



## Tolsia High School Discovers Great Treasures at the WV State Agency for Surplus Property

Matt Stanley's first-ever visit to the West Virginia State Agency for Surplus Property (WVSASP) last fall was all it took to realize he found something special for his school.

The Tolsia High School principal accompanied two new staff members who were familiar with WVSASP and needed to visit its warehouse in Dunbar for one particular item they needed for their department. After walking around the warehouse for just a few moments, Stanley remembers seeing a plethora of items he wanted for his school.

"I was completely shocked," Stanley recalled. "I did not know Surplus Property even existed until then, but I am so glad I went. There were all sorts of quality items we could use and they were being sold for just a fraction of the cost we would pay at a retail store. I cannot believe more schools do not take advantage of Surplus."

Stanley made an inventory of items he saw worth acquiring and was in instant contact with school staff and began compiling a list. He later returned to WVSASP and pick up two truckloads of merchandise.

"Trash cans to place around our football complex; cabinets and furniture for our offices; a little bit of everything," Stanley said, remembering the items he purchased. "We even found some equipment we could use for our campus radio station. I think we spent around \$1,000. We bought a spotlight to use in our gymnasium and we plan to use it for basketball games and other school functions. The spotlight alone would cost us at



**Tolsia High School principal Matt Stanley said since his first visit to the West Virginia State Agency for Surplus Property, he has worked to take advantage of what was available for sale through the agency.**

Please see TOLSIA, Page 4

### In Other News...

- **Manager's Perspective:**  
Saying a Final Farewell  
From the WVSASP Offices
- Small Businesses Gain  
Additional Resources  
Through 8(a) Program
- Heritage Truck Company  
Rides To Success

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# Saying a Final Farewell from the WVSASP Offices

Wednesday, February 29 marks my last day with the West Virginia State Agency for Surplus Property (WVSASP). I am retiring following 32 years with state government, almost all of them spent with WVSASP, including 22 years as the director and manager of the state and federal programs for surplus property and nine years as an assistant director for the West Virginia Purchasing Division.

From my experience working in state government, it has been my honor and pleasure to see the many benefits from an agency such as WVSASP. The primary role of WVSASP has always been to work with eligible agencies through the sale of used state and federal surplus property, providing those organizations with good, high-quality equipment that might have been otherwise unavailable to them.

This means that through the decades I have gotten to know hundreds of people throughout the state of West Virginia and watched as cities, towns and non-profit organizations have taken advantage of property available through WVSASP.

And while these eligible organizations have benefitted through this program, so has the state taxpayer. Selling for state agencies has given the chance to not only reutilize the merchandise and maximize its potential but also to get the fullest value of the taxpayer's dollar. WVSASP has found new homes for everything from airplanes to scrap metal, and with it has always come a return on the investment for the taxpayer.

Like any organization, technology has played a pivotal role in WVSASP's growth and maturation. Originally, when the agency wished to inspect federal property, agents were sent out in state cars to look at the property

## THE MANAGER'S PERSPECTIVE

KEN FRYE



in need. It was during this time, about 20 years ago, that one of my workers came back to Dunbar and said, "The Pennsylvania inspector has this amazing telephone. He carries it in a bag slung over his shoulder and he can just call from anywhere."

Obviously the technological leaps made since then are vast. Electronic screening and communication has virtually eliminated travel for inspection as eligible organizations are now able to screen for property online,

then contacting us to secure it.

We have also seen the advent of online auctions and daily retail sales at the Dunbar warehouse, which had the number of absolute auctions once held from eight to 10 a year to two or three. Now we are able to sell specialty items and equipment through our partnership with an online auction site, oftentimes right from the agency site without incurring the transportation and handling costs of bringing it to the Dunbar warehouse.

As I prepare to retire as the director of WVSASP, I am proud of the positive work that has been accomplished within this agency. The future looks especially bright as I am confident that WVSASP's long history of prosperity will continue for many years to come.

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## Small Businesses Gain Additional Resources Through 8(a) Business Development Program

The 8(a) Business Development Program is an important resource for small businesses seeking business-development assistance.

Named for Section 8(a) of the Small Business Act, this program was created to help small and disadvantaged businesses compete in the marketplace. It also helps these companies gain access to federal and private procurement markets.

To qualify, applicant firm must have been operational for at least two full years as evidenced by business income tax returns for each of the two previous tax years which show operating revenues in the primary industry in which the applicant firm is seeking 8(a) program certification.

Program participation is divided into two stages: the developmental stage and the transitional stage. The developmental stage is four years and the transitional stage is five years. The developmental stage is designed to help 8(a) certified firms overcome their economic disadvantage by providing business development assistance. The transitional stage is designed to help participants overcome the remaining elements of economic disadvantage and to prepare participants for leaving the 8(a) program.

The Small Business Administration (SBA) screens applicants for eligibility and provides a list of eligible 8(a) organizations, and WVSASP maintains a list of preferred items for the organization. Organizations are

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**Please see SMALL BUSINESS, Page 4**

# Heritage Truck Centers Ride to Success Using Technology Purchased Through Surplus Property



The West Virginia State Agency for Surplus Property has become the go-to location for the technology needs of Heritage Truck Services. Tim Hager, information technology systems manager for the Beckley-based business, said he is able to outfit the company with computers at a fraction of the original cost.

The image Tim Hager had of the West Virginia State Agency for Surplus Property (WVSASP) was the old operating model requiring sealed bids and auctions to purchase property. When Hager, the information technology systems manager for Heritage Truck Centers in Beckley, was told he could purchase the day of the visit to the WVSASP warehouse in Dunbar, he said he had to visit.

“I got there and just thought ‘wow, this could save us a ton of money,’” Hager said. “I love this place.”

Heritage Trucks Centers is a full service medium to severe duty brand commercial truck dealership also offer-

ing complete truck service and new and re-manufactured parts. The company has a staff of more than 200 and nine locations, offering service through Kentucky and West Virginia.

Hager found WVSASP to be the perfect place to help meet the company’s technology needs. “Beforehand we were purchasing equipment retail – laptops, desktops and networking equipment,” he said. “I found out that anything we need we can find through WVSASP.”

**Please see TRUCKS, Page 4**

## Help Us Keep You Up-to-Date!

The West Virginia State Agency for Surplus Property (WVSASP) wants to make sure your eligible organization is staying in the know. WVSASP staff will be compiling an email database of eligible organizations with the purpose of keeping the organizations up to date on WVSASP news and events.

Email WVSASP at [pam.j.jarrell@wv.gov](mailto:pam.j.jarrell@wv.gov) to be added to the eligible organization email list.

### 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>.

**Earl Ray Tomblin**  
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**  
**Chad Williamson**  
Writers

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## SMALL BUSINESS

Continued from Page 2

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.

Businesses are not solely limited to items found at or processed through the West Virginia State Agency for Surplus Property (WVSASP). Program participants may also screen available federal property through the U.S. General Services Administration's GSA website at <http://gsaccess.gov>. The site is the entry site for the Federal Excess Personal Property Utilization Program and the Federal Sur-

plus Personal Property Donation Program operated by the U.S. General Services Administration. Program participants may log into the site with the user ID "WVSASP" and the password "WVSASP". From there, users may screen federal surplus property available across the nation.

8(a) program participants may not reserve items found on the site, instead, if a program participant is interested in an item found on the GSA website, that organization must contact WVSASP, and arrangements will be made through WVSASP.

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## Have You Notified Us of An Address Change? We Need to Know Too!

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

However, whenever there is a change of contact information, such as e-mail address, telephone number or mailing address, eligible organizations must contact WVSASP so our records may be updated accordingly.

Change of contact information must be sent to WVSASP on or-

ganizational letterhead with information pertaining to the change included, and signed by the executive head of the organization.

Information may be sent to WVSASP by U.S. mail, e-mail, fax, or scanning and e-mailing the letter.

Changes in organization leadership or authorized representative must still be made through the standard eligibility application.

The Application for Eligibility may be downloaded at <http://www.state.wv.us/admin/purchase/surplus/eligibil.html>. For questions about eligibility, please call (304) 766-2626.

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## TOLSIA

Continued from Page 1

least \$1,000 if we bought it retail."

Stanley complimented the WVSASP for assisting in obtaining the desired items and loading them on a trailer for delivery. He said a return trip is definitely in order in the near future.

"I have been talking with one of our staff to see what else we can purchase and we plan to go back once the various groups can raise some money," Stanley said. "Everybody knows money is tough to come by but when you can find the quality things located at Surplus and for a tenth of the cost you would find elsewhere, you need to take advantage of it."

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## TRUCKS

Continued from Page 3

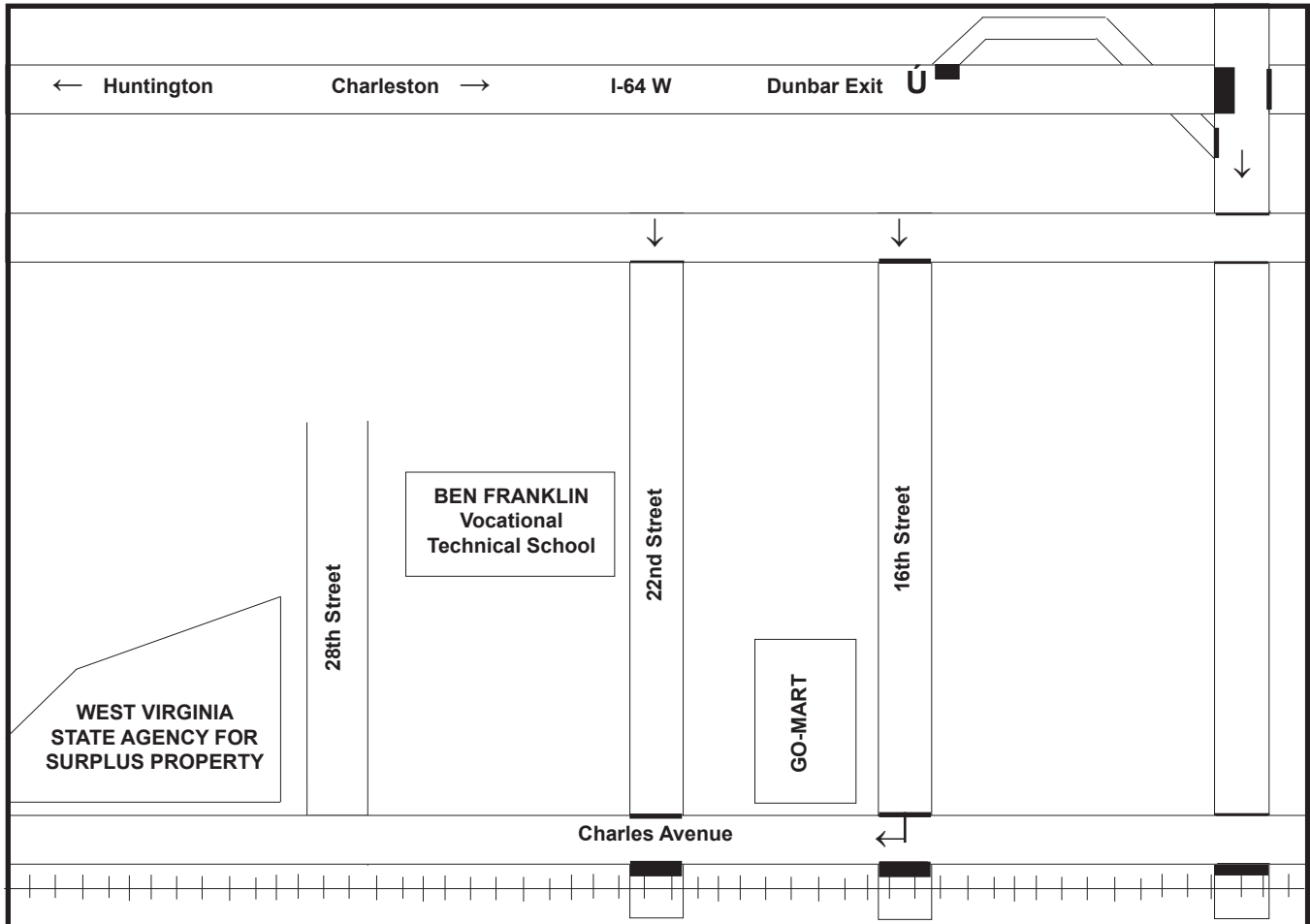
Hager cited the example of purchasing laptops. "You spend \$50 on the laptop, then another \$60 on a hard drive, so you have put about \$110 into the laptop," he said. "At that price I managed to outfit 11 outside salesmen with laptops at about a 95 percent savings compared to buying the equipment new. Plus, I can repair the laptops myself."

He also praised WVSASP staff. "Warehouse Supervisor Anthony Cooper and the rest of the staff are just great, and they are willing to help you in any way they can," he said.

"It is like Wal-Mart: you go in and buy what you want," he said of WVSASP. "I could not live without it now."

**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, 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

Hours: 8:30 am to 4:30 pm. Monday through Friday

### Specializing in:

- Office Furniture and Equipment
- Tires, Engines, Vehicle Parts
- Shop Equipment
- Rolling Stock and Heavy Equipment
- Electronic 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  
Dunbar, WV 25064  
(304) 766-2626  
1-800-576-7587

**Governor Earl Ray Tomblin**  
**Cabinet Secretary Robert W. Ferguson, Jr.**  
**Purchasing Director David Tincher**

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

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