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# THE PROPERTY Connection

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A Publication of the West Virginia State Agency for Surplus Property

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## Cass Scenic Railroad Keeps on Track with Surplus

Artie Barkley, Shop Foreman at Cass Scenic Railroad, could tell you just about anything you want to know about the locomotives, track and history of one of West Virginia's tourist attractions. For nearly 40 years, he has been literally "working on the railroad" in this small community of Cass, tucked away in the mountains of Pocahontas County.

In order to keep the railroad chugging along, Barkley has relied greatly on equipment acquired through the Surplus Property Program. Their biggest success story is the track conditioning machine, most often referred to as a tie tamper.

"This piece of equipment is used when you remove old ties and put new ones in," said Barkley. "It literally has to tamp gravels underneath the ties to hold the track up." He explains that since they acquired the surplus tie tamper, they have used this machine every time that ties have had to be replaced. "We used to do this by hand and it would probably take three times as long to do it by hand than what this machine does," Barkley adds.

Last fall, Cass Scenic Railroad completed a major tie replacement project on top of the mountain, replacing nearly 1,000



### Workin' on the Railroad

Shop Foreman Artie Barkley of Cass Scenic Railroad is no stranger to the camera. As a former engineer at the railroad, he says he has been on national television... a couple of times. He is shown with the tie tamper acquired at the West Virginia State Agency for Surplus Property.

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Barkley is pictured with a fork truck purchased from Surplus Property. It has served Cass Scenic Railroad for over 15 years.

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## In Other News...

- ◆ **Manager's Perspective:** Surplus Property Conducts it's Largest-Ever Vehicle Sale
  - ◆ Cedar Lakes Conference Center Meets its Customers' Needs with the Help of Surplus Property
  - ◆ Public Service Districts Utilize Surplus Property to Maintain their Services
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## From Sedans to Trucks...

# Biggest Vehicle Sale in our History

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On May 31, 2003, Surplus Property made history! Nearly 200 vehicles were auctioned to the public, generating over half a million dollars in revenue.

This auction was part of the governor's fleet management plan which Governor Bob Wise announced during his State of the State



## THE MANAGER'S PERSPECTIVE

KEN FRYE



Address. The goal of this plan was to reduce the state's fleet by about 15 percent or 555 vehicles.

According to a release by the Governor's Office, the state will save more than \$2.2 million dollars each year by no longer having the expense of fuel, maintenance and insurance for these vehicles. That amount is in addition to the money raised by the sale.

There were 833 individuals who registered as potential bidders for this sale. The sale was conducted at our location at 2700 Charles Avenue in Dunbar.

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### Cass Railroad Continued from Page 1

ties in the railroad and using approximately 700 tons of gravel. "This machine definitely came in handy," says Barkley.

In addition to the tie tamper, Cass Scenic Railroad has added a surplus air compressor to its inventory. "We have quite a few pieces of air equipment and small tampers to be used around switches and impact wrenches," he said. He added that he acquired the air compressor for less than a fourth of its market value, a savings that pleases this small railroad system.

From column grinders to fork trucks to foaming machines to oven rods to storage cabinets, Cass Scenic Railroad is always

looking for good bargains at Surplus Property.

"One time we went down to Surplus Property and they had a big crate of tools. Just all kinds of tools were in that crate, such as crescent wrenches and some different types of tools," Barkley said. "That was a big savings to the state. Things that others don't use seem to fit right in to what we need. I like to go down every chance I can because the selection changes from one week to the next."

The *customer service* offered at Surplus Property is another reason why customers, such as Cass Scenic Railroad, continue to keep coming back. "I like the people down there. They are always friendly, which makes it

enjoyable to visit. They are always very helpful and that's what it is all about in this world—being friends," Barkley said.

Built in 1901, the Cass Scenic Railroad was targeted to haul lumber to the mill in Cass. The locomotives are the same Shay locomotives used in Cass and in the rain forests of British Columbia for more than a half-century.

The passenger cars are old logging flat-cars refurbished and made into passenger cars. Barkley estimates that approximately 75,000 tourists visit the railroad each year, coming from all over the world.

For additional information on Cass Scenic Railroad, visit its website at [www.cassrailroad.com](http://www.cassrailroad.com).



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## Cedar Lakes Conference Center Focuses on Meeting its Customers' Needs When Shopping at Surplus Property



### Keepin' the Grass Maintained

Tim Lowry poses with one of the three commercial riding mowers Cedar Lakes recently purchased from Surplus Property. "We were so pleased with the first one, we went back and bought two more," Lowry said.

Cedar Lakes Conference Center is a gathering place for a wide variety of groups, including churches, schools and local community organizations. As part of the Department of Education, the center's primary goal is to meet the needs of its customers. In achieving that goal, a variety of equipment must be attained...as with most agencies, the problem can be seen as green. Money.

Tim Lowry, Maintenance Supervisor at Cedar Lakes, most often turns to the West Virginia State Agency for Surplus Property for help. "It's a gold mine," he said. "Everything we get at Surplus benefits us."

As an example of how Surplus Property assists Cedar Lakes in meeting the needs of their customers, surplus canoes were acquired to be used on four lakes

surrounding the property by children with spina bifida during their annual camp. "While these children are physically challenged, they are very bright. This is their one chance to go to camp and they want to go out on the lake, but are unable to use our paddle boats," said Lisa Mahon, General Manager at Cedar Lakes. With the surplus canoes, these children are given that opportunity because they can easily sit in the canoe while another person takes them out in the water, she adds.

Cedar Lakes' staff is no stranger to the Surplus Property Program, according to Lowry. After acquiring most of the equipment in the dining hall, air compressors, vehicles, fuel tanks, handworking tools and several riding lawn

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### The Sparks are Flying!

Larry Fields proudly demonstrates this Uniweld cutting torch which was acquired from the military through Surplus Property. He claims that this torch is the "best that money can buy." The good thing is that by buying it at Surplus Property he didn't have to use much money to acquire it.

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# Looking for Equipment Not Frequently Found Can Be Located at Surplus Property...

Just Ask North Beckley Public Service District

Donna Sawyers, General Manager of North Beckley Public Service District, has learned that if she needs some equipment slightly *unique*, there is one place that she can turn to...the West Virginia State Agency for Surplus Property.

"If we are looking for something specific, we will give Surplus Property a call and have them check into it," Sawyers said. When her staff is in the Charleston area, a stop at Surplus Property is a must. After 24 years of dealing with Surplus Property, Sawyers knows the importance of this program. "I think it is very beneficial to the district. More people should definitely take advantage of this program."

Formed in 1963, the North Beckley Public Service District has been servicing 2,800 residents. Recently, an upgrade was completed on its treatment plant. "We went from a half a million gallons a day to 2.5 million gallons a day," Sawyers said. "We are in the process of preparing to bid for a line extension which will enable us to pick up an additional 598 customers."

In addition to small tools acquired through Surplus Property, North Beckley Public Service District has obtained a military truck to be used for hauling. "You can't purchase these types of vehicles anywhere else. We couldn't buy another truck like it. This truck will go places our other trucks can't go, nor will some of our newer ones and it is able to haul so much more," Sawyer explains.

When the public service district

acquires surplus property, it performs a general maintenance inspection to determine if any repairs or modifications are necessary. "Generally, there is not much overhead in the equipment we purchase," she added.

Other items acquired by the public service district include several trucks, dump trucks, a trailer and many miscellaneous items.

**This trailer helps serve North Beckley's customers by hauling equipment to different sites.**



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Cedar Lakes  
Continued from Page 3

mowers, the savings are unbelievable, he adds. Lowry tells us about a surplus passenger van that required a tune-up. After putting approximately \$1,000 into the van, Cedar Lakes has a method of transportation for its guests...at about a tenth of the cost. Cedar Lakes has been able to put a little elbow grease into some items with outstanding results.

The riding lawn mowers are much faster than the previous equipment owned by Cedar Lakes, said Mahon. "With the surplus mowers, we can now mow four acres in the same amount of time it used to take us to mow one acre. This is a substantial time savings, considering that the property has 96 mowable acres," she adds.

With over 350,000 individuals visiting this location last year,

Mahon stresses the importance of maintaining the grounds. These visitors represented 44 different states and 11 foreign countries. "With the help of Surplus Property, we are able to provide so much more for less to the citizens of West Virginia as well as our worldwide guests," Mahon said.



**A few minor repairs, along with a paint job by Cedar Lake's maintenance shop, and these mowers look brand new!**



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## Bradley Public Service District Utilizes the Surplus Property Program to Provide Service to Community

Since 1979, Bradley Public Service District has been operating its plant, providing services to residents of Raliegh County.

General Manager Dwight Reggi oversees the operation of a 532,000 gallon per day oxidation ditch, which utilizes Surplus Property equipment in maintaining the system.

The public service district has acquired pickup trucks and dump trucks to assist in their service, by hauling equipment as well as sludge. In addition to these vehicles, miscellaneous items have also been received, including lockers, overalls and hand tools.

One of the best deals that Bradley PSD gained from being an avid Surplus Property shopper is a John Deere farm tractor. "We got a superb deal on it. It even had a snow blade on it, which is actually why we bought it," Reggi said.



**This 5-ton military dump truck would have cost Bradley Public Service District around \$30,000 new. "We just put a tank on it and use it to haul equipment," says Mike Giannini.**

He added that fortunately they have not had to put any or very little repairs into the equipment acquired. "Of all the equipment we've ever bought at Surplus, we've never had any problems," he said.

The working relationship and communication between Bradley PSD and Surplus Property has been very positive, Reggi said. "If they know we are looking for something, they'll call us. It's a good operation, well run and professional. It's a good opportunity for non-profit organizations in this state to take advantage of equipment and maintenance items that they would not otherwise have access to," he said.

The savings is another reason why Reggi and his staff continue to make that drive to Dunbar. "I have yet to spend on about ten of the trucks I've gotten at Surplus Property the price of one new truck, even including maintenance," he said. "I encourage everyone I meet to go shop there. If they aren't eligible to purchase surplus equipment, I urge them to sign up because it just makes sense."



**After the life expectancy runs out on these vehicles and the compliance period has concluded, they are still used for spare parts by the Bradley Public Service District.**

# SURPLUS PROPERTY LISTING



**CASE TRACTOR**

Item #42160  
\$3,200  
*Federal Property*

**BRAKE SHEAR MACHINE**

Item #42208  
\$1,500  
*Federal Property*

**COMPRESSOR UNIT**

Item #42213  
\$500  
*Federal Property*

**INTERNATIONAL TRACTOR**

Fleet Star; Dual Axle  
Item #41194  
\$5,000  
*Federal Property*

**5KW HONDA GENERATOR**

Item #42153  
\$250  
*Federal Property*

**CLEVELAND STEAMER-WARMER**

Item #41899  
\$1,500  
*Federal Property*

**COMMERCIAL ELECTRIC  
TOASTER**

Item #42065  
\$30  
*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](http://www.state.wv.us/admin/purchase/surplus).



**12-HORN SIRENS**

Item #42216  
\$500 each  
*Federal Property*

**LIGHT FIXTURES**

Item #38220  
\$10 each  
*Federal Property*

**LOAD KING VERTICAL BALER**

Item #37565  
\$1,600  
*Federal Property*

**VACU-BLAST SAND BLASTER**

Item #39864  
\$2,000  
*Federal Property*

**MOBILE FLEX TENT**

Item #41688  
\$900  
*Federal Property*

**FIRE SAFE**

Item #41825  
\$1,500  
*Federal Property*

**LONE STAR PERCUSSION  
BASS DRUM**

Item #38832  
\$25  
*Federal Property*

**BATES MEN'S SHOES**

Brand New!  
Item #41313  
\$20  
*Federal Property*



**CHEVROLET TRACTOR**

Air-Wheeled; Diesel Engine  
Item #42214  
\$5,000  
*Federal Property*

**1984 CHEVROLET SURBAN**

Item #42041  
\$3,000  
*Federal Property*

**BASS RECORDING HORN**

Item #42078  
\$1,000  
*Federal Property*

**BATTERY ANALYZER**

Item #42129  
\$300  
*Federal Property*

**BUTTON SEWING MACHINE**

Item #39349  
\$150  
*Federal Property*

**PAPER SHREDDER**

Item #41268  
\$50  
*Federal Property*

**MERLIN ENGINE GENERATOR**

Item #42159  
\$2,000  
*Federal Property*

**PRATT & WHITNEY GAUGE SET**

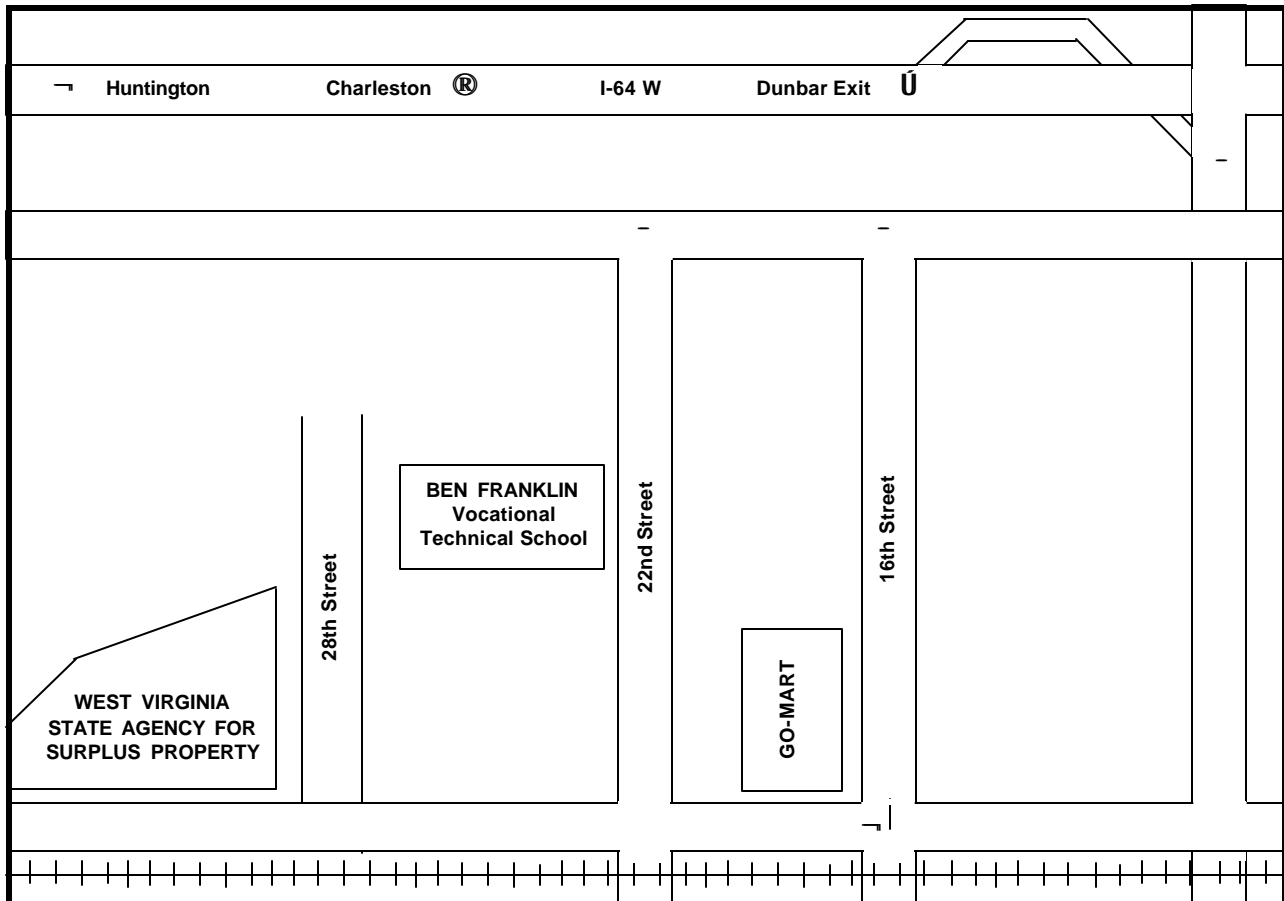
Item #41611  
\$500  
*Federal Property*

**HOT DOG ROTISSERIE**

Item #42050  
\$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 \_\_\_\_\_ 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  
**SP** Surplus Property  
2700 Charles Avenue  
Dunbar, WV 25064  
(304) 766-2626  
1-800-576-7587

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