
Surplus Sense

surplus property 2700 charles avenue, dunbar, wv 25064

winter 1998 • volume 15, issue 1

North Bradley PSD Develops Good Business Partnership with Surplus Property

Take a tour of the North Bradley Public Service District in Beckley and you won't have to walk too far without seeing a piece of equipment or a vehicle acquired through the West Virginia State Agency for Surplus Property (WVSASP).

Over 18 years ago, General Manager Dwight Reggi began reaping the savings offered by WVSASP. "Some of the first items we purchased were a microscope, and some lab and field equip-

Continued on Page 2

PICTURE
UNAVAILABLE

General Manager Dwight Reggi of the North Bradley Public Service District takes pride in the savings made by shopping at WVSASP.

NASASP Offers State Organizations Benefits of Associate Memberships

The National Association of State Agencies for Surplus Property (NASASP), which is a network of all state agencies for surplus property, would like input from eligible organizations throughout the United States.

For nearly a decade, our 'customers' have been invited to become NASASP associate members. In this capacity, members assist in promoting and enhancing the Federal Surplus Property Program. Associate members are encouraged to attend the NASASP conferences which offer discussions on many vital issues relating to the overall program.

Over 1,000 eligible organizations are currently associate members, showing their support for the federal program. A \$35 annual membership dues is required. For more information, please contact Ken Frye, WVSASP Manager, at 766-2626 or 1-800-576-7587.

In Other News...

- Adjutant General's Office Feels at Home at Surplus...
 - Surplus Property Takes their Auctions on the Road at Hopemont State Hospital...
 - WVSASP is offering more savings with their Manager's Weekly Specials!...

 - Look What's Available! A Property Listing is
 - Included...
-

WINTER TIME BLUES...

Surplus Property Proves to Be Beneficial Resource

For those located in the Kanawha Valley and surrounding areas, Winter '98 has been rather mild. However, those in other parts of the state would disagree with that statement. Some areas have received record amounts of snowfall and thousands of residents have been stranded without electricity for days.

Luckily, we have an effective emergency services network in West Virginia with state and local agencies responding quickly to assist residents during these

trying times. But, it is sometimes easy to overlook readily available resources for equipment and supplies, such as the West Virginia State Agency for Surplus Property (WVSASP).

WVSASP has a good supply of generators available which range from 2.5kw up to 100kw. Four-wheel drive vehicles, dump trucks, and other equipment, which would assist in snow removal, are also available.

The Defense Reutilization and Marking Service which is headquartered in Battle Creek, Michi-

THE MANAGER'S PERSPECTIVE

KEN FRYE

gan, is required by federal law to assist states which have counties declared as disaster areas by the Governor and President. If there are items needed by the state, which WVSASP does not have available at the time, the Department of Defense can be called and will assist, if possible, with any requests.

In the future, turn to WVSASP during these emergencies...Our staff members are here waiting to help our customers in both good **and** bad times.

North Bradley

Continued from Page 1

ment," he said. Since then, they have purchased much bigger items, including trailers, trucks, dump trucks, hoists, tanks, a generator and off-road tracksters.

"Even this building that we are sitting in now was put together with nails and hand tools purchased at Surplus," Reggi said. "I figure that we have saved the District over \$100,000 in surplus equipment and vehicles."

Reggi has enjoyed the benefits which the Surplus Property Program offers to organizations, especially those operating on a very limited budget. "I believe that without Surplus Property, our small operation would probably be behind as far as capabilities. We could not normally afford to go out on the open market and pur-

chase these items that we've been able to buy at Surplus," he said. "I appreciate the fact that we have a program like this in our state that is available to smaller systems. It enables us to exist and compete in a fashion that allows us to offer better service to the people we serve."

The surplus generator is just one example of the positive affects the program has had on the North Bradley Public Service District.

"We have to go into areas that are inaccessible to most normal vehicles," he said. "By using the off road surplus Cushman Tracksters, we can attach the generator to those vehicles and

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Dwight Reggi
General Manager
North Bradley Public Service District

go to the manholes and force mains that were relatively unreachable."

After all these years of shopping at WVSASP, what advice does Reggi offer to other organizations? "If someone is not using the West Virginia State Agency for Surplus Property as a place to purchase their equipment, vehicles, or other items, I just ask them 'why not?'," he said. "It doesn't make sense to me if you have a place like this available, why not take advantage of it?"

Ira Carte of the Adjutant General's Office Feels at Home When Shopping at Surplus Property

For Ira Carte, Purchasing Director of Engineering and Facilities for the Adjutant General's Office, visiting the West Virginia State Agency for Surplus Property (WVSASP) is like coming 'home'.

Carte was a former WVSASP employee prior to transferring to the Adjutant General's Office nearly 14 years ago. "Since I used to work at WVSASP, I know the value of surplus property because I sold it to the counties, cities, and state agencies for years," Carte said. "It was nice when I was able to move into a position where I could utilize some of my knowledge to upgrade the equipment at the Adjutant General's Office."

With 35 armories, 10 organization maintenance shops and Camp Dawson, an installation in Kingwood, the volume of equipment necessary to maintain those facilities is tremendous. "We have to meet their needs by keeping the grass cut and maintaining the facilities," he adds.

Being an active customer of the Surplus Property Program has definitely been an asset. "Our major equipment are surplus items. This is equipment that is used on a daily basis, which we could not have afforded to just go out and buy," he said. "We have to constantly look at ways that make our organization work and, to do that,

OFFICES CLOSED

State offices will be closed on February 12th and February 16th in observation of President Lincoln and Washington's birthdays.

PICTURE UNAVAILABLE

This John Deere tractor is just one of the items which the Adjutant General's Office has acquired from WVSASP at a low discounted price. It is used for maintenance of their numerous facilities.

we shop around."

Some of the items they have acquired through WVSASP include a backhoe, dump truck, and farm tractors. The savings realized by participating in the Surplus Property Program have been impressive. "I have gotten sometimes three pieces of equipment for the price of one at today's cost," Carte said. "The used equipment is going to serve the same purpose as a new one would serve."

Carte emphasizes that the key to obtaining the maximum savings at WVSASP is to *shop* and to shop *frequently*. "It is imperative that people go down and look. An agency may turn in an item that wasn't really used much but is in super condition that you can pick up relatively cheap," he said. "To make an operation work, you really have to stretch that dollar as far as you can...Surplus is the answer for us."

MANAGER'S WEEKLY SPECIAL

Even more discounts? Is it possible? Surplus Property Manager Ken Frye wants to offer another reason for organizations to visit the state and federal warehouses.

Beginning February 1st, customers will receive more savings with the **Manager's Weekly Specials**.

These select items will be discounted lower than the already reduced price during that week. For more information on the weekly specials, contact Larry Danberry, State Warehouse Supervisor, or Danny Layton, Federal Warehouse Supervisor, at (304) 766-2626 or 1-800-576-7587.

Surplus Property Offers Public Auction in Preston County

PICTURE
UNAVAILABLE

The West Virginia State Agency for Surplus Property took their public auction on the road in order to reach residents in the northeastern part of West Virginia.

If people live too far from Dunbar to attend the state public auctions conducted by the West Virginia State Agency for Surplus Property (WVSASP), then simply take the auction to them. *That's the philosophy of Surplus Property Manager Ken Frye.*

In August, a public auction was held at Hopemont State Hospital in the northeastern part of West Virginia. The hospital request-

ed assistance in disposing a large amount of unneeded items. WVSASP choose to sell the property on-site in Preston County rather than transporting the property to the warehouse facility in Dunbar.

"There's two primary reasons for having a public sale in Hopemont," according to Frye. "First, I believe it

will prove to be a cost-efficient way to dispose of surplus property. Secondly, this sale will give taxpayers in that area an opportunity to purchase state property...We are taking the auction to them!"

...This sale will give taxpayers in that area an opportunity to purchase state property. We are taking the auction to them!

**Ken Frye, Manager
West Virginia State Agency
for Surplus Property**

Frye explains that Hopemont is approximately 200 miles from Charleston, which makes it difficult for residents in that area to come for the monthly sales in Dunbar.

"We received wonderful support from the local people from Preston County," Frye said. The last time that Surplus Property had a remote

sale was nearly ten years ago at Shepherd College in Jefferson County.

A cost-benefit analysis will be evaluated to determine its efficiency. Frye said he hopes to continue to have public auctions periodically at that location or other remote locations in the future.

WVSASP Manager Represents State on National Level

The National Association of State Agencies for Surplus Property (NASASP) was formed in 1947 to open communication between the state agencies throughout the nation which had responsibility for the distribution of federal surplus property.

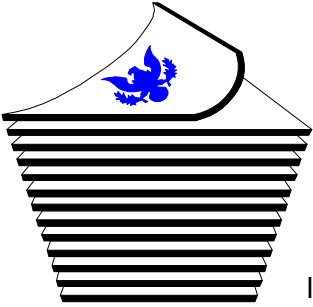
Throughout the year, representatives of the states meet to discuss various issues relating to the Federal Surplus Property Program, including the quantity and quality of property which is available to eligible organizations for many uses.

Ken Frye, Manager of the West Virginia State Agency for Surplus Property (WVSASP), has played an active role in this national organization.

Formerly serving as president of the mid-Atlantic region, Frye currently serves as vice-president as well as a member on various committees, including overseas, rules and resolutions, nomination, and credentials.

NASASP will be conducting its mid-winter meeting on February 7th through 12th in Washington, DC. Issues raised during that meeting which may affect the customers of WVSASP will be discussed in the next issue of **Surplus Sense**.

U.S. General Services Administration Conducts Review of WV Surplus Operation



The U.S. General Services Administration recently visited the West Virginia State Agency for Surplus Property (WVSASP) to conduct their biennial review of their operation.

The Federal Surplus Property Program is a cooperative effort between the state and federal governments to provide property no longer needed by federal government agencies to eligible organization within the various states.

Each state and United States territory has an agency similar to WVSASP that is the central point of contact to obtain federal surplus property.

GSA has responsibility to oversee these responsibilities to ensure proper compliance with this federal program. This agency conducts a review of each state's operation at least once every two years.

Ron DuKate to Assist in Compliance Effort

WVSASP to Strengthen Focus on Compliance of Government Property

When acquiring federal and state surplus property, organizations must adhere to a specified compliance period to ensure proper use of the property. Ron DuKate of the West Virginia State Agency for Surplus Property (WVSASP) is taking on these duties to strengthen the agency's compliance review.

DuKate, a 13-year veteran of state government, transferred to WVSASP last spring to assist with their vehicle management program. He will now share his time with the compliance program. "This compliance review will give me an opportunity to go out and meet our customers," DuKate said. "At the same time, we will be meeting the state and federal requirements of ensuring that organizations are in compliance with government regulations for the property they acquire."

The State Surplus Property Program requires eligible organizations to put vehicles that they acquire into use within one year and to use those vehicles for a one-year period before WVSASP can release the lien on the vehicle.

Federal compliance rules stipulate that equipment and vehicles with an acquisition cost of \$5,000 or more be used within one year and used for a period of 18 months. Two compliance visits will be made to ensure that the property is used as intended.

PICTURE
UNAVAILABLE

During this review, they audit the activities during that period and offer recommendations for improvement.

According to WVSASP Manager Ken Frye, GSA has adopted a new philosophy toward the frequency of this review. "GSA is placing greater focus on those operations that they have cited for inconsistencies or problems," he said. "For those state agencies for surplus property (SASPs) that have demonstrated good management, with low incidence of problems, GSA is considering extending the review period."

Frye is pleased to have learned that West Virginia has been considered a *good candidate* for this extension. "West Virginia is the only state in the mid-Atlantic region that is being considered," he adds. "That tells us that we are doing something right."

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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AGRICULTURAL TRACTOR

Item #24965

\$3,900

Federal Property

WOOD DRESSER

Item #34868

\$100 each

Federal Property

AMMO CANS

Item #34968

\$2.00 each

Federal Property

FLOOD LIGHTS

Item #34872

\$100.00

Federal Property

SOLDERING TORCH KITS

Item #34819

\$8.60 each

Federal Property

TORCH SET

Item #34793

\$80

Federal Property

LATHE

Item #34933

\$600

Federal Property

SOUSA PHONE INSTRUMENT

Item #34874

\$250

Federal Property

FLATBED TRAILER

Item #34963

20', Dual Axel

\$3,500

Federal Property

PICTURE
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HOSE ASSEMBLY MACHINE

Item #34403

\$750

Federal Property

SURGICAL CABINET

Item #34972

\$75

Federal Property

LOCKERS

Item #34854

Gym Type

\$30

Federal Property

SAFE

Item #34876

\$250

Federal Property

POLISHER

Item #32634

\$500

Federal Property

CUT OFF MACHINE

Item #34649

Dyna-Cut

\$3,000

Federal Property

HAND TRUCK

Item #34885

\$50

Federal Property

WASHROOM CABINET

Item #33074

\$75

Federal Property

VARIETY OF VEHICLES

State and Federal Vehicles Available

Ask for Details!

PICTURE
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LATHE

Item #34851

\$1,500

Federal Property

HOBART MIXER

Item #34544

\$500

Federal Property

METAL BOOKCASE

Item #34857

Four Plus Top/Base

\$50

Federal Property

PARTS CLEANER

Item #34466

Large Unit

\$250

Federal Property

DETROIT ENGINE

Item #34989

Diesel

Model 5034-8000

\$1,000

Federal Property

DRINKING TUMBLERS

Item #34594

16 ox. - 6 doz. per box

\$15 per box

Federal Property

BINOCULARS

Item #34806

\$65

Federal Property

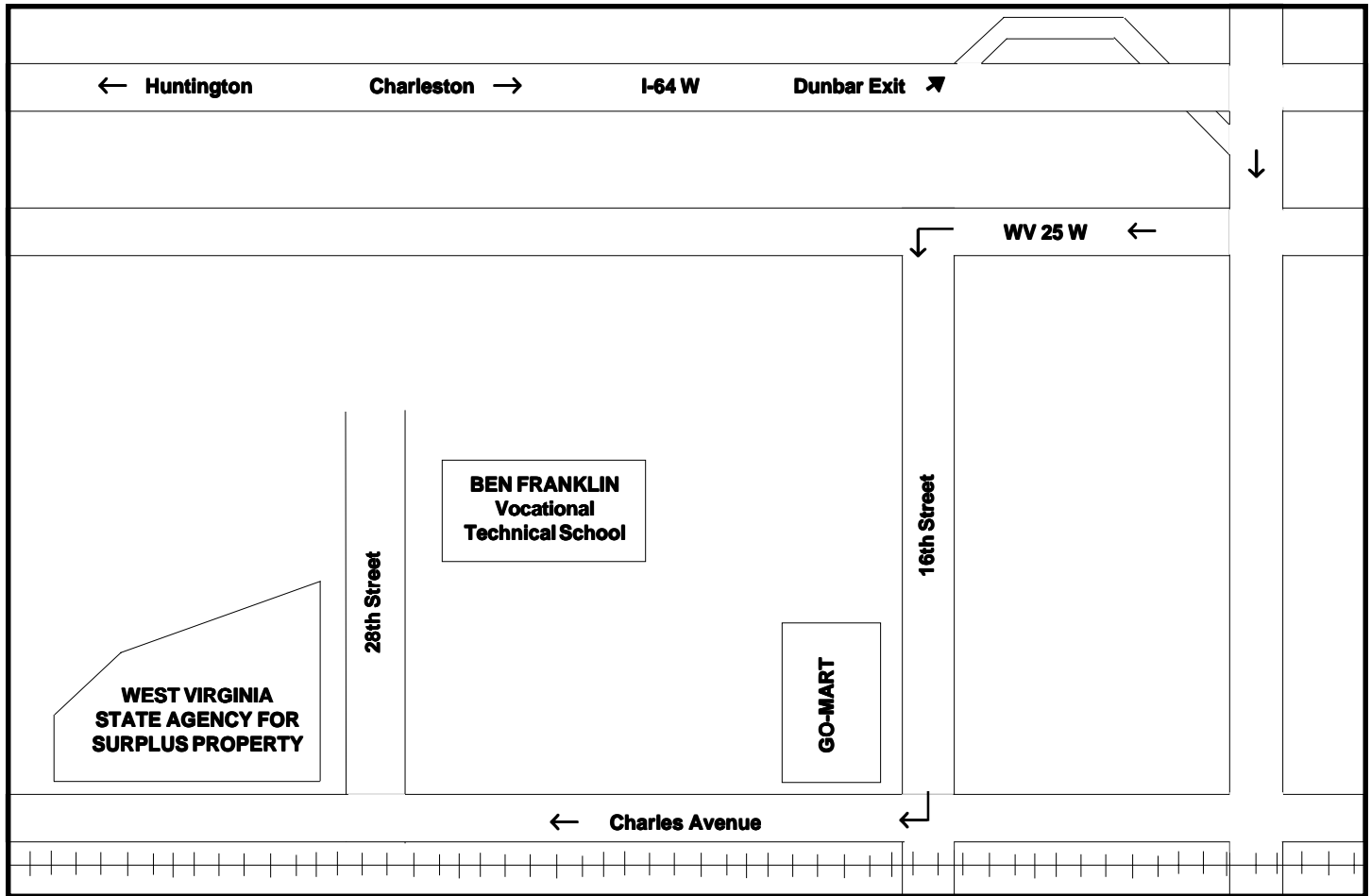
DESKS, CHAIRS, TABLES

Always Check with the State and

Federal Warehouses for Great

Deals on these Items!

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 **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 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.

RETURN TO SENDER

West Virginia State Agency for Surplus Property



2700 Charles Avenue
Dunbar, WV 25064
(304) 766-2626
1-800-576-7587

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Editor — Diane Holley

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