



## Federal Government Trailers Become Welcome Opportunity for Surplus' Eligible Organizations

When Darren DeMattie, director of the Tri-State Fire Academy, received information about an opportunity to purchase travel trailers through the West Virginia State Agency for Surplus Property (WVSASP), he jumped at the chance. "When I received word, I looked into it and saw it was an excellent opportunity for the academy," he said.

Surplus Property Manager Ken Frye said the trailers were originally purchased by the Federal Emergency Management Agency (FEMA) for use as temporary housing for disaster victims. However, the units were barely used, with many brand new.

The WVSASP contacted eligible organizations, who may be interested in purchasing the trailers and mobile homes. These organizations were responsible for pick up and transport from one of three locations: Cumberland, Md.; Frostburg, Md.; and Fort Pickett, Va. Eligible organizations submitted a letter of request to WVSASP stating the number of units requested and the intended use for the units.

Frye said 31 eligible organizations from 19 different counties took advantage of the offer, obtaining 54 travel trailers and 11 mobile homes. "The federal government



Pictured with the FEMA trailer purchased by Lincoln County Emergency Medical Services is Field Training Officer Brenda Scarberry and CPR driver Pamela Frye. The trailer is being used as a mobile first aid/mass casualty incident unit, as well as for travel to health fairs and displays throughout the county.

paid more than \$1.2 million for these units, and Surplus Property was able to charge the eligible organizations only a \$1,000 service charge per unit," Frye said. "It was a total of \$65,000 to cover our costs to administer the program, so this was an incredible bargain for those eligible organizations."

DeMattie said the Tri-State Fire Academy purchased two of the

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# New Surplus Property Initiative Assists Small Businesses

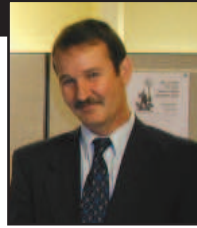
Being receptive to new ideas is a key component in maintaining a successful operation at the West Virginia State Agency for Surplus Property (WVSASP).

One such initiative, which has been discussed in recent months, has now become a reality. I am pleased to announce a partnership through the U.S. Small Business Association (SBA), which partners select small businesses and the federal surplus property program. These businesses are defined by the SBA as “owned and controlled by socially and economically disadvantaged individuals.” This is a new proposal, which we expect to prove beneficial to those eligible businesses as well as to WVSASP.

In this agreement, the SBA will provide WVSASP with a list of qualified businesses, which are eligible to receive federal surplus property. These businesses are commonly referred to as “8(a) organizations,” referencing the section of the Small Business Act that provides the eligibility guidelines

## THE MANAGER'S PERSPECTIVE

KEN FRYE



for private sector participants to receive federal surplus property. These businesses are granted the same status as the eligible government and non-profit organizations that we currently serve.

This is the first time ever WVSASP has made the federal surplus property program available to the private sector. The working arrangements are near identical with our current federal surplus clients.

As the SBA provides WVSASP with a list of eligible private sector 8(a) organizations, a list will be maintained of their preferred items which may vary from trucks and automobiles to chairs and air compressors. When an 8(a) organization wishes to obtain a federal

surplus property item, it will place its request through WVSASP. As with our current eligible organizations, if we obtain the item, a service fee will be charged based on the acquisition cost and the method for which the property was picked up.

The 8(a) organization is contractually obligated to use the property as outlined by the SBA for three years. The 8(a) organization may gain clear title of the item after one year following graduation from the business development program.

In discussions with several of my Surplus Property director counterparts in other states, all have indicated that this arrangement has provided positive results to their surplus property programs.

Likewise, the SBA has been a good partner. Knowing this is a win-win situation for all participants, I look forward to our agency attaining the same positive results and assisting our state's small business community.

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## TRAILERS

Continued from Page 1

travel trailers to use as part of their training exercises, one as a command shelter during field trainings, and the other as a rehabilitation center for trainees.

Since the units are air-conditioned with refrigeration units, they are perfect for trainees to rest and rehydrate, lessening the stress and strain placed on bodies during the exhaustive training.

“We feel it will make our trainings safer. The trainees can carry that training into their everyday lives,” DeMattie said. He added that the units could also be set up as backup units for the Cabell County Health Department, as the academy is part of the Continuity of Operations (COOP) plan for the department.

For Trish Watson, director of Lincoln County Emergency Medical Services (EMS), the 14 foot-by-

32 foot trailer her eligible organization purchased will have multiple uses, including establishing a mobile first aid/mass casualty incident (MCI) unit and repurposing for health fairs and special events throughout the county.

“We were extremely impressed with the trailer. It was in very good condition, and the cost for the quality was amazing,” she said.

Watson said the opportunity came as a chance to purchase a trailer through other means had fallen through. She praised the efforts of WVSASP in helping eligible organizations secure the trailers.

“Working with them was just wonderful,” she said. “They were incredibly helpful and they explained exactly what we needed to do.”

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# Retail Sales Adds to List of Responsibilities for Surplus Property's Anthony Cooper

Ask Anthony Cooper about his job as a supervisor at the West Virginia State Agency for Surplus Property (WVSASP) and he can rattle off a lengthy list of to-do items for nearly any day of the week. "It is definitely a job that is constantly expanding," he said.

With a list of responsibilities ranging from unloading and scheduling truck deliveries to working with customers on day-to-day sales to setting up auctions and researching market sale price for merchandise, Cooper said he rarely finds himself with a boring moment. "This job is constant," he said. "There is constantly something coming in, and something that needs done."

Cooper came to WVSASP 10 years ago through a temporary employment agency. He eventually was hired on full time as a storekeeper.



With new merchandise continually arriving at the West Virginia State Agency for Surplus Property, supervisor Anthony Cooper rarely has an opportunity to get bored, he said.

Five years later, he became a supervisor.

Cooper said he has seen a wealth of change in just those five years. Among those changes has been the change to daily public sales, enacted following passage of House Bill 4664 during the 2008 Regular Session. The legislation ended the previous process of having prospective buyers place sealed bids on items and then make a second trip if they were the winning bid. WVSASP is allowed to become a more retail-oriented operation where items can be purchased on the spot.

The change to public sales has been a big improvement, Cooper said, with increased foot traffic at the Dunbar site. "The customers seem to like it," he said. "It lets them buy the merchandise all in one trip."

That uptick in traffic means also more customers, and Cooper said

he enjoys the increased interaction with customers. "Some of the customers, we see them so regularly, they become almost like family," he said. "You get to know them on a first-name basis."

But Cooper was quick to note that public sales have not altered how WVSASP works with eligible organizations, holding requested items for five days before making them available for public sales.

With the increase in public sales has come a corresponding drop in the number of auctions at the Dunbar site, though Cooper said they are still necessary. "We do get so much merchandise that the auctions are the only way to relieve the pressure," he said.

The continual flow of new items keeps Cooper busy, though. "It is constant, and everyday it is something new," he said.

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

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# Great Computer Buys Await at Surplus Property

The West Virginia State Agency for Surplus Property (WVSASP) can save those shopping for desktop computers time a lot of time digging through mounds of advertising flyers in search of a great deal. With more than 300 computers in stock at any given time, WVSASP has computer deals which are near impossible to top by retail outlets.

WVSASP Supervisor Anthony Cooper said buyers can get computers for just a little more than \$100, which includes computer, monitor, keyboard and mouse. An entire package will cost more if the larger, flat-screen monitors are part of the package, but even then, an entire set up does not exceed \$200, Cooper said.

Organizations registered with WVSASP, particularly small non-profit businesses and schools, frequently outfit offices and computer labs with desktop computers purchased at the Dunbar warehouse, at a fraction of the cost of compared to retail prices.

Cooper said most computers average between 512 megabytes to 1 gigabyte in memory with 40 to 80 gigabytes of hard drive space.

"I do not know where else anyone can get a quality computer for less than \$200," Cooper said. Even with many eligible organizations taking advantage of the low prices at WVSASP, Cooper added the continual turnover of computers in state agencies allows WVSASP to remain well stocked.

"When desktop computers are turned in to us from state agencies, if they have Window XP on it, we have a technician here who wipes it clean with special software and then re-installs basic Windows XP. If a computer is



Rows of desktop computers are ready for sale at the West Virginia State Agency for Surplus Property warehouse in Dunbar. At any given time, there are more than 300 computers in stock with most costing less than \$150 for a computer, monitor, mouse and keyboard.

turned in with Windows 2000, it is wiped clean and no Windows system is installed," Cooper said. "If buyers want additional programs, like Microsoft Office, they would have to buy those and install them on their own."

Consumers have noticed too. The convenience to purchase from WVSASP is another plus as members of the general public can walk onto the property and make a purchase that day.

Cooper said customers can shop unassisted or staff can assist in finding the desired items. "We had a nice rush on computers right before the school year started," said Cooper, noting how individuals can make purchases daily at WVSASP. "We had college students making purchases for when they go back to school and parents making purchases for their home needs."

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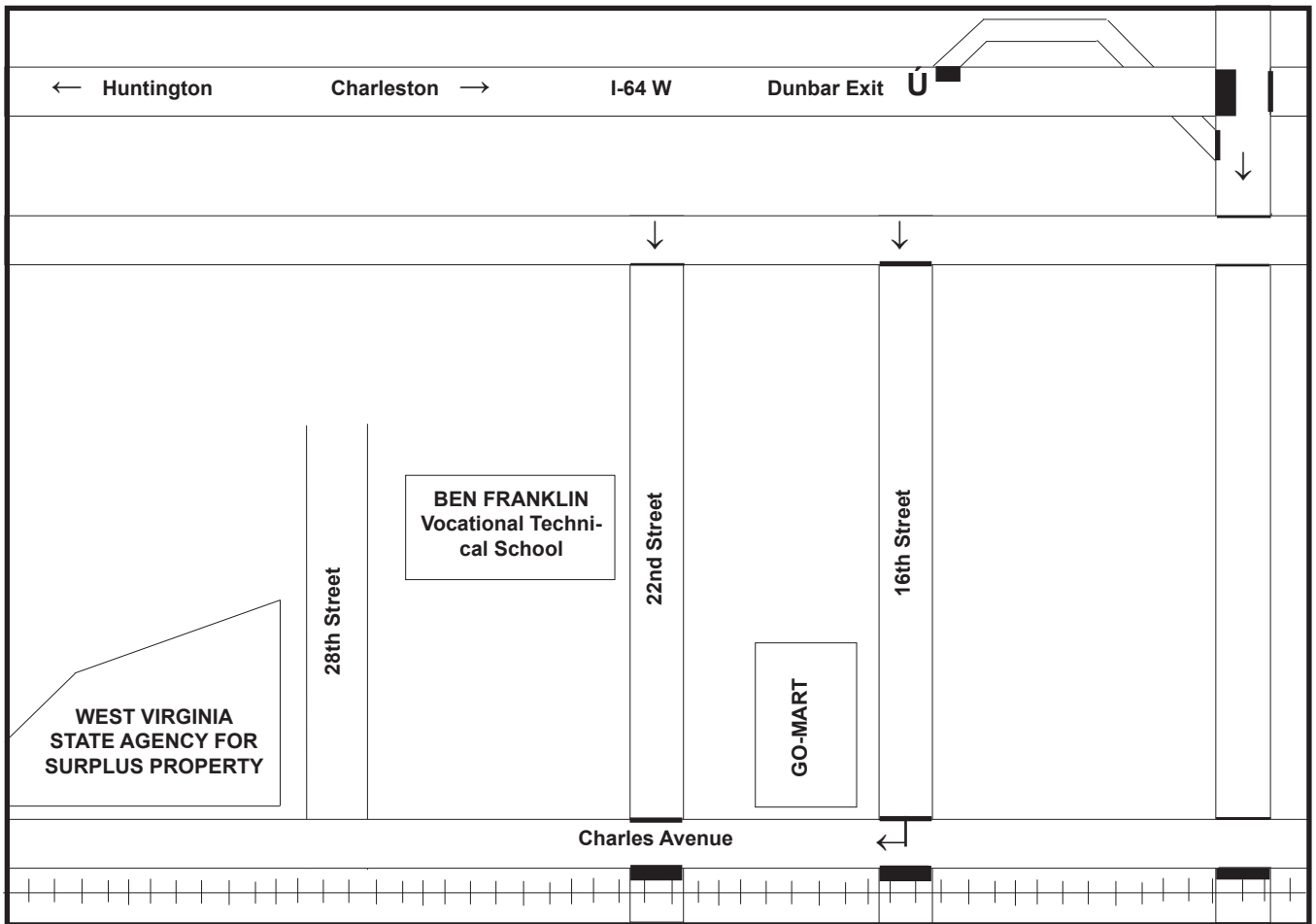
## New Shelving Makes for More Retail-Friendly Experience at WVSASP

For customers at the West Virginia State Agency for Surplus Property (WVSASP), things may seem a little *elevated*. WVSASP recently purchased shelving to use in its warehouse at its Dunbar location to create a more retail-oriented feeling for daily sales.

Supervisor Anthony Cooper said the shelving was purchased to allow more space for merchandise and customers. "The shelving really helps, because now we can actually see what we have, as can the customers," he said. "Items are coming up off the floor and they are displayed better, while also giving customers more area to test some merchandise."

Cooper said the display is more attractive and allows them to keep better track of inventory and locate items quicker.

# 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  **WV** 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
- 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 AND 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  
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