



Surplus Property Benefits from the Recycling Efforts of State's General Services Division



Bill Shanklin, Capitol grounds manager for the General Services Division, looks over a bin of scrap metal scheduled to be recycled for money.

The West Virginia Agency for Surplus Property has gained a partner in its mission to maximize state and federal surplus property. The state General Services Division has produced an additional way to support Surplus Property's mission.

Whereas Surplus Property continues to assist numerous eligible organizations by offering good, used property at a substantially reduced price, there are plenty of items with value, albeit not in its original form, that can be recycled.

The collaborative effort between the two agencies began in February when Bill Shanklin, Capitol grounds supervisor for the General Services Division, approached Surplus Property about transforming damaged property into recyclables. Shanklin took note of items being considered unusable that could be sold for scrap metal.

After a series of conversations, Surplus Property Director Ken Frye

arranged to have two large recycling bins placed on the Capitol grounds for recycling purposes. RJ Recycling, Inc. a vendor contracted for scrap metal services, provides the bins.

"This is a notable project by General Services that benefits everyone. By working with General Services, we can identify and recycle a wide range of products which should not be thrown away as trash but sold to a recycling center," said Frye. "A damaged filing cabinet is a good example of something we cannot resale through our normal channels but we can generate some revenue by recycling it."

As Shanklin noted, "One pick up load of steel is worth \$80 to \$100. In a year's time, that is a substantial amount of money you are getting back from something that would have been thrown away. Plus, it helps us save money on landfill fees as it reduces

In Other News...

- **Manager's Perspective:** Recycling Scrap Metal and Saving the Taxpayer Dollar
- Roane County Family Health Care Uses Surplus Property to Stretch Dollars
- Surplus Property Welcomes New Employees

Please see **RECYCLING**, Page 2

Recycling Scrap and Saving the Taxpayer Dollar

Recycling is hardly a new idea. Ultimately, the mission of the West Virginia State Agency for Surplus Property (WVSASP) is recycling, allowing continued use of state property by eligible organizations and the public. Through WVSASP, not only are taxpayers' dollars most effectively used, but materials and items that might otherwise have cluttered landfills find new life and lessen the need to utilize other environmental resources.

However, as our resources become increasingly precious, WVSASP has stepped up its efforts to not just offer a greater return on the taxpayer dollar but to also ensure the greatest good through the least waste. WVSASP has become involved in numerous efforts to turn what others might have consid-

THE MANAGER'S PERSPECTIVE

KEN FRYE



ered garbage into additional revenue. Among these projects include working with the General Services Division (GSD) to take damaged items and have them sold as scrap metal (please see story on page 1).

Consider for a moment just the impact of throwing away a damaged filing cabinet. Because such an item cannot be sold through WVSASP, in other circumstances it would have just been considered garbage and hauled away to a landfill. Not only

is the item recycled, but the costs for landfill fees and to haul the item away are saved.

However, by working with GSD and RJ Recycling, Inc., that same filing cabinet can now be taken with other unsellable pieces of scrap metal and be turned into both money for the state and something useful in the future. It is truly a win-win situation for all parties involved.

This is only one way that WVSASP is looking to help the environment, the state, and, of course, the taxpayers of West Virginia. WVSASP remains constantly vigilant for opportunities to find uses for the property of state government, not only to stretch the value of each taxpayer dollar but also to leave behind for future generations a cleaner, safer world.

RECYCLING

Continued from Page 1

the amount of regular trash that needs picked up and hauled away as we have to pay for that service. Recycling gives you a two-fold return."

Shanklin said it is a matter of informing and educating the stakeholders who dispose such items to properly separate recyclables from trash accordingly.

"My staff automatically separates recyclable items from trash. It has become a habit, a part of the routine," Shanklin said, noting one of the recycle bins is at Lot 98 where the grounds unit houses all its equipment. "Now, the key is to get everyone make it a habit. A lot of construction and renovation contracts have provisions for recycling materials but there are so many other items like damaged metal chairs, copper, plumbing and light fixtures that get thrown away which can actually earn some money in return."

Surplus Property Manager Ken Frye is grateful for the project. "I applaud Bill and his staff for this initiative. There is nothing but positive results with everything associated with this effort," said Frye.

WVSASP and SBA Unite for the Business Development Program

The West Virginia State Agency for Surplus Property (WVSASP) and the U.S. Small Business Association (SBA) have partnered together on an initiative designed to help businesses owned and controlled by "socially and economically disadvantaged individuals" as defined by the SBA. These businesses are commonly referred to as "8(a) organizations," referencing the section of the Small Business Act that provides the eligibility guidelines for private sector participants to receive federal surplus property.

The SBA will screen organizations for eligibility and provide a list of eligible private sector 8(a) organizations, and WVSASP will maintain a list of preferred items for the organization.

The businesses will be granted the same status as eligible government and non-profit organizations served by WVSASP. Organizations are contractually obligated to use the property as outlined by the SBA for three years, and may gain clear title of the item after one year following graduation from the program.

For more information on the program, please visit <http://www.sba.gov/aboutsba/sbaprograms/8abd/>.

Roane County Family Health Care Uses Surplus Property to Help Stretch its Nonprofit Dollars

Nonprofit organizations, such as Roane County Family Health Care (RCFHC), understand that every dollar counts. For that reason, the organization is constantly looking for ways to minimize costs while maximizing effectiveness. RCFHC has opted to frequently utilize the services of the West Virginia State Agency for Surplus Property (WVSASP) for a variety of equipment needs.

“We have purchased from Surplus Property since I came to Roane County Family Health Care,” said Larry Dent, chief executive officer for the organization. “It has saved us literally thousands of dollars over the years.”

A Federal Quality Health Center, RCFHC’s mission is to provide health care, regardless of the individual’s financial ability. As a nonprofit focused on serving its patients over turning a profit, RCFHC has



Sherry Bonnett tunes up an older PIII purchased from WVSASP more than three years ago. Bonnett came to work at Roane County Family Health Care in May, 1990 and worked in billing until 2006, when she made the transition to IT Systems Administrator.

been able to find ways to cut its expenses. Dent said as technology has changed, RCFHC has purchased dozens of computers over the years from WVSASP.

“When I became CEO, we had four computers using dial-up Internet,” Dent said. “As we moved to broadband Internet, we purchased computers through Surplus Property. We rebuilt the computers and re-fitted them for our use. For our work stations, we exclusively use Surplus Property computers. Realistically we have saved \$30,000 in hardware costs through Surplus Property.”

Dent said working with WVSASP

was carried over from his experience with the Roane County Commission on Aging. “It is a very good way for nonprofits to stretch their budget and get good equipment,” he said.

It is not only computers that this organization is buying. With approximately 30,000 square feet of space, RCFHC has filled the three-story building with a variety of office furniture. Recently, the organization even purchased a new exam table from WVSASP, saving more than \$1,000 in the process.

Dent has a long history with surplus property stretching back to his childhood in Arkansas, where his father was the school

superintendent for a small rural district. Dent would accompany his father on trips to that state’s surplus property warehouse.

“When I was selected for this position, I knew there was a similar organization in West Virginia,” Dent said. “I knew it would be a good source for equipment.”

Dent also offers high praise to the staff with WVSASP. “They are simply great to work with,” he said. “We have never had any problem in working with them. They are all always more than happy to help you out.”

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

Joe Manchin III
Governor, State of West Virginia

Robert W. Ferguson, Jr.
Cabinet Secretary
Department of Administration

David Tincher
Director, Purchasing Division

Ken Frye
WVSASP Manager

Diane Holley-Brown
Editor

Tony O’Leary
Writer

Chad Williamson
Writer

Surplus Property Program Welcomes New Employees

New faces abound at the West Virginia State Agency for Surplus Property in Dunbar, with four new employees: Sherry Fewell, Matt Harper, Paula Lowe and Matt Williams.

Fewell is an office assistant for Surplus Property. A native of Clay County, Fewell lives in Putnam County and has a secretarial degree from West Virginia University Institute of Technology. Fewell's duties include answering telephones, posting items onto *Govdeals.com*, and clerical duties. Fewell previously worked for both the Division of Natural Resources and the West Virginia Tax Department before taking time at home to raise her family.

Harper is a laborer originally from South Charleston and lives in Spring Hill. Harper's duties include loading and unloading trucks and checking inventory in the Surplus Property



Sherry Fewell

warehouse. He was previously employed in the scaffolding industry.

Lowe is an administrative services assistant from Kanawha City, and a graduate of Charleston High School. Lowe was previously with the banking industry for 29 years before coming to work for state government. She previously worked in the Finance Division for five years and then with the General Services Division for 14 months before trans-



Matt Harper

fering to Surplus Property. Lowe's duties include purchasing office supplies, paying invoices and processing vehicle invoices.

Williams is a storekeeper for Surplus Property. A native of Oak Hill and a graduate of Mount Hope High School, Williams duties include receiving merchandise, working with customers in daily sales, and working in the office and warehouse. Williams previously worked in the pharmaceu-



Paula Lowe



Matt Williams

tical industry, performing warehouse duties.

Taking It For Granite ...

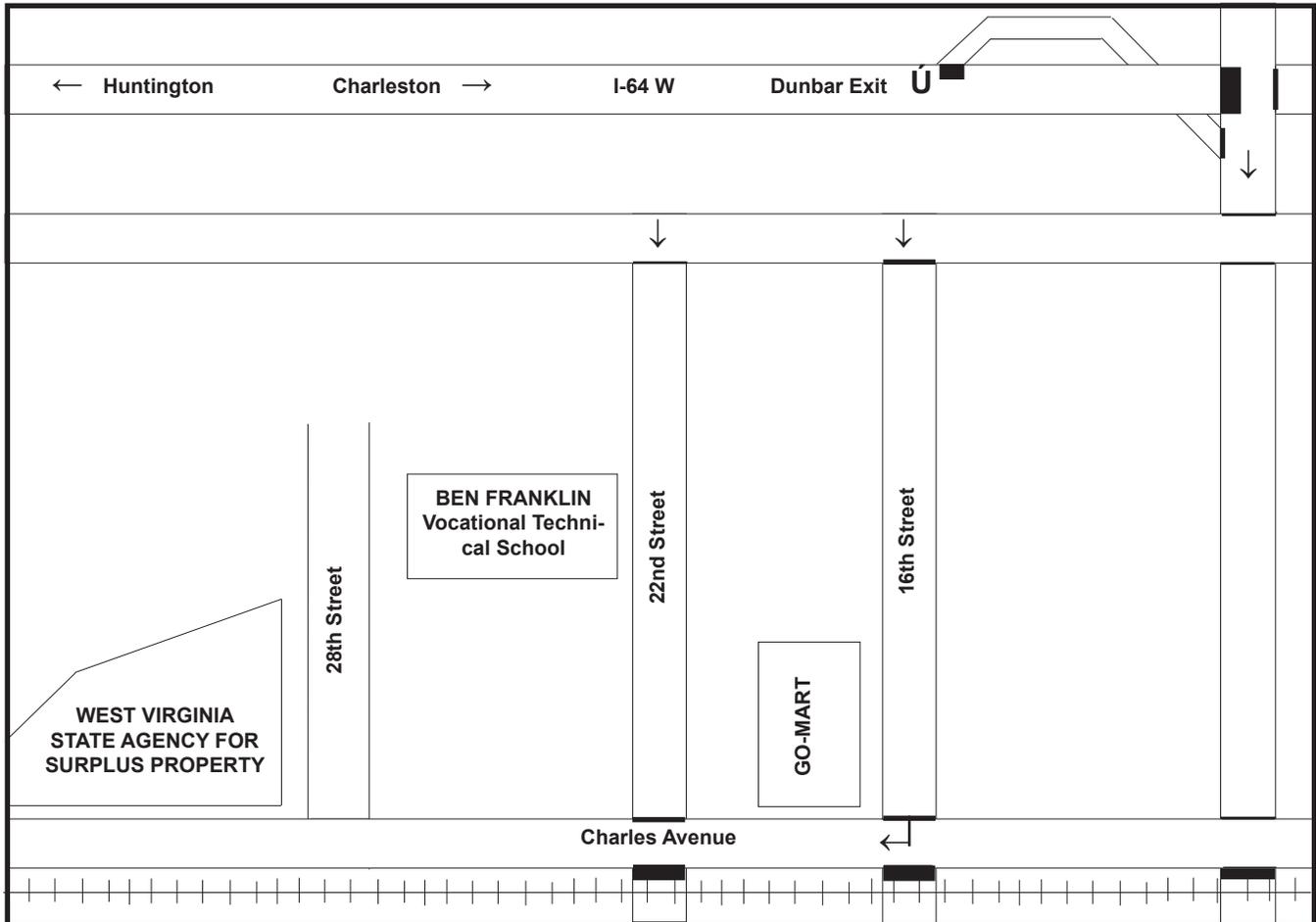


When the Capitol fountain plaza in front of Buildings 5, 6 and 7 was razed beginning in February, the granite blocks used in the construction of the fountain were sent to the West Virginia Agency for Surplus Property (WVSASP) in Dunbar. More than 30 pieces of granite were removed and remain for sale at Surplus Property.



State Surplus Supervisor Anthony Cooper said the granite would make good materials for various projects. The General Services Division had contacted Surplus Property officials prior to this project to inquiry if they were interested in any materials, said WVSASP Manager Ken Frye. At left is a contractor removing some of the final pieces from the Capitol fountain plaza. Inset, the granite blocks are put on display at Surplus Property in Dunbar.

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:

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- Shop Equipment
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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
Dunbar, WV 25064
(304) 766-2626
1-800-576-7587

Governor Joe Manchin III
Cabinet Secretary Robert W. Ferguson, Jr.

Manager: Ken Frye
Editor: Diane Holley-Brown
Contributing Reporters:
Tony O'Leary
Chad Williamson

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