
THE PROPERTY Connection

Spring 2004 • volume 21, issue 1

A Publication of the West Virginia State Agency for Surplus Property

Surplus Property "Saves the Day" for the Dept. of Education

Superheroes come in all shapes and sizes. For the Department of Education, it can also come in the form of a state program.

The Department of Education was in desperate need to have testing forms printed by a certain date. As a three-day holiday approached, this major print job was scheduled to be processed through the Information Services and Communications Division (IS&C).

The arch-rival was the impact printer on which IS&C had to rely to print the testing forms. It was old and in poor condition; however, according to Cathy McClung, the Data Center's Operations Manager, she had attempted to replace this equipment with no success.

Part of the problem was this particular printer was no longer being made. Acquiring a new printer would require every job to be thoroughly tested and every feature checked to ensure the least amount of impact on the user as possible. Even the vendor who serviced the printer did so on a time and material basis only.

Prior to the Department of Education's dilemma, a serviceman, Jim Hill of Storage Tech Corporation, informed her of two printers located at the FBI Center



in Clarksburg which were identical to the printer at IS&C. He said he had been told that the printers were going to be surplused through the Federal Surplus Property Program.

McClung contacted Ken Frye, Surplus Property Manager, regarding the printers; however, they were not available through the Federal Surplus Property Program at that time. Frye's staff continued to monitor their availability and, once the opportunity arose, applied for the printers. After notification was received that the printers were

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All it Takes is Teamwork

Jim Hill of Storage Tech Corporation and Cathy McClung, Operations Manager for IS&C's Data Center, is pictured with the printer that 'saved the day.' It was acquired through the Federal Surplus Property Program.

In Other News...

- ◆ Surplus Property Offers Pre-Inventory Sale in April
 - ◆ White Oaks PSD Knows First-Hand of the Benefits of the Surplus Property Program
 - ◆ Surplus Property Aids the Solid Waste Authority in Many Ways
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A Win-Win Situation for ALL... Teamwork Always Offers Positive Results

This issue of the **Property Connection** includes a story about how our agency assisted the Department of Education and the Information Services and Communications Division (IS&C) in printing time-sensitive student testing forms when the impact printer used by IS&C was inoperable.

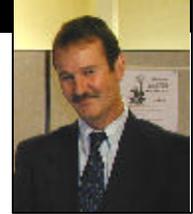
At times, agencies can find themselves ready to throw their hands in the air...surrendering. However, it is important to remember that the Surplus Property Program is an excellent resource to ALL of your property needs.

It just takes a telephone call to get the process started. The Surplus Property Program maintains a want-list of items requested by state agencies; however, if it is an emergency, special effort is made to find the requested property as soon as possible. The federal government offers online screening of property which assists in this effort.

Not only is the Surplus Property Program able to assist in urgent needs such as with the Department of Education, it is helpful to visit the surplus property warehouses often to see the

THE MANAGER'S PERSPECTIVE

KEN FRYE



various property available that **YOUR** organization could use and, in the same time, save hundreds OR thousands of dollars.

The Surplus Property is in operation to serve our eligible organizations...to meet your needs and to provide you with solutions to many of your property and equipment dilemmas. Working together will provide positive results for your operation.

Department of Education
Continued from Page 1

awarded to the state of West Virginia, Surplus Property planned to pick them up the following week, but after learning about IS&C's emergency situation, a Surplus Property truck and two drivers, working well into the night, were dispatched to Clarksburg and delivered the printers directly to IS&C.

"Ken and Danny went out of their way to set things in motion," McClung said. "It was practically a miracle. Two drivers left for Clarksburg that evening, acquired security clearance to get to the FBI Center, loaded the printers and were back here later the same day. It was amazing."

Compared to the existing printer which had 2.5 billion lines used, the FBI surplus printers had only 14 million lines on one printer and

400 million on the other.

Expressions of gratitude came pouring in regarding the teamwork demonstrated through this ordeal. "Without this collaborative effort, the work could not have been completed in the timeframe needed. A sincere 'thank you' goes out to all those who helped make this happen," said Beth Judy of the Office of Student Assessment with the Department of Education.

Mart Denison, Manager of the IS&C Data Center, sent Frye a note of appreciation, thanking the Surplus Property employees for

'clearing the way and for repeatedly monitoring the work in progress.'

In addition, letters of commendation were sent to the Surplus employees from Acting Cabinet Secretary Tom Susman of the Department of Administration for a job well done, along with Awards of Excellence.

"Surplus Property is the best," McClung said. "Customer service is definitely their specialty." Heroic deeds are just part of the magical work of matching organization's need to property available through the Surplus Property Program.

Without this collaborative effort, the work could not have been completed in the timeframe needed. A sincere 'thank you' goes out to all those who helped make this happen.

Beth Judy
Office of Student Assessment
Department of Education

Surplus Property Aids the Solid Waste Authority in Many Ways

The Kanawha County Solid Waste Authority strives to look for ways to operate more efficiently. One way that the staff has found to be successful is by utilizing the Surplus Property Program.

Recently, the Authority acquired a compressor for the plant, which they had never owned before. "You can imagine how much dust and dirt circulates within the plant," said Tim Daily, Director of Operations. "The compressor cleans our machines and materials around the equipment. Of course, it also cleans the filers in the hydraulic units. Everything is just so much more efficient."

Since 1983, Daily has been a customer of the West Virginia State Agency for Surplus Property. He learned of the program when he served as a volunteer fireman in Greenbrier County. Last year when he accepted the position with the Solid Waste Authority, he brought

his knowledge of savings and quality through this program along with him.

The Kanawha County Solid Waste Authority is an appointed authority with the task of diverting as much material from the landfill. With five appointed members and various volunteers, the Authority also runs the recycling station.

The Solid Waste Authority and the Surplus Property Program share a common goal. "What we like best about Surplus Property is, like us, they promote recycling. Just because an item has served its purpose in one place, it doesn't mean it cannot serve additional use elsewhere. That results in savings for the state and extends the life of the property," Daily said.

For example, an agency may need a dependable vehicle for long trips across the state. Once that vehicle has 100,000 miles, it may not be considered as



This surplus compressor is used to clean the equipment at the Kanawha County Solid Waste Authority.

dependable for those long trips. On the other hand, a small community can possibly take that same vehicle and use it for local use. The same concept can be used for office equipment and computers, he said.

The Authority has also acquired a 'packer', which is something that makes their job easier for the paper recycling program. "It's like a miniature trash truck," Daily said. It is his desire to soon purchase an additional packer and he has requested the federal warehouse supervisor to keep an eye out for one.

In addition, coats and coveralls have been acquired to assist the employees in working outside in the cold months.

Daily is very pleased with the service at Surplus Property and is quick to compliment the employees who, he says, make the atmosphere pleasant. "Because our trucks are in the area every week, we have an advantage in that we can stop to see what they have on a regular basis," Daily said. "We realize that most organizations do not have that luxury."



Director of Operations Tim Daily of the Kanawha County Solid Waste Authority is pleased with the surplus packer they acquired for their paper recycling program.

Pre-Inventory Sale Offers Savings to Customers

The week before the West Virginia State Agency for Surplus Property is required to take its annual physical inventory of federal property, a Pre-Inventory Reduction Sale is offered to its eligible customers to help reduce the items to be counted.

With 50 percent off the 'price tag', the savings during this sale was too good to pass up. The sale was offered from April 19-21, 2004.

"In order to prepare for the sale," said Surplus Property Manager Ken Frye, "we had to do our *spring cleaning* in the federal warehouse. We made sure that all the tags were properly displayed. A large crowd was expected. We thought we had something for everyone."

The sale offered items from ammunition cans to tool kits, from shop tools to vehicles. "We think the customers received a major benefit from this sale. I hope they keep coming back," he said.

To spread the work about the sale, a mass mailing was distri-



Pictured above: One of many visitors in the federal warehouse acquired spectacular savings during the three-day event. **Below:** John VanKirk of the Outreach Christian School in Lewis County was pleased he made the trip.

buted to all customers who were eligible for the Federal Surplus Property Program. Word of mouth was also used as well as a listing of property on our website. Obviously, their advertising methods worked because there were a line of cars backed outside of the entrance when the Surplus staff arrived at work on the first day of the sale, according to Federal Surplus Property Clerk Janie Taylor.

She added that during those three days the federal warehouse office was full of people waiting to be checked out. People arrived from all areas of West Virginia, from the northern panhandle to the coalfields.

Tim Lowry, a supervisor for Cedar Lakes, purchased a Dodge van and other items for their dining hall. The van will be used to transport guests to and from the airport. "We've been coming down to Surplus for nearly 13 years and have had much success. We've acquired many pieces of good equipment for Cedar Lakes," he said.

Mineral County Board of Educa-



tion Assistant Steve Peer brought two of his employees with him. "We've been coming to Surplus Property for over 25 years. We like to come and look around. Sometimes we find something; other times we don't, but the best thing is the prices," Peer said. "We were looking for tools and drill bits. This package of six drill bits cost us

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White Oaks PSD Knows First-Hand the Benefits of Surplus Property

Shopping at the West Virginia State Agency for Surplus Property has become the way of doing business for the White Oak Public Service District, according to its General Manager Frank Ortiz. For the past 12 years, he has relied on this program for his property needs and he said he does not plan to change his routine anytime soon.

Ortiz first learned of the advantages of the Surplus Property Pro-

Inventory Reduction Sale Continued from Page 4

\$2.50. You can't buy just ONE for that price," said Danny Adams, Assistant Director of Facilities and Grounds for the Board.

John VanKirk with the Outreach Christian School in Lewis County agreed about the savings. "We received something in the mail and decided to show up. Some of these items, they're practically giving away," he said.

Mayor Lewis Full of the town of Elizabeth came to the sale looking for desks. "We came down and hit a great deal. We have two pickup trucks full. But we'll definitely be back," he said.

The Surplus Property staff spent the following week, April 26-29, conducting physical inventory of the federal property warehouse to meet the requirements of the U.S. General Services Administration.

"Although it was nice to see the familiar faces," Frye said. "there were some people from organizations who have never participated in our program. I believe they saw the value of this program and I expect to see them more often."

gram when he worked for the Bradley Public Service District. He witnessed the excellent equipment that they acquired. In October of 2001, when he accepted the position with White Oak Public Service District, there was no question in his mind where he would turn for his equipment needs.

"It's like a big flea market," he said. "There is so much property to look at and there is no way you can go down and see it all in a couple hours. You need at least a half a day or more."

Ortiz said he is always looking for *good deals* to help him get his job done. After the White Oak Public Service District was broken into four times within a year, he turned to Surplus Property to help him address the problem. He and his board members decided to buy a pop-up trailer to place outside the plant for security purposes. It has served its purpose so well; they decided to purchase another trailer to use as office space. "They're name brand trailers, fully equipped and like new when we bought them.



They even smelled new," he said with a smile. "For the price we acquired them and considering the good shape they were in, the deal was unreal and a chance of a lifetime," Ortiz said.

White Oak Public Service District was first founded in 1968 and now operates as a 750,000 gallon-per-day plant. The purchase of a 1972 American General dump truck was also acquired from Surplus Property and has proven its weight in gold. After adding a 2,000 gallon tank and a spreader bar, the district hauls liquid biomass to the barn and releases it as fertilizer.

The prices and quality of the property offered by Surplus Property is his favorite part of the program. "The deals are phenomenal. They treat you very nice and the atmosphere is great. All I can say is, I just love to go to Surplus Property," he said.



General Manager Frank Ortiz of the White Oaks Public Service District is pleased with the purchase of the surplus campers used for security and additional office space.

SURPLUS PROPERTY LISTING



CASE FARM TRACTOR

Item #42160
\$3,200
Federal Property

AIR COMPRESSOR

Item #46641
\$400
Federal Property

10 TON PETTIBONE CRANE

Item #42577
\$4,000
Federal Property

METAL SHEAR

Item #46558
\$150
Federal Property

MEDICINE CABINET

Item #46604
Stainless Steel
\$400
Federal Property

500 GALLON WATER TANK

Item #46637
\$250
Federal Property

CAT ROAD GRADER

Item #42515
\$3,500
Federal Property

OFFICE TRAILER - 5TH WHEEL

Item #46549
\$1,500
Federal Property

PLASMA CUTTER TORCH

Item #46562
\$100
Federal Property



ELECTRIC SWEEPER

Item #46375
\$2,500
Federal Property

14 GAUGE METAL BRAKE

Item #41274
14 Gauge
Federal Property

HYSTER ROLLER TAMPER

Item #42396
\$7,000
Federal Property

BRAKE MACHINE

Item #46257
\$1,000
Federal Property

1/2" FIRE HOSE

Item #46593
\$15
Federal Property

FIELD RANGE

Item #40705
\$250
Federal Property

DATA SAFE

Item #46340
\$700
Federal Property

ELECTRIC CHAIN HOIST - 2 TON

Item #46343
\$500
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.



DRILL PRESS

Item #46390
\$400
Federal Property

DETROIT ENGINE

Item #46486
8 Volt 92
\$2,500
Federal Property

BENCH GRINDER

Item #46640
\$25
Federal Property

TYMPANI DRUM

Item #40712
\$500
Federal Property

WELDING ROD DRYING OVEN

Item #46552
\$400
Federal Property

INSULATED FOOD CONTAINERS

Item #46303
\$90
Federal Property

EYE WASH STATION

Item #42251
\$50
Federal Property

HAND TRUCK CART

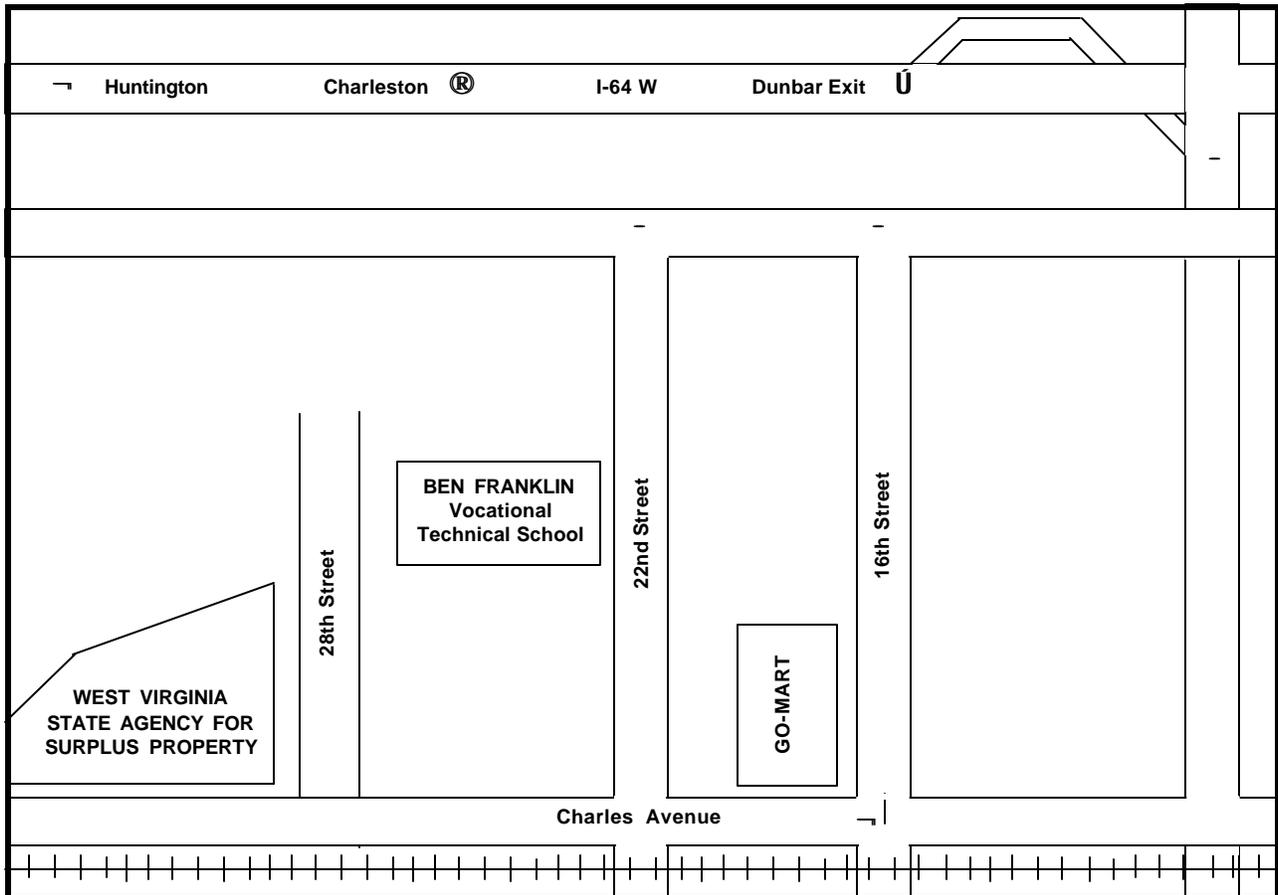
Item #46616
\$40
Federal Property

DEGREASER

Item #46307
\$250
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 **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

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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