



## Conservation Agency Conserves Tax Dollars by Participating in the Surplus Property Program



Brian Farkas, Executive Director of the West Virginia Conservation Agency, stands next to one of the vehicles recently purchased by the agency from the West Virginia State Agency for Surplus Agency. Conservation officials estimate that their agency has saved more than \$30,000 by purchasing vehicles from Surplus Property rather than buying them new.

It seems appropriate that one of the state agencies which takes advantage of the fine deals at the West Virginia State Agency for Surplus Property (WVASP) is the West Virginia Conservation Agency.

According to West Virginia Code, the agency is chartered “to conserve natural resources . . . protect public lands and protect and promote the health, safety and general welfare of the people.”

Conserving the state money can also be added to the list.

“With the budget cuts state agencies face, obtaining items at Surplus Property is an excellent way to find quality, attractive furniture for our offices and be good stewards of taxpayer money at the same

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### **In Other News...**

- **Manager's Perspective:** Midweek Vehicle Auction A Success for WVSASP
- Be Sure to Check Out WVSASP Website for New Weekly Special Deals
- Doug Fuller Learns About State Government as a Truck Driver for Surplus Property

### **IMPORTANT! ...**

**Register for News, Updates and the online *The Property Connection!***

What you are holding in your hands will be the final print edition of *The Property Connection*. In an effort to more efficiently bring news and information about the West Virginia State Agency for Surplus Property (WVSASP) to eligible organiza-

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# Midweek Vehicle Auction a Success for WVSASP

The phrase “thinking outside of the box” is an oft-used cliché, shorthand for when a business tries something new or different. For the West Virginia State Agency for Surplus Property (WVSASP), the Saturday morning absolute auction is a time-tested method of property disposal, offering up state surplus property to the highest bidder.

However, WVSASP decided to take this familiar procedure and offer a twist by offering an absolute auction on a weekday morning focused entirely on vehicles. Thus, on a chilly Thursday morning on December 6, bidders assembled on the WVSASP vehicle lot in Dunbar for an opportunity to bid on 50 automobiles, everything from retired state vehicles to Jeep Grand Cherokees. In less than an hour’s time, every vehicle was sold, all to the fast-paced tune of auctioneer Joe Arrington.

The auction was an unbridled success, a gratifying return on this experiment that brought individuals

## THE MANAGER'S PERSPECTIVE

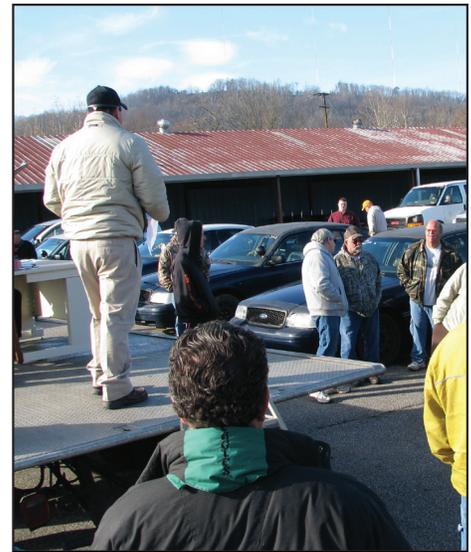
ELIZABETH PERDUE



out during normal work hours, instead of the typical Saturday morning.

We were able to fine-tune this auction by focusing solely on vehicles. Vehicles ranged greatly in condition, and when each was ultimately sold, we were thrilled to see that the experiment had paid off. Following the success of the auction, we are certainly looking toward the possibility similar events in the future.

This was an excellent way to both think “outside the box” while working with known strengths. However, as we have shown in the past with things such as moving to Facebook, Internet auctions, and our weekly deals, WVSASP is always looking for new



**Auctioneer Joe Arrington prepares to kick off the WVSASP vehicle auction that was conducted on December 6. Fifty vehicles were sold during this event.**

and exciting ways to push outside the traditional boundaries and find new ways to serve our customers. No business stays successful by staying “in the box,” and we are grateful to see that our attempts to change how we operate are met with success.

## Keep Your Eligibility Status Current

It is the responsibility of eligible organizations to maintain their eligibility status with the West Virginia State Agency for Surplus Property (WVSASP). As always, that includes the eligible organization renewing its eligibility application every three years.

If there is a change in contact information, such as your organization’s address, telephone number or e-mail address, contact WVSASP so our records may be updated accordingly.

## Be Sure to Check Out Our Special Offers!

Have you checked out Surplus Property’s **Special Offers** that are posted on our website regularly? Just look for the graphic as displayed to the right on the website at <http://www.state.wv.us/admin/purchase/surplus/default.html> and you will find out about new arrivals, price reductions and other time-sensitive bargains that you won’t want to miss.



**Special Offers** have ranged from price reductions on vehicles, such as Jeep Cherokees and Dodge Durangos, and filing cabinets, as well as announcing the new arrival of household furniture that was retired from the state park system.

These offers most often change on a weekly basis. Therefore, to ensure that you do not miss an opportunity for good quality items from the West Virginia State Agency for Surplus Property, check this site regularly. For more details, contact WVSASP at (304) 766-2626 or toll-free at (800) 576-7587.

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# Doug Fuller Learns About State Government While Visiting Agencies for Surplus Property

Doug Fuller drove a coal truck for 18 years. However, as the coal economy changed in recent years, without warning, Fuller found himself without a job.

“A friend who worked for the Division of Highways told me that the West Virginia State Agency for Surplus Property (WVSASP) was looking for a truck driver, and he said I should apply for the job,” Fuller said.

Fuller, a native of Proctorville, Ohio, joined the agency in May as a truck driver, working alongside long-time driver Ron Phipps. Both men are responsible for loading and unloading surplus items, working in the WVSASP warehouses, tagging items for sale, and working with customers.

Both men call the agency a great place to work. “I get to work with really great people, and everyone works well with one another,” Fuller said. “Plus you get to see different places and meet different people.” He added that a regular work schedule is a welcome change from driving a coal truck, where work hours were typically irregular.

Fuller said never knowing exactly what to expect is part of what makes the job interesting. Picking up property from an agency could be two billboards, only to discover they are wall-sized corkboards.

“One time, we picked up a 1964 Plymouth Valiant from the Division of Rehabilitative Services. They had actually built a room around the car, to help people relearn how to get into and out of a car. They ended up having to set it on its side and drag it out.”

He laughed and shook his head. “I did not know a lot about working for state government, so it has been really interesting for me to see what it is that agencies buy.”



**Doug Fuller came from a career as a coal truck driver to driving a truck for the West Virginia State Agency for Surplus Property. He said the job has been an education on what state government agencies buy.**

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**Doug Fuller**

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## 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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## CONSERVE

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time,” said Angela Tackett, Fiscal Services Manager for the Conservation Agency. “We recently closed some large offices and opened several small satellite offices and we know that furniture is very expensive when buying it brand new. Our executive director, field officers and I have all gone down to Surplus Property at various times and found quality, attractive chairs for our offices and a conference room table for our home office and it is so much less expensive.”

Tackett said the Conservation Agency has also purchased several vehicles from WVSASP as agency personnel frequently travel around the state to visit field offices. The key, she said, is to be aware of WVSASP’s offerings.

“It is amazing at what you can find at Surplus Property and it is important that we go there often to see what is available because they are always getting different items in all the time,” Tackett said, adding she and other staff members have been visiting Surplus Property since she joined the agency



**Office furniture and fleet purchases have been among the ways the West Virginia Conservation Agency has saved money by purchasing through the West Virginia State Agency for Surplus Property (WVSASP). Fiscal Services Manager Angela Tackett said the agency used WVSASP to furnish several small satellite offices following the closure of larger offices.**

in 1997. “Surplus Property is such a good option to have when a new need arises.”

The WVSASP staff, she said, makes finding and purchasing needed items convenient.

“They are always very helpful and

offering us assistance. The staff even puts things on hold for us when we can’t make up our minds,” Tackett said. “And they let us know when an item we are looking for becomes available. I think Surplus is a fantastic option for the state.”

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## UPDATES

Continued from Page 1

tions, *The Property Connection* will be switching to a digital-only format. Downloads will be available at <http://www.state.wv.us/admin/purchase/surplus/propertyconnection/default.html>. *The Property Connection* will continue as a quarterly publication.

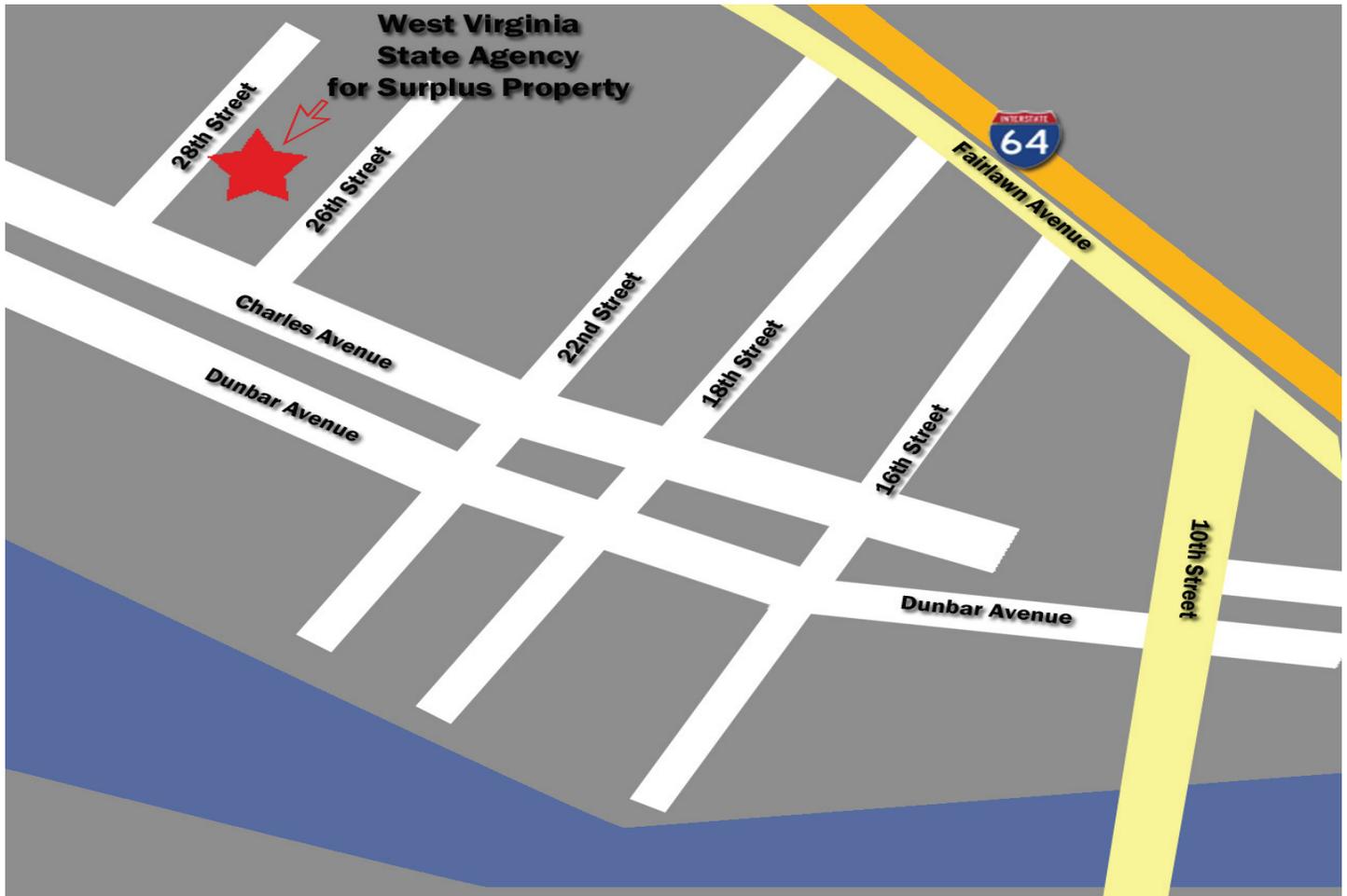
To keep up to date on the latest issue of *The Property Connection* and all news about WVSASP, please take a few minutes and visit <http://www.state.wv.us/admin/purchase/surplus/postcard.html> and make sure that your eligible organization is registered to receive updates from WVSASP via e-mail.

Your eligible organization will receive a postcard within the next week as a reminder about registering. Do not miss out on the latest happenings at WVSASP!

Don’t wait and miss out on offers, updates and news...Sign up for e-mail updates today!

**Interested in learning more about the West Virginia State Agency for Surplus Property? Visit our website at:**  
**<http://www.state.wv.us/admin/purchase/surplus>**

# 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, WV 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
- 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 pay by check or credit card —no cash transactions permitted.

**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:** Payment required upon receipt unless previous arrangements have been made. Payment must be by check or credit card 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  
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