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May 2008

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- Director's Corner by Debbie Harms — Industry Event 2008
- Announcements— NCMA and CFMH Annual Industry Event
- Contract Modification Process Changes
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- Dry Docking and Dockside Maintenance
- Welcoming New Industry Partners to CFMH

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CFMH Chatter

Director's Corner - by Debbie Harms



Each year the Center for Facilities Maintenance and Hardware tries to make enhancements to our annual Industry Event so that the event is more valuable for our industry partners. We make these enhancements based on the feedback we receive on the evaluation forms at the end of each event and based on feedback from the Marketing Subcommittee. For example, at last year's event attendees made several requests that could be summarized as follows:

- Additional time to network with our peers
- Opportunities to talk to customers
- Instruction provided by industry partners during breakout sessions

Based on this feedback, I asked the Center to make some changes to this year's agenda that would enable these enhancements to occur. The following list details some of the changes we made to this year's agenda based on your feedback:

- An additional networking dinner was added to allow for more networking opportunities
- Name badges were modified to illustrate which schedule a company represented and also included their socioeconomic status
- Two breakout sessions were added featuring industry partner panels providing instruction on how to make your contract more successful
- A customer panel was added to the general session which featured customers from several federal entities who frequently make procurements from either one of our schedules

I was very happy with this year's Industry Event and especially happy with the enhancements we made at your request. If you were not able to complete an evaluation form at the event, please log onto www.gsa.gov/cfmh and provide us the feedback we will need to make next year's show even more successful than this year's.

Thank you,

Debbie Harms



Announcements



National Contract Management Association

NCMA is a membership-based, professional society, whose leadership is composed of volunteer elected officers. The mission of NCMA is to enable the workforce to grow professionally, assess individual and organizational competency against professional standards, establish values, develop best practices, and provide access to skilled individuals, enabling enterprises to improve their buyer-seller relationships.

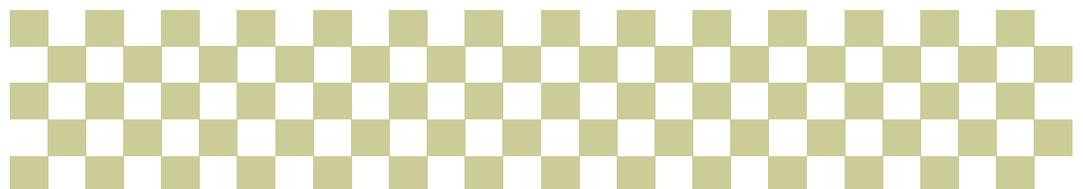
Currently, the officers in the Kansas City Chapter are associates with GSA, FAS, Center for Facilities Maintenance and Management. Jay Willingham serves as President, Ellie Upchurch serves as Vice President, Kim Kittrell serves as Secretary and Janet Haynes serves as Treasurer for the 2007 - 2008 term. To learn more about NCMA, please call Kim Kittrell at 816-823-1288.



“Did you attend this year’s Annual Industry Event? Don’t miss out next year. Make sure you register to attend when you receive an invitation next Spring. A save the date will be sent out in the next couple of months.”

CFMH Hosted 9th Annual Industry Event

The Heartland Center for Facilities Maintenance and Hardware (CFMH) held its 9th Annual Industry Event on February 26-28, 2008. Each year the CFMH invites Industry Partners from Schedules 03FAC and 51V to attend the forum that provides training, GSA updates, and networking opportunities. This year's event had 288 participants of which 217 were Industry Partners and 71 were Government. Of those Industry Partners, 58 percent represented small businesses. Highlights of the event included speeches by Brad Scott, GSA Heartland Regional Administrator; Barney Brasseur, Deputy Commissioner for Federal Acquisition Service; Jeff Koses, Director for Acquisition Operations, General Supplies and Services, and Steve Kempf, Acting Commissioner for Acquisition Management.



URGENT!

Contract Modification Process Changes

URGENT!

ATTENTION INDUSTRY PARTNERS!**New Modification Guidelines Effective 3/1/08**

The Center for Facilities Maintenance and Hardware has developed new procedures for processing modification requests that are submitted through email or through regular mail.

Email Modifications You are now required to submit **email** modifications through a centralized email address. You should utilize this address for all future email modification requests submitted. The address for this mail box is cfmh.modifications@gsa.gov

Hard Copy Modification Requests With respect to modifications submitted through the mail as hard copy, you must now include in the mailing address the following: "Attention: Modification Express desk" .

Copies of the new Guidelines are available at <http://www.gsa.gov/cfmh>. Please visit this site for post award guidelines on:

- Additions, deletions, or economic price adjustments.
- Novation agreements and name changes
- Timely exercise of options



Note: Modification requests received after March 1, 2008 which do not conform to the above will be rejected and must be resubmitted following the correct procedures. Failure to follow the new modification guidelines could result in unexpected and unwanted delays.

"Failure to follow the new modification guidelines could result in unexpected and unwanted delays."



Center for Facilities Maintenance & Hardware Financial Outlook

FY08 1st Quarter Fastest Growing SINs by Schedule

	QTR #1 FY07	QTR#1 FY08	% Change
03FAC			
Electrical and Utility Service	732,161	2,107,155	188%
Elevator Inspection	56,909	146,462	157%
HVAC	3,405,300	8,037,144	136%
51V			
Coatings, Adhesives & Sealants	90,166	4,262,280	4627%
Lubricants, Petroleum & Waxes	18,448	460,729	2397%
Coating Removers	5,598	82,282	1370%

“The CFMH continues to see tremendous sales growth as shown in the chart to the right. Outstanding!”

Dry Docking and Dockside Maintenance & Repair

On 9 January, 2008, the Center for Facilities Maintenance and Hardware (CFMH) received signature approval to add Dry Docking and Dockside Maintenance and Repair services to the 03FAC Schedule. These services are a natural extension of “Facilities Maintenance” into the marine environment. Ships, boats and barges are not just work places but are also living quarters for most of the crews involved. Maintenance on these types of “facilities” has its own unique procedures and consequently, require its own category for maintenance.

The CFMH has been working closely with customers and industry providers of these services in an effort to provide a versatile and efficient contract vehicle. The volume of federal spending for Dry Docking and Dockside Maintenance will make the offering a great addition to the 03FAC Schedule.

Stay tuned for additional information as it becomes available on this new offering. We are currently accepting offers from interested industry partners and seeking as many companies as possible to provide the requisite geographic coverage as well as a diverse base of competition for our customers. For details on these services see “Description 17” on the 03FAC solicitation on e-Library. This is due to changes on FEDBIZOPPS and the way they display the documents.



Awards and Recognition



Dan Perkins, Contracting Officer in the CFMH, was presented with the “Employee of the Year” award by ‘Careers & the Disabled’ Magazine. The ceremony was held at the Boston Marriott Hotel on April 10, 2008 and was the magazine’s 16th Annual Award Ceremony.

Part of the award nomination includes: “Perkins frequently advocates the merits of Section 508 compliance by contacting federal Website owners and informing them of usability issues. He has assisted in the testing and development of the Accessible FormNet software package, which makes federal forms accessible for individuals who need to use a screen reader. Dan has traveled throughout the country to train other GSA employees with disabilities on how to use the computer using only the keyboard, and is currently involved in an initiative to make the contracting database he uses to be Section 508 compliant.”

His nominator said, “Dan is a true asset to the CFMH. Industry partners praise him on his caring attitude and professionalism when performing his day-to-day duties.” Congratulations Dan for all you have done and continue to do!



Debbie Harms, Director of the Center Facilities Maintenance and Hardware was absent from work for several months taking care of her new daughter that she adopted from Guatemala. Giacinta (Gia) Genesis was born on March 22, 2007 in Guatemala City, Guatemala and recently celebrated her one year birthday. Debbie traveled to Guatemala to pick Gia up on February 11, 2008. Congratulations to Debbie and her newest family member!



GSA'S 14TH ANNUAL EXPO HELD APRIL 22-24, 2008

This year's GSA EXPO marked the 14th show since it started. It also marked many firsts as this was the first time it was held in Anaheim, California. Along with the new location we had to shrink the number of vendor booths for the first time after 13 years of steady growth. The schedule also changed from the regular dates in April and needed to be backed up to March due to availability of the facility. Also for the first time the Public Building Service (PBS) was a featured partner with the Federal Acquisition Service resulting in EXPO becoming a very practical exercise of one uniform, one voice, one GSA.

The clamor by Industry to get on the showroom floor this year was just as enthusiastic as in the past and booth spaces sold out in 5 hours. The CFMH was able to feature almost 90 of our Industry Partners which was a tremendous accomplishment due to the heavy competition.

The goal was also to get 5,500 customers in the door and GSA recorded just over 6,100. The show training program was larger this year and recorded almost 13,000 student hours across a schedule of 270 classroom offerings. Thanks to the efforts throughout GSA, this event has grown into the largest government-to-government show in the country.

Next years EXPO will be in San Antonio, Texas and is expected to be as large if not larger than this year. The CFMH will continue to communicate details of next year's show as they become available. Congratulations to those CFMH Industry Partners who were able to attend this year and good luck to all in your efforts for next year.

Make sure to join us next year for GSA Expo 2009 which will be located in San Antonio, TX on June 9-11, 2009!



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*Your success is our success. We thank
you for all your hard work!*

The CFMH



Welcome to Our New Industry Partners!

Company Name

Schedule

A Bee C Service Inc.	03FAC
All Pro Electrical Technology	03FAC
Building Energy Solutions & Tech	03FAC
Contra Costa Heating and Air Inc.	03FAC
EG&G Technical Services Inc.	03FAC
Engineering Economics Inc.	03FAC
Garry Struthers Associates Inc.	03FAC
HMC Service Company Inc.	03FAC
Kaleo Construction LLC	03FAC
Marcon Engineering Inc.	03FAC
OEL Worldwide Industries LLC	51V
Par Electrical Contractors Inc.	03FAC
Quality Support Services Inc.	03FAC
Ross Tree Expert Company	03FAC
SKE International Inc.	03FAC
Swift Becca Inc.	51V
Thinkbox Group LLC	03FAC
United Commercial Supply LLC	51V
V W International Inc.	03FAC

Company Name

Schedule

Alamo Iron Works	51V
BASF Corporation	03FAC
Campbell Grinder Delaware Co.	51V
DMI, Corp.	03FAC
Enfasco (Inc)	51V
Fedserv Industries Inc.	03FAC
General Distributing Co.	51V
JA Sexauer Inc.	51V
M6 Concrete Accessories Company	51V
Mid-American Elevator Company Inc.	03FAC
Orion Management LLC	03FAC
Parts Associates Inc.	51V
Revis Engineering Inc.	03FAC
Scimetrics Limited Corp.	51V
Standard Renewable Energy LP	03FAC
Tecmarket Works LLC	03FAC
Top Notch Pest Control Inc.	03FAC
Universal Tool & Supply Co. Inc.	51V