



Volume 1, Issue 6

September 2008

Special points of interest:

- Director's Corner by Debbie Harms
- Financial Outlook
- Welcoming New Industry Partners to CFMH

CFMH Chatter

Director's Corner - by Debbie Harms



As the year draws to a close, I am once again thrilled that you, our Industry Partner have helped the Center for Facilities Maintenance and Hardware obtain noteworthy growth in sales.

At the end of the third quarter, Center Schedule sales continue to grow an impressive 7.13%. While 51V Schedule sales experienced a slight growth of .21% for this period. Schedule 03FAC, continued to show significant growth with an impressive 37.15%.

With the recent addition of Ancillary Repair and Alterations (R&A), I am confident that Federal Agencies are now going to find Schedule 03FAC even more attractive. The ability to do R&A provides the customer a total solution that was lacking previously. For those of you who hold contracts under 03 FAC and have not modified your contracts to include R&A and would like to, please consider it.

In addition, we have added a couple of new SINS to the Schedules. The addition of Cemetery Maintenance and Leasing are attractive offerings for our customers. If you provide these services and would like to learn more about adding them to your contract, please contact your Contracting Officer.

With the continued success and growth of our Center, I would like to close out the fiscal year with this final quote.

"You can't put a limit on anything. The more you dream, the farther you get". Michael Phelps, 14-time Olympic Gold medalist

Thank you,

Debbie Harms

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URGENT!

TAA Compliance

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HOT! HOT! HOT!

One of the hottest issues in the Center continues to be TAA compliance. In an effort to assist companies in remaining compliant we have included in this issue a list of designated countries. Cut it out and post it so you don't get burned! If unsure contact the US Customs Office.



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“Designated country” means any of the following countries:

(1) A World Trade Organization Government Procurement Agreement country (Aruba, Austria, Belgium, Bulgaria, Canada, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hong Kong, Hungary, Iceland, Ireland, Israel, Italy, Japan, Korea (Republic of), Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Romania, Singapore, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, or United Kingdom);

(2) A Free Trade Agreement country (Australia, Bahrain, Canada, Chile, Dominican Republic, El Salvador, Guatemala, Honduras, Mexico, Morocco, Nicaragua, or Singapore);

(3) A least developed country (Afghanistan, Angola, Bangladesh, Benin, Bhutan, Burkina Faso, Burundi, Cambodia, Cape Verde, Central African Republic, Chad, Comoros, Democratic Republic of Congo, Djibouti, East Timor, Equatorial Guinea, Eritrea, Ethiopia, Gambia, Guinea, Guinea-Bissau, Haiti, Kiribati, Laos, Lesotho, Madagascar, Malawi, Maldives, Mali, Mauritania, Mozambique, Nepal, Niger, Rwanda, Samoa, Sao Tome and Principe, Senegal, Sierra Leone, Solomon Islands, Somalia, Tanzania, Togo, Tuvalu, Uganda, Vanuatu, Yemen, or Zambia); or

(4) A Caribbean Basin country (Antigua and Barbuda, Aruba, Bahamas, Barbados, Belize, British Virgin Islands, Costa Rica, Dominica, Grenada, Guyana, Haiti, Jamaica, Montserrat, Netherlands Antilles, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, or Trinidad and Tobago).





New Energy Management Services



The Energy Management Services program has undergone some recent changes. There have been several Special Item Numbers (SINs) added to make the program a more comprehensive energy management solution. Here are the new services:

Energy Planning and Strategies	Training
Metering Services	Energy Program Support
Building Commissioning	Energy Audits
Resource Efficiency Management	Innovations in Energy
Water Conservation	

Don't miss out on the opportunity to modify your contract to cover the new services. Contact the CFMH today!



Contract Modification Process



- Is your pricing up to date?
- Do you need to delete products?
- Have you had part number changes or changes in company points of contacts?

If you answered yes to any of these questions then you need a modification to your contract. In an effort to expedite the processing of modifications, the CFMH has established a Centralized Intake Desk (CID) for submitting your modification requests. If you are sending in your modification via email, they must be sent to cfmh.modifications@gsa.gov. If you are sending them in hardcopy, send them to the attention of the **MAS Modification Express Desk**.

We believe these new procedures will greatly expedite the processing of modification requests. Please note that this does not affect submission of modifications through E-mod. Should you have any questions or concerns, please contact your contracting officer.

Note: After you receive your completed mod – REMEMBER TO UPDATE GSA ADVANTAGE!

“We believe these new procedures will greatly expedite the processing of modification requests.”



Center for Facilities Maintenance & Hardware Financial Outlook

Biggest Financial Change by Schedule

	<u>Biggest Changes</u>	<u>Dollars</u>	<u>% Change</u>
51V	Daily/Short term Rental	3,160,983	6447%
	Lawn & Garden Tools	680,539	6282%
	Tool Kits	(3,138,319)	-62%
03FAC	Energy Mgmt Services	1,531,544	87%
	Energy Mgmt Support	2,449,222	68%
	Application of Chem Comp.	(182,022)	-52%

CFMH Sales FY08 as compared to FY07

	FY07	FY08	
	<u>Through Q3</u>	<u>through Q3</u>	<u>% increase</u>
51V	463,565	464,547	0.2%
03FAC	106,893	146,602	37.1%
Total	570,458	611,149	7.1%

“Schedule 51V showed a .2% increase in FY 08 as compared to FY07 while Schedule 03FAC showed a 37% increase with a total of 7.1% increase overall.”

Note: Numbers in thousands

Congratulations



Elaine Rasmussen has been named the Procurement Director for the Center for Facilities Maintenance and Management. Elaine came to work for GSA in December 1983. She entered the world of procurement when she became a Contract Specialist (GS-1102) in 2000, and received her senior warrant in 2004. She became the Procurement Analyst for the CFMH in 2005, where she worked on special projects and policy issues for the center. Elaine earned her Bachelor of Science in Business Administration in 2005. The Center welcomes Elaine to her new and challenging position .

Great
Job!

Awards and Recognition

Great
Job!

Dave Schaad, Business Development Specialist for the Center for Facilities Maintenance and Hardware spends much of his off-work time engaged as Scoutmaster for a Boy Scout Troop. Dave has been Scoutmaster for a small Troop of 12 boys for 4 years and laughs when he says “It only takes 1 hour a week”.

He says “spending time with boys who are interested in learning about the outdoors through camping and who also want to learn how to be self sufficient is one of the most fulfilling things I’ve ever done.” Leadership and character development are two of the cornerstones of Scouting and to see a young boy come into the Troop, grow and graduate as an Eagle Scout is his reward.

“This year at summer camp the boys excelled and worked hard”. Between six boys they earned 32 merit badges and 6 rank advancements. That is a tremendous accomplishment for only 10 days and the boys had a great time.” Dave also carves a neckerchief slide for each of the “first year” scouts at summer camp. Below you see a picture of the troop just before leaving for camp and some of the slides he’s made.

“ The rest of the year we concentrate on letting the boys have fun and get them outdoors and camping as much as possible. It’s the one thing all boys like so we try to get out whenever we can.

Dave does say there is a challenge to get the parents involved. Scouts becomes a child drop-off for some which lessens the impact of spending “quality” time with your son. He thinks scouting is the ultimate “Quality” time any parent can spend with their son. “As a parent I can think of no better way to be involved and see your son grow than to spend time in the outdoors, experience outings and watch them grow up and become men that are assets to the family, the community and the nation.”

He says he will continue to be involved in scouting although he may have to scale back some participation on outings.....especially the extreme weather ones. Dave says he just can’t adjust to the temperature extremes like he did when he was younger.

Congratulations to one of the CFMH’s employees that is working to make a difference where he can!



“Dave has been a Scoutmaster for a small Troop of 12 boys for 4 years and laughs when he says, “It only takes 1 hour a week”.

Center for Facilities Maintenance & Hardware Highlights and Happenings

Offices from Heartland Global Supply (HGS), Center for Facilities Maintenance and Hardware (CFMH), and Customer Accounts and Research (CAR), partnered to provide a unified GSA presence at the Aviation Classification and Repair Activity Depot (AVCRAD) workshop on August 27th, in Springfield, Missouri. AVCRAD maintains the helicopter fleet used in the war effort, and relies heavily on GSA-supplied products to maintain these helicopters. The workshop drew military representatives from 14 states where GSA employees shared exhibit space and conducted one-on-one meetings with the attendees. Representing GSA were: Rick Walton and Marcille Pruitt, HGS; David Schaad, CFMH; and Jose Mendez, CAR. GSA was well received and continues to be a trusted partner to AVACRAD for its maintenance needs.

Debbie Easton, Contracting Officer on the products team, for the Center for Facilities Maintenance & Hardware, recently received kudos for her effort in working with industry partner, New Turn Solutions, to accommodate their customer in adding a CNC machine to the GSA schedule.

Congratulations and best wishes to Judith Ross, contracting officer, in the Center for Facilities Maintenance and Hardware, on her recent marriage to Brian Lynch on August 16th.

Mr. Dan Perkins of the Center for Facilities Maintenance and Hardware (CFMH) recently received outstanding accolades from Mr. Kevin Holland, National Sales Manager for Venture Products Inc. thanking him for his "professionalism and top level knowledge" while guiding their company through the GSA process to successfully obtain a GSA contract. Mr. Holland stated with over 20 years working with the Federal Government, he never had someone so easy and kind to work with.

Business Development Specialists Jennifer Hazelman, Gary Jenkins, and Dave Schaad, along with Contracting Officers Lou Meredith and Cheryl Sharp recently attended the 2008 Govenergy conference in Phoenix, Arizona. The conference provided an opportunity to increase their knowledge of current technologies and strategies within the government to reduce energy consumption and to highlight advancing "clean" energy alternatives. The Center for Facilities Maintenance and Hardware manages the 03FAC Facilities Maintenance Multiple Award Schedule, which contains the services for energy management and conservation. This conference coincides with CFMH expanding their Energy offerings and further defining the services contained in the schedule. It was very evident that the efforts to manage and reduce energy consumption throughout the government is in full force and that the expansion of services under the 03FAC schedule are well positioned to provide mission support and energy reduction for their customers. This conference set a record for the number of exhibitors and attendees; the importance of this conference is expected to increase base on the current mandate to reduce energy consumption throughout the Federal Government.

Debbie Harms received a letter recently from Timothy C. Bugg, Scout Executive, for the Heart of America Council of the Boy Scouts of America recognizing Dave Schaad, of the Center for Facilities Maintenance and Hardware, for his outstanding work as a volunteer Scout leader at the H. Roe Bartle Scout Reservation the week of June 6-15, 2008. Mr. Bugg stated that "It would be impossible for us to deliver an outstanding camping experience to the youth of our community without volunteer leaders like Dave. Leaders, who volunteer their time and energy into helping youth, make a substantial positive impact on the future leaders of our country."

On June 19, Dave Schaad, Business Development Specialist, and Kim Kittrell, Contracting Officer, with the Center for Facilities Maintenance and Hardware visited a new industry partner in California. The company is the first company to be awarded a contract under the new 03FAC Facilities Maintenance Schedule for "Dockside Maintenance and Repair". Kim Kittrell provided them with the necessary information they need to follow the procurement guidelines in administering their new contract. Dave Schaad gave them information on how to market their business and provided them with the resources available to maximize their efforts in promoting and advertising their new contract.

On May 29, 2008, Dan Perkins, Procurement Contracting Officer, Center for Facilities Maintenance and Hardware, was presented with a Resolution by the Mayor and Council of Kansas City, which honored and congratulated him on being named "Employee of the Year" by the national publication, *CAREERS & the disABLED*.



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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!

- | | | | |
|-------|-----------------------------------|-------|---|
| 51V | A.D.A. Supplies & Leasing Service | 51V | Kaman Industrial Technologies |
| 03FAC | Alliance Technical Services, Inc | 51V | Lucifer Furnaces, Inc. |
| 03FAC | American Piping and Mechanical | 51V | Maintenance USA |
| 51V | American Precision Tool, Inc | 03FAC | Miller Marine |
| 03FAC | ARS Mechanical, LLC | 03FAC | MJL Enterprises, LLC |
| 03FAC | Aspen Elevator, Inc. | 03FAC | MRDB Holdings LP |
| 51V | Baltimore Auto Supply Company | 51V | Paul Shanabarger |
| 51V | Barnett | 51V | Petrogen Inc |
| 51V | Bilby Construction Co., Inc. | 51V | Phoenix Resins, Inc |
| 03FAC | CDI Marine Company | 51V | PPG Architectural Finishes, Inc. |
| 03FAC | Chapel Electric Co LLC | 03FAC | Premier Elevator Company Inc |
| 03FAC | Cole Technology Corporation | 51V | Red hill Ventures LLC |
| 03FAC | Colonna's Ship Yard | 51V | Reinen Machine Sales Inc |
| 03FAC | Davey Tree Expert Company, The | 03FAC | RSC Electrical & Mechanical Contractors |
| 51V | Dynabrade Inc | 51V | Rumetco Sales, Inc. |
| 03FAC | East West Inc | 03FAC | Specified Electrical Systems, LLC |
| 03FAC | Electra Cordua Service Di Cordua | 03FAC | The Marine Group LLC |
| 03FAC | Elliott-Lewis Corporation | 51V | U Mark Inc |
| 51V | Fasteners RX, Inc. | 03FAC | US Facilities Inc |
| 03FAC | Gannett Fleming | 51V | Venture Products, Inc. |
| 03FAC | Icon Consulting Group, Inc. | 51V | VTS Enterprises LLC |
| 03FAC | John Mrasz Enterprises, Inc. | 51V | Water Line Technology |
| 51V | K Paul Properties, LLC | 03FAC | WH Pacific, Inc. |