

# Surplus Sampler

January 2008

## From The Director's Chair

Since we have been touting ammunition lately, I thought it entirely appropriate to write this month's article in "bullet" format. Given our "target" markets, I am sure to receive many "rounds" of applause.

⊕ Please note that all of the surplus state police .40 caliber ammunition was claimed by several state agencies with carrying officers. Sorry, nothing left in the "ammo dump" for sale to local law enforcement this time around.

⊕ Regarding 1122 new ammunition via DOD contract piggy-back, we have supplied our sample list of ammunition to the arsenal for price and availability. According to DOD procedure 5160.65M, we are to expect up to 30 days for the Joint Munitions Command to respond. More to follow.

⊕ Wernersville State Hospital picked up a beautiful bucket truck which was made available via overseas surplus. Check out Scott Pepperman's column to learn about how the Navy's Operation *Opportune Lift* is "aiming" to bring in better quality property with lower surcharges.

⊕ Let's have a 21-gun salute for Mary Beth Enggren as she launches her own addition to the Surplus Sampler. Look for a page from "MB" every month explaining the exploits of the BSSO Marketing Brigade. This month MB will highlight some of the continuing changes she has made to our website.

⊕ Our credit card rollout plans recently "took a hit". Implementation in Federal Surplus operations will be delayed while we modify our systems to prevent automatic duplicate invoicing. Didn't think our customers would appreciate being given "both barrels".

⊕ We recently hosted a contingent from Chambersburg Area School District. After having approved their Federal Surplus renewal, we thought it would be a good idea to invite a largely new staff in for orientation. Dr Joseph Padasak, Superintendent, wrote me afterward "*thanks we were most impressed*". Looks like we scored a "bull's-eye". Please let us know if you have any new personnel who might benefit from a tour.

⊕ Thank you to all the donees who took advantage of our special moving sale on surplus travel trailers last month. For those of you who might have missed out, Scott Pepperman and his team are planning another "sure fire" Customer Appreciation Sale in February. Check out Scott's column for more details.

⊕ Speaking of "supersonic projectiles", we will soon have a really big one available. Penndot has enlisted our services to market and sell the Governor's airplane. So if you are in the market

for a Beechcraft King Air 200 twin-engine turboprop, drop me a line. We expect to offer to other agencies in the next few weeks and if none are interested, it will likely go up for public sale in February. Check out Joe Angelo's column for more details and a photo or two.

⊕ Finally, please join me in welcoming Mary Strother and Tom McCloskey to the Warehouse & Distribution Division's Elmerston facility. Mary is a former temporary employee and Tom brings experience from the City of Harrisburg. We appreciate both of them "setting their sites" on a career with us.

*Ken Hess, Director*

*Bureau of Supplies and Surplus Operations*

# Common Cents

Welcome to the latest addition to our newsletter. This page will highlight some of the features of each of our programs and our web site, and provide tips and tricks as to how you can increase your participation and, thereby, your savings—hence the name Common Cents.

For many of you, “surplus property” is all about Federal Surplus, or, if you are a municipality, the State Surplus Heavy Equipment Sale. And these are both excellent programs. But they are only half the surplus story.

This month’s tip—check the [Supplies and Surplus Operations Calendar](#) regularly.

You can reach the calendar from the Department of General Services home page by selecting “**Doing Business With the Commonwealth**”, then selecting “**Supplies and Surplus Operations**”, then selecting “**Supplies and Surplus Operations Calendar**” from the left side navigation bar on our pages.

This calendar opens a world of savings for your organization. All of our regular events are posted on the calendar, such as Federal Surplus Western Warehouse Dates and State Surplus Municipal Bid Sales, as well as any events that our Bureau is scheduled to attend.

It also provides detailed information and links to our Right of Way Sales—your opportunity to save money on everything from auto parts to pizza ovens, collectibles, lawn furniture, vehicles, heavy equipment, and more! Such sales are usually conducted on-line through Asset Auctions. Pictures, item descriptions, preview dates, and other terms and conditions are available through the Asset Auction web site.

The calendar also provides dates for our equipment sales for state agencies other than Penn-DOT. These sales can include everything from heavy equipment to canning equipment, medical equipment, furniture, photographic equipment, and more! Again, these sales are conducted through Asset Auctions. Generally speaking, we conduct one “other state agencies” sale each month.

As the Right of Way Sales and the Other State Agencies Sales are not always scheduled in time to be advertised in our newsletter, checking our calendar on a regular basis provides you with up-to-the-minute property availability.

Best of all, these sales are open to everyone!

So put our calendar on your calendar, and start saving every day.

# State Surplus

## Doings and Happenings

As we end 2007 in the State Surplus Property Division, I am proud to report that sales for the month of January - December 2007 for State Surplus have resulted in gross revenue of approximately **\$3,407,334** for our Commonwealth agencies or the General Fund. This is a tremendous accomplishment for our Division, and we intend to grow that number even more in the coming year by offering more items for purchase by the general public.

As Ken mentioned in his introductory article, we were tasked with dispositioning some surplus .40 caliber practice and duty ammunition from the PA State Police, as the State Police have since changed over to 9mm rounds. We had a significant amount of ammunition, and I'm very happy to report that we were able to disposition it to various state agencies and the PA Attorney General's office. I'm also happy to report somewhat of a "success story" in that DCNR had experienced a problem regarding ordering practice rounds from their current supplier almost 2 months ago. We were able to help their desperate need to make sure they had practice rounds available for their qualifications scheduled as soon as April. Just another example of how surplus property can really help out in a pinch!

To kick off 2008, we sure have a big item to sell! It is undoubtedly the biggest ticket asset since I've been here. The PennDOT Bureau of Aviation has identified a [1981 Beechcraft King Air 200](#) as an asset that they would like to offer for surplus or eventual sale in the next few months. This passenger plane seats 9-14 passengers and has transported several Governors about the Commonwealth and beyond. We plan to list it with a variety of online aircraft sales venues, and are currently gathering information to help us promote this aircraft for maximum return. Stay tuned.

## On-Line and Physical Auctions

**Completed sales from January 2007 through December 2007 for State Surplus have resulted in a gross revenue of approximately \$3,407,344 for our Commonwealth agencies or the General Fund.**

### **Current OnLine Auctions—[www.asset-auctions.com](http://www.asset-auctions.com)**

**DGS Monthly Auction** – Diebold Data Safe previously used by the PA House of Representatives, Skil Panel Saw, assorted blue print cabinets, and a 1998 Ford Rollback previously used by the PA Attorney General's Asset Forfeiture Unit, etc—Currently running on Asset Auctions Auction **#80116** —First lot scheduled to close Wednesday, January 16 at 10:00 AM.

### **Completed OnLine Auctions via Asset Auctions**

**DGS December Auction**—Included a [Wells Cargo box trailer](#) that sold for almost \$1,000 from the PA Game Commission—generated **\$3,130** in revenue.

# State Surplus

## **Current PennDOT R.O.W. Auctions via Asset Auctions**

**Kim's Stanton Cleaners—East Norriton**—Dry cleaning and clothing storage equipment.— Currently running on Asset Auctions **#80115**—First lot scheduled to close on Tuesday, January 15 at 10:00 AM.

# Federal Surplus

## Travel Trailer Sale Rolls Through February

Thanks to your tremendous response to our December Deals on Travel Trailers, we were able to move out of our space at the Farm Show Parking Lot on time.

To show our appreciation, we are **again offering the remaining Travel Trailers at the special low price of \$1850.00 each** during the entire month of February! The trailers are in great condition, either 2005 or 2006 model years, and can be used for a variety of purposes for your eligible organization.

We can only extend this offer through the end of February to show our appreciation of your response, so please contact our warehouse toll-free at 1-800-235-1555 to take advantage of this opportunity today!

## “Opportune”ity Knocks

Working with the National Association of State Agencies for Surplus Property (NASASP) as a member of the Overseas Committee, the United States Navy has agreed to allow our SASPs to utilize their transportation service – Opportune Lift – on a space-available basis. Through Opportune Lift, the Navy will transport heavy equipment and vehicles from overseas **at no cost to our Pennsylvania donees**. Your organization will still incur a service charge to cover dock fees here and across the world, screener fees, and transportation costs from the United States port to Harrisburg, but **overall costs should be cut by 50% on these items**. While we will not be able to utilize Opportune Lift for all of our overseas property, we will use this new service as often as possible in order to stretch your tax dollars as far as possible.

## Now on Tour.....

We were pleased to host a contingent from the Chambersburg School District last month here in the Bureau. That tour included both the State and Federal Surplus Property Warehouses, and a briefing on all of our Programs. We also have tour requests in the works with groups from the York County area and the Schuylkill/Luzerne Counties area through their State Representatives. If your group, school, or organization would like a tour as well, please contact our **Mary Beth Enggren, our Marketing Director, at 717-787-9725, ext. 3207** or by email at [menggren@state.pa.us](mailto:menggren@state.pa.us). We would welcome the opportunity to show you additional ways to save using surplus.

## Thirsty?

The Federal Emergency Management Agency (FEMA) has offered Pennsylvania a quantity of bottled water for eligible Federal Surplus organizations. The water will be bottled in half-liter, full-liter, and 1-1/2-liter sizes, and does not expire until at least September 2008. We are working to

# Federal Surplus

bring the water in to Pennsylvania over the next month, and to make it available to your organization by the case, by the skid, or by the truck load.

In the past, organizations have used this water for emergency relief, for distribution to the homeless and needy, for school students, and for any number of eligible organizational purposes.

Check out future publications for a more detailed description, pictures, and pricing; or you can contact us **toll-free** at **1-800-235-1555** to express your interest in obtaining water.

## Hermitage Reminder

The Hermitage Distribution Center will be open for business January 7-10 and February 4-7, 2008. We will be open for business in Hermitage Monday 4:30 PM – 7:30 PM, Tuesday and Wednesday 8:30 AM – 4:30 PM, and Thursday 8:30 AM – 11:00 AM.

## This Month's Featured Items

**BRAKE MACHINE**, Mfg. NATIONAL, 4 FOOT METAL BRAKE. GOOD Condition, Only 1 Available, Item Number 3441-08-0065-008, HBG WHSE, Service Charge **\$300.00**.

**WHEEL BALANCER**, Mfg. FMC, 5800, COMPUTERIZED. GOOD Condition, Only 1 Available, Item Number 3590-08-0065-005, HBG WHSE, Service Charge **\$375.00**.

**LIGHT SET**, Mfg. UNK, CONTAINS 2 LIGHT STREAMERS, 2 POWER STRIPS, TROUBLE LIGHT. **NEW** Condition, Only 300 Available, Item Number 6230-08-0023-001, HBG / HER WHSE, Service Charge **\$35.00**.

**LIGHT FIXTURE**, Mfg. LUMAX, 4 FOOT , 4 BULB. **NEW** Condition, Only 66 Available, Item Number 6210-07-0715-005, HBG / HER WHSE, Service Charge **\$15.00**.

**BOOTS**, Mfg. BELLEVILLE, 790, SIZE 11, TAN. **NEW** Condition, Only 35 Available, Item Number 8430-08-0032-029, HBG WHSE, Service Charge **\$15.00**.

**BOOTS**, Mfg. VIBROWN, SIZE 9 1/2 BLACK LEATHER. **NEW** Condition, Only 60 Available, Item Number 8430-08-0032-032, HBG / HER WHSE, Service Charge **\$30.00**.

**CLEANING KIT**, Mfg. UNK, GUN, GERBER TOOL, CLEANING ITEMS, FLASHLIGHT, ETC. **NEW** Condition, Only 35 Available, Item Number 7510-07-0701-038, HBG / HER WHSE, Service Charge **\$35.00**.

**CPU**, Mfg. DELL, GX 270, 2003, PENTIUM 4, NO HARD DRIVE. GOOD Condition, Only 100 Available, Item Number 7025-07-0723-001, HBG WHSE, Service Charge **\$50.00**.

# Federal Surplus

## Equipment Recently Acquired by Your Neighbors...

**Yeshiva Academy of Harrisburg (Dauphin County)** acquired 4 computer monitors that will be used in administrative areas, replacing seven-year-old CRT monitors. The monitors, originally valued at \$5,400.00 by the Federal government, were acquired for a service charge of only \$140.00. Academy officials saved at least \$1200 according to their estimates, and indicated that they simply would not have been able to provide their staff with the same quality of monitors if not for the Program.

**Hazleton Area School District (Luzerne County)** acquired a 1999 Ford Wind Star 7 passenger van that will be used by District personnel in the school motor pool. The van, originally valued at \$26,157.00 by the Federal government, was acquired for a service charge of only \$2,650.00. School officials estimate a savings to their taxpayers of approximately \$5,000.00.

**East Mead Township (Crawford County)** acquired a travel trailer which will be used for the storage of Township records in a safe, dry environment. The trailer, originally valued at \$20,000.00 by the Federal government, was acquired for a service charge of only \$4,500.00. Township officials estimate a savings to their taxpayers of approximately \$15,000.00.

**Greenfield Township (Erie County)** acquired a motorized roller which will be used by the Township for rolling patch material into its roads. The roller, originally valued at \$28,706.00 by the Federal government, was acquired for a service charge of only \$1,000.00. Township officials estimate a savings to their taxpayers of approximately \$10,000.00.

**Pottstown Healthcare Corporation (Montgomery County)** acquired dental delivery system chairs which will be used in their dental health clinic which opened in May 2007. The chairs, originally valued at \$15,670.00 by the Federal government, were acquired for a service charge of only \$750.00. Clinic officials estimate a cost savings to their patients of approximately \$68,810.00.

# Fixed Price Vehicles

## **GSA Fleet Sale**

The Fixed Price Sales Vehicle Program continues to be busy with more auctions posted for January. We are also pursuing a more "user friendly" procedure that would enable us to bring more vehicles into our warehouse in Harrisburg for distribution to our donees.

Also, please remember to get your requests in to us as soon as possible if you are interested in low mileage, quality late model cars, trucks, vans, and even heavy equipment. Call us **toll free at 1-800-235-1555** or contact our Fixed Price Vehicle screener, **Dave Fleischer**, directly at **717-439-5195** for additional information or to register your request for the next group of fixed priced vehicles.

## Law Enforcement

# 1033 Excess Property

### Travel Trailer Sale Rolls Through February

In case you only read the Law Enforcement articles, I wanted to make sure that you also saw this article that was posted on the Federal Surplus page. Many law enforcement agencies have already taken advantage of the tremendous savings on these travel trailers, converting them into command centers, communications trailers, and mobile offices.

Thanks to your tremendous response to our December Deals on Travel Trailers, we were able to move out of our space at the Farm Show Parking Lot on time.

To show our appreciation, we are **again offering the remaining Travel Trailers at the special low price of \$1850.00 each** during the entire month of February! The trailers are in great condition, either 2005 or 2006 model years, and can be used for a variety of purposes for your eligible organization.

**We can only extend this offer through the end of February to show our appreciation of your response, so please contact our warehouse toll-free at 1-800-235-1555 to take advantage of this opportunity today!**

### LESO to Visit

The Law Enforcement Support Office (LESO), headquartered at the Defense Logistics Agency in Fort Belvoir, Virginia, will conduct their bi-annual records review visit to Pennsylvania at the end of February. All of our visits since 1998 have been satisfactory, and we expect the same of this visit. **If your organization has received weapons, armored personnel carriers or aircraft through the 1033 Program, we may be visiting you during the last week of February 2008** to take a look at the items you received and how your agency is using them. We will report the results of the records review visit to you once the LESO report is finalized.

### New Compliance Procedures

Beginning January 1, 2008, the 1033 Program will begin new Compliance Procedures. If your organization received weapons, armored personnel carriers, or aircraft, you will be selected for a physical visit from our office in the near future to help us keep our compliance records current so that we can continue to donate such items to your organization. On other high dollar items, such as vehicles, you will receive a yearly letter to make ensure that these items are in use for their full compliance period. If you have any questions regarding this policy, please contact **Lil Davis at 717-787-6159, ext 3212** or **Mary Beth Enggren at 717-787-9725, ext 3207**. Thank you for your continued support of our efforts to improve the 1033 Program.

## Law Enforcement

# 1033 Excess Property

### **This Month's Featured Items**

**PUMP**, Mfg. ACME MOTORS, MODEL ADX 740, 1999, DIESEL ENGINE. ONLY 2 AVAILABLE, FAIR condition, Service Charge **\$250.00. each.**

**POWER LIFT**, Mfg. GENIE, MODEL IWP 225, 1998, PICK-UP, ELECTRIC, 350 LB CAPACITY , 25' MAX HEIGHT, 110 VOLT. VERY GOOD condition, Service Charge **\$800.00.**

### **Equipment Recently Acquired By Your Neighbors...**

**Pennsylvania Department of Military and Veteran Affairs, Fort Indiantown Gap Police Department (Lebanon County)** acquired a 1992 Amertek Crash Truck, model CF4000L which will be used for anti-terrorism and airport crash rescue operations. The truck, originally valued at \$600,000.00 by the Federal government, was acquired for a service charge of only \$7,500.00. Department officials estimate a savings for the Commonwealth taxpayers of approximately \$65,000.

Law Enforcement

# 1122 New Property

## Apologies and A Correction

Last month, we inadvertently missed a letter in Mr. Dean's email address for those of you who are interested in vehicles or weapons. We apologize to you for any inconvenience we may have caused, and we apologize to the very patient State employee who has received some of your e-mails. **For all inquiries concerning the 1122 Program, you can contact Al Dean at [aldean@state.pa.us](mailto:aldean@state.pa.us)** . Sorry for the confusion!

## UPDATE: Weapons and Ammunition

Last month, we printed a list of available new weapons and ammunition through the 1122 Program. I am pleased to announce that we are working on our first order. Chief Burgen in Minersville, Schuylkill County, is looking for a new M11 pistol, 9mm and we are working on determining the process and pricing confirmation right now with the Federal government. Once we are successful in completing our process we will be able to share with you available weapons and ammunition, pricing information, availability and hopefully information like manufacturer's names, perhaps even pictures!

Look for further information for ordering weapons and ammunition soon through our next newsletter. Meanwhile if you have any questions concerning these items contact **Al Dean** at [aldean@state.pa.us](mailto:aldean@state.pa.us) or call him at 717-787-6159, ext 3203.

# Calendar of Events

## January 2008

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		<b>1</b> CLOSED FOR HOLIDAY  DGS Monthly Auction Online	<b>2</b> DGS Monthly Auction Online	<b>3</b> DGS Monthly Auction Online	<b>4</b> PennDOT ROW Auction Online  DGS Monthly Auction Online	<b>5</b> PennDOT ROW Auction Online  DGS Monthly Auction Online
<b>6</b> PennDOT ROW Auction Online  DGS Monthly Auction Online	<b>7</b> PennDOT ROW Auction Online  DGS Monthly Auction Online  Herm Dist Center Open	<b>8</b> PennDOT ROW Auction Online  DGS Monthly Auction Online  Herm Dist Center Open	<b>9</b> PennDOT ROW Auction Online  DGS Monthly Auction Online  Herm Dist Center Open	<b>10</b> PennDOT ROW Auction Online  DGS Monthly Auction Online  Herm Dist Center Open	<b>11</b> PennDOT ROW Auction Online  DGS Monthly Auction Online	<b>12</b> PennDOT ROW Auction Online  DGS Monthly Auction Online
<b>13</b> PennDOT ROW Auction Online  DGS Monthly Auction Online	<b>14</b> PennDOT ROW Auction Online  DGS Monthly Auction Online	<b>15</b> PennDOT ROW Auction Online  DGS Monthly Auction Online	<b>16</b> DGS Monthly Auction Online	<b>17</b>	<b>18</b>	<b>19</b>
<b>20</b>	<b>21</b> CLOSED FOR HOLIDAY	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>
<b>27</b>	<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b>		

# Calendar of Events

February 2008

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 Panel Discussion SCA Summit	2
3	4 Herm Dist Center Open	5 Herm Dist Center Open	6 Herm Dist Center Open	7 Herm Dist Center Open	8	9
10	11	12	13	14	15	16
17	18 CLOSED FOR HOLIDAY	19	20	21	22	23
24	25	26	27	28	29	









**FMC**

Computer Wheel Balancer

**CAUTION  
EYE PROTECTION  
REQUIRED**

**5885**

HT TE

120-230

120-230





6210-00-234-2656

FSC# 88932 P/N LG44824-BE1FWS

PICTURE LIGHTING

12" x 12"

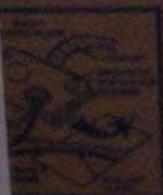
RVC: 5/96

WT: 8.00 LBS CU: 61.6

592441-36-C-5235

LUMINA INC @ TRUSS-INC

PALLET 37 of 38





DEL 790  
SIZE  
3WA 11.25-12.5  
10-01-483-9526  
9100-01-0-03311

A-3

3

ville

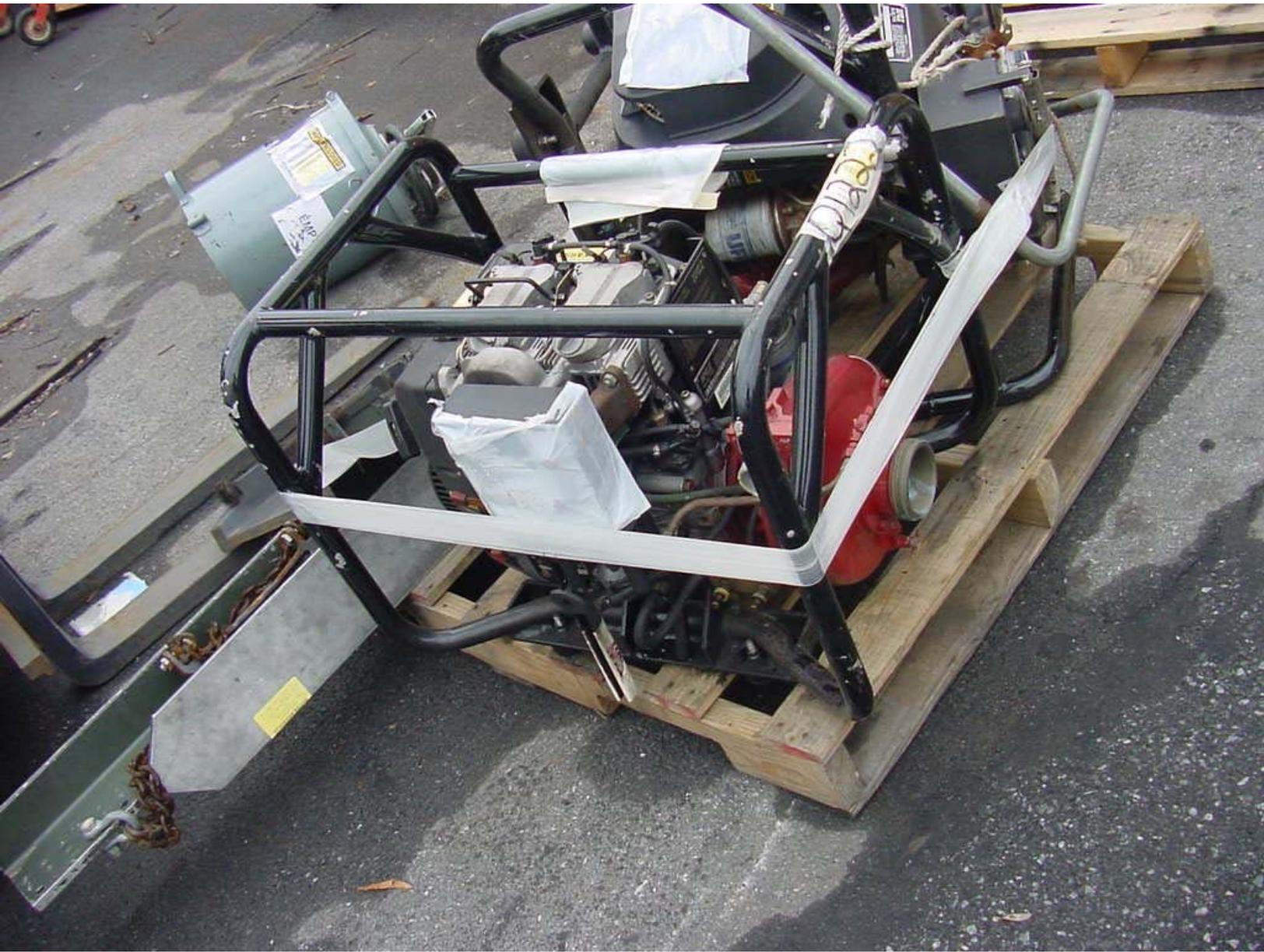
Belle

Belle











Genie

P135

Genie IWP-25S

OB7909

0B790