a "hummer", you may wonder what your agency would do with one. The hummers have several advantages over the jeep. Let's take a closer look...

- hummers have an increased ground clearance. This increase was achieved by a redesign which eliminated straight axles;
- hummers have a wider profile which decreases the likelihood of roll-over during sharp turns or negotiating rough terrain.

High Mobility Multi-Purpose Vehicles Available at WVSASP

PICTURE
UNAVAILABLE

Need a *hummer*? The West Virginia State Agency for Surplus Property has two hummers available through the Federal Surplus Property Program.

These improvements came with a price...the cost of a new hummer is approximately \$50,000. WVSASP currently has two models available: one four-door hard top and a two

door soft top. Each model has less than 9,000 miles and appears to be in very good condition. For more details and price, contact WVSASP Ken Frye at (304) 766-2626.

Public Sales: Private Citizens Can Also Reap the Surplus Savings from WVSASP

A big impact of the State Surplus Property Program is in the area of our public sales. Private citizens may visit our facility and place bids on items no longer needed within state government.

Our first goal is to market this property to our eligible organizations, such as public agencies and certain non-profit groups. However, if no interest from these organizations exists, WVSASP may offer state property to the public, who may purchase the property by either a sealed bid process or by general auction. Auctions are usually conducted

monthly; however, due to inclement weather, they may not be organized during a winter month.

Since the public does receive a direct benefit from our program, many of our customers have developed a sense of ownership of this agency. They often contribute ideas and make comments on how we can improve our operation.

Several years ago when we built a new state warehouse facility, we received immediate positive responses from our customers, the public and the eligible organizations. For the first time in the

THE MANAGER'S PERSPECTIVE

KEN FRYE

history of this agency, they were able to shop in relative comfort, since the facility is now heated in the winter and well lit.

There have been many improvements made to our facility in recent months, including the new warehouse, a paving project, and security fencing. Our customers know...and we most definitely realize, that these accomplishments could not have been made without our customers' support and encouragement. Let's continue to work together!

WVSASP Manager Eager to Spread the Word About Surplus Savings

Do you want to hear about the West Virginia State Agency for Surplus Property? Ken Frye, WVSASP Manager, just can't stop talking about the benefits of the State and Federal Surplus Property Program.

Occasionally, Frye receives requests from organizations to speak about the program. From the best of his recollection, he has never refused an invitation.

At the 1997 Fall Purchasing Conference in October, 1996, Frye spoke about the surplus property program and about property disposal within the state inventory program. In November, he served as guest speaker at a conference sponsored by the WV Recreation and Park Association, WV Therapeutic Association, and the WV Association of Health and Physical Education.

"I enjoy talking to potential users of surplus property," Frye said. "It gives me an opportunity to explain how other organizations have benefited from our program and how many dollars they have saved by simply checking with us first when needing property."

Frye said he is often surprised by the number of people that are unaware of the program. "Although we produce our quarterly newsletter and other promotional literature, I have found that what really works in promoting our program is *word of mouth*," Frye adds. "Many of our newer customers have told us that they heard about the program from another customer who was ecstatic about the quality and savings they received from us. We never get tired of hearing from our satisfied customers."

Where Have You Been?



In case you haven't visited the West Virginia State Agency for Surplus Property lately, you just don't know what you are missing!

New and used property is available at the state and federal warehouse facilities and in our showroom. Hours of operation are from 8:30 a.m. to 4:30 p.m., Monday through Friday. For more information, call us today at 766-2626.

Auction Notice

Due to inclement weather, WVSASP will not conduct a public auction in January. The next auction date has not been scheduled. However, if you would like to be added to our mailing list for notification of public sales, contact Jennifer Lovejoy at 766-2626.

Meet Katrina Hunter...

Match the Face with the Voice

When you call the West Virginia State Agency for Surplus Property (WVSASP), you will be greeted by a friendly voice. That voice belongs to our new receptionist, Katrina Hunter.

Beginning in mid-October, Katrina joined WVSASP to assist in answering the telephone and to serve as secretary to the manager. "Although we have voice mail with our new telephone system, as a customer-oriented organization, I prefer that our customers receive a 'live' person when they call," said Ken Frye, WVSASP Manager.

"Katrina is the first point of contact that our customers will reach when they call or visit the main office at WVSASP. It's always better when you recognize a face at the end of the telephone line."

In addition to these duties, Katrina also assists in such areas as answering correspondence, filing, assisting with the sealed bid process, and distributing notices of award and rejection letters for public sales. *Join us in welcoming Katrina aboard!*

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Surplus Sense newsletter is published quarterly by the West Virginia State Agency for Surplus Property and distributed to all active customers.

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SURPLUS PROPERTY LISTING

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WAREHOUSE SWEEPER

Item #30904
Electric
\$1,500

Federal Property

ALIGNMENT MACHINE

Item #33010
\$2,500

Federal Property

GRINDER MACHINE

Item #29090
\$100

Federal Property

CHEVROLET BLAZER

Item #31674
Diesel Engine
\$3,500

Federal Property

LOCKERS

Item #32674
Flammable Resistant
\$25 Each

Federal Property

FILE CABINETS

Selection: Letter or Legal
Over 60 to Choose from
State and Federal Property

FORD FLAT BED TRUCK

Item #30498
Model: F500 / 1 Ton Capacity
\$3,000

Federal Property

VANS

Choose From Over 12 Models,
Including Dodge, Ford and GMC
Call for Price
State and Federal Property

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DRILL PRESS

Item #32968
\$250

Federal Property

FORD PATIENT TRANSPORTS

Two Available
Item #32770
\$5,000 Each

Federal Property

CHEVROLET CITATION II

Item #31735
\$500

Federal Property

DODGE FLAT BED TRUCK

Item #32768
16 Ft. with Lift Gate
\$2,500

Federal Property

BAND SAW

Item #32969
\$500

Federal Property

T44 TRUCK TOOL BOX

Item #33161
\$15

Federal Property

SMALL CHILD CHAIR

Item #33251
50 Available
\$2 Each

Federal Property

PARCEL SCALES 150# CAP

Item #30962
Two Available
\$65 Each

Federal Property

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PLYMOUTH STATION WAGON

Two Available
Item #31734
\$700 Each

Federal Property

JON BOAT

Item #32972
12 Ft.
\$250

Federal Property

SHELTER

Item #33048
\$500

Federal Property

TRAILER

Item #32760
3/4 Ton Capacity
\$150

Federal Property

SMALL REFRIGERATOR

Item #33108
Six Available
\$50 Each

Federal Property

GASOLINE LANTERN SET

Four Available
\$50 Each

Federal Property

SMALL PUMP UNIT

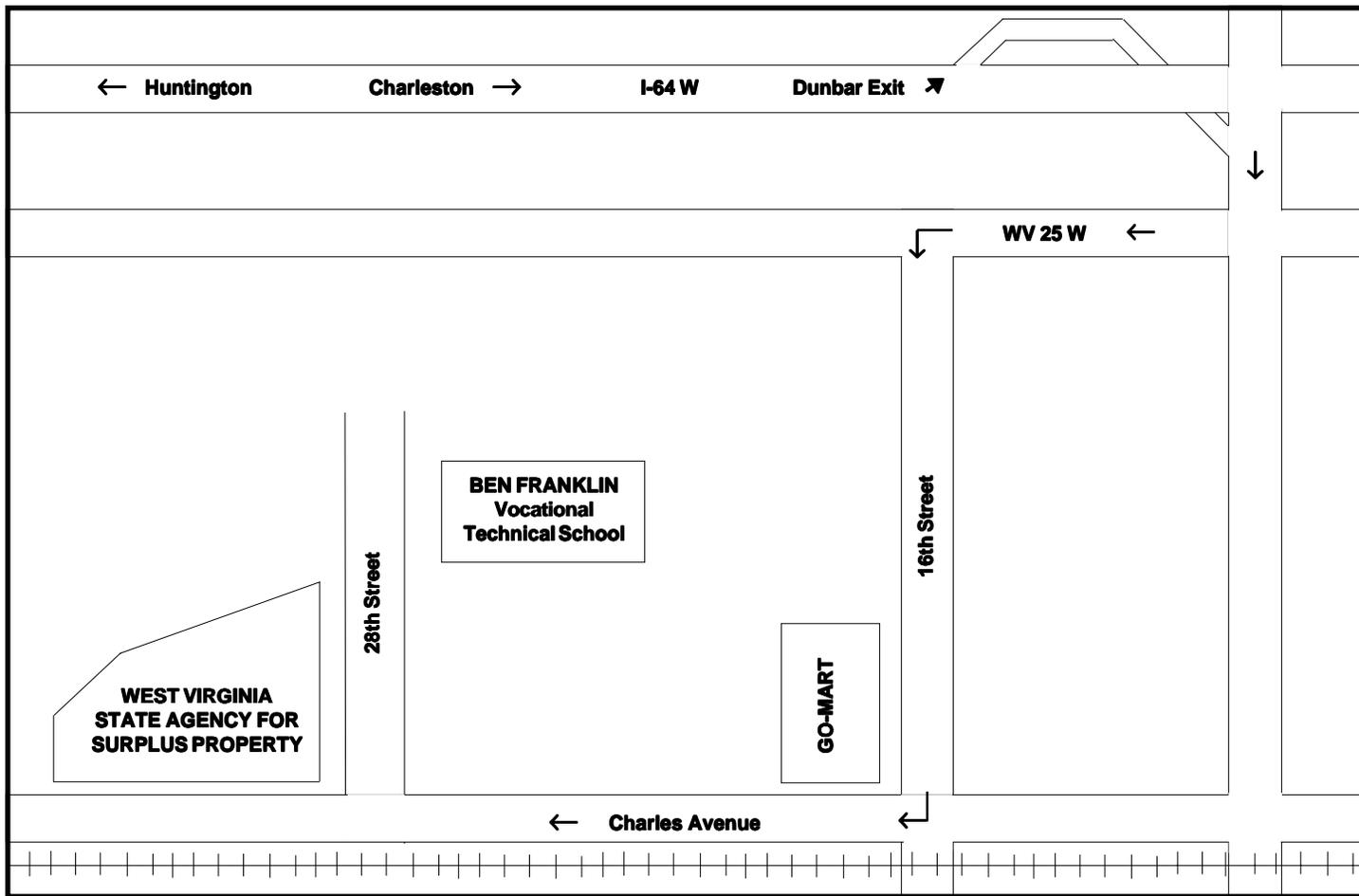
Item #31256
Five Available
\$75 Each

Federal Property

OFFICE EQUIPMENT

Desks, Chairs, and Tables
Variety of Selection
Call for Prices
State and Federal Property

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

- 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 are interested in hearing from **YOU**, our customers. 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.

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

Manager—Ken Frye
Editor—Diane Holley

**BULK RATE
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Pass this issue of **SURPLUS SENSE** along to others