

MarketTips

Volume 10 Number 4
July, 1997



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Do You Know Who Your Furniture Experts Are?

Don't Worry! We Can Be Your Total Supply Solution!



Alors, mon ami...! We can see you are a bit stressed. You have been working hard to meet your organization's supply requirements, seeking "Best Value" for the taxpayer while insuring you follow the procurement rules. You just inherited the job when Sam (the supply guru) retired... and your customer wants a certain quality product.

Stress not...! GSA has been in the procurement business a long, long time (how about 48 years) and our procurement process pros have listened to your cries for Quality, Service, and Price! We have expanded our programs to include more than 4 million items using the top suppliers from around the world. And when you buy from GSA, you can be sure that questions about environmental issues, laws, and regulations have already been addressed.

So fear not... if we don't have it already, they either don't make it or we can get it! We can be your total supply solution!

Call the Customer Service Director responsible for your location. Their numbers are listed on the back cover, and they are waiting for your call.

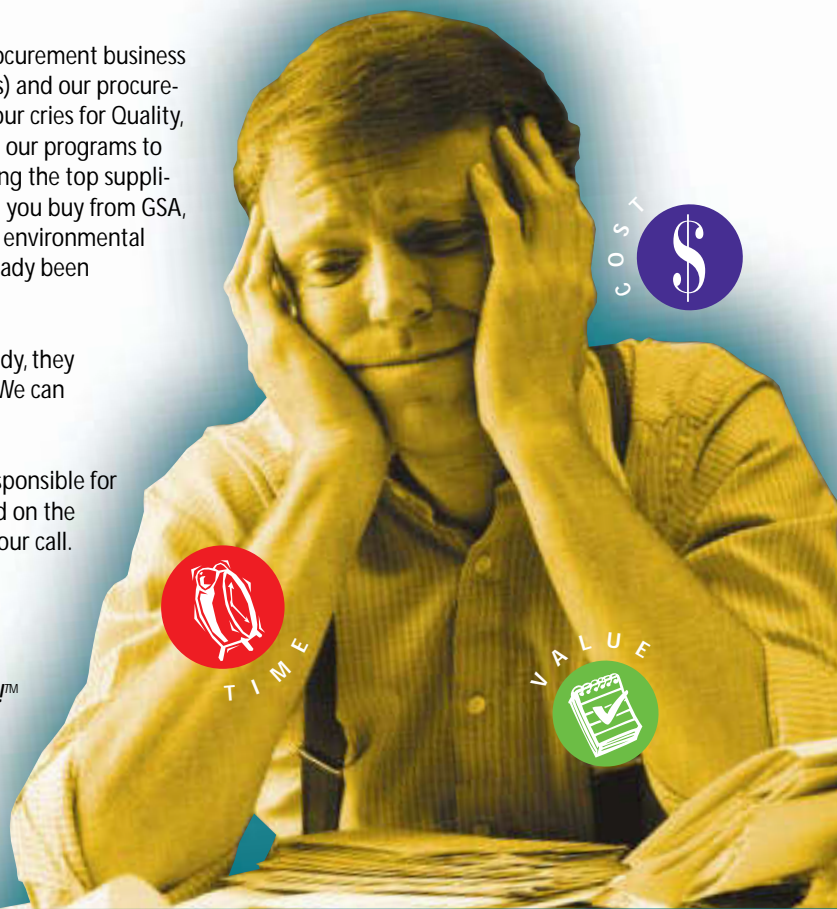
Check out our web page at:
<http://www.fss.gsa.gov>.

Place an order using GSA Advantage!TM

And watch this space!



SUPPLYING THE WORLD



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James T. “Skip” Duncan Gets SKILCRAFT “Advocate of the Year” Award From NIB

James T. “Skip” Duncan, Deputy Assistant Regional Administrator of GSA’s Mid-Atlantic Region, was honored as the SKILCRAFT Advocate of the Year by National Industries for the Blind (NIB) for his outstanding dedication to and support of SKILCRAFT products made by people who are blind under the Javits-Wagner-O’Day (JWOD) program.

Duncan was recognized by NIB President Judith D. Moore at an awards ceremony in San Diego, CA, on May 19. (See photo at right.) In presenting the award, Moore praised Duncan’s commitment to promoting the SKILCRAFT brand through his initiation of a product test market program at his Customer Supply Center in Franconia, VA. Under Duncan’s direction, new SKILCRAFT products, including mouse pads, clam clips, rubberized pens, and mechanical pencils, were made available to Government customers for the first time.

As a further illustration of his commitment to the JWOD program, the customer service, order entry and invoicing



functions at Duncan’s Franconia facility are performed by people who are blind employed by Virginia Industries for the Blind working under a service contract with GSA.

In presenting the award, Moore praised Duncan for his customer service operation, saying, “...it has demonstrated the capabilities of people who are blind and has become a model to pave the way for other, higher-level and computer-based jobs for blind people.”

VP Gore Praises “Common Sense” Procurement



In the Blair House Papers of Jan. 1997, VP Gore and his reinvention staff talk of the many lessons learned about how to make government work better and cost less. The Papers specifically praise one of our most recent “common sense” procurement policies, the awarding of the “Desktop” contracts which provide guaranteed next day delivery of office supplies at a savings of up to 25% below retail. Contracts have been awarded to Staples, Office Depot, Boise Cascade, BT Ginns and Corporate Express to insure that you have the widest possible choice of quality products at competitive prices.

So contact your nearest Customer Service Director if you want to get on the Vice President’s bandwagon, while taking advantage of the latest in rapid service delivery, quality products, and very reasonable prices.

Office of Business Management and Marketing Honors Top Marketing Managers



The Office of Business Management and Marketing (FM), Federal Supply Service, recently honored Central Office and Regional winners of the Customer Service Director/Marketing Manager of the Year Award, as well as the 1996 Marketeer of the Year. This year's awards were presented at a special ceremony held during the National Marketing Conference in Tucson, Arizona. The awards recognize and reward customer service and marketing employees who have demonstrated outstanding performance and dedication to the customer. The National Award recognizes an employee who demonstrated an exceptional level of creativity and responsiveness in providing customer service and customer satisfaction.

This year's Regional and Central Office winners of the CSD/Marketing Manager of the Year Award were presented to (from left to right): **Teri Corbett, Great Lakes Region; Todd Posey, Northwest/Arctic Region; Kathy Carson, Central Office Marketing; Bill Eason, Pacific Rim Region; Bob Cobbett, New England Region; and Bill Sisk, Southeast Sunbelt Region.** (Awardees not present were: Annette Super, Mid-Atlantic Region; Mary Snodderly, The Heartland Region, and Mike Harris, Central Office Acquisition.) **The 1996 National Marketeer of the Year (pictured front and center) is Genni Brown of the Greater Southwest Region.**



FSS Award Goes To National Guard Bureau

Pictured from left to right is Nick Summers, Director, Marketing Services Division, Federal Supply Service; George Harris, Jr., Acting Principle Assistant for Contracting; and Thomas Casper, Procurement Analyst, National Guard Bureau.

Mr. Harris was presented an Appreciation Award on behalf of FSS for affording us the opportunity to present our products and services at their Contracting Officers Training Workshop conducted earlier this year in Arlington, VA. Through this effort, FSS was able to talk to over 200 customers that we generally would have to travel to reach thus saving precious dollars.



GENERAL PRODUCTS

We Have The Answer To Your Problem Surfacing Areas

GSA Offers: PAV-TEK Surfacing Material, Made From Recycled (Scrap) Tires The Totally Innovative Miracle Surfacing For The 21st Century.

PAV-TEK advantages at a glance: Instant decorating and problem solving. Covers any firm sub-surface, thus avoiding possible costly repairs to unsightly “troubled” prior surface with generally no need to tear-up what’s there before installing PAV-TEK. Amazingly functional and durable for a virtual lifetime of service with minimal maintenance. Easily and economically “patchable”. Stain resistant and easily cleanable. This material is offered in a variety of colors with minimum uniform fading. The surface acts as a moisture barrier in which properly installed PAV-TEK tends to arrest further deterioration of the sub-surface. Textured rubber makes PAV-TEK skid resistant. Its firm-but-forgiving composition adds an extra measure of liability protection in public and commercial applications. PAV-TEK is equally attractive in interior or exterior settings. Scores of ideal applications are possible including commercial, institutional, governmental, industrial, manufacturing, product components, office buildings, hospitals, traffic control systems, speed-bumps, day care centers, exercise and standing areas, and more.



<u>Model No.</u>	<u>Special Item No.</u>	<u>U/I</u>	<u>Price</u>
Contempora	F5290	SF	\$2.99
Safari	F5290	SF	\$2.99

(Product manufactured in 3 foot square tiles)

GSA Contact: Lyn Depriest (817) 978-2998, (817) 978-4366, E-mail: lyn.depriest@gsa.gov

Orders may be placed directly with the manufacturer.

PAV-TEK USA, INC.
 5200 N. Federal Hwy, Ste 2-61
 Fort Lauderdale, FL 33308
 (954) 771-9700
 Fax (954) 772-8740

“KIM” Moving To Multiple Award Schedule FSC 73, Part III, Food Service Equipment

Kitchen In Minutes (KIM) currently available through CAMP will soon be moved to the FSC 73, Part III, Food Service Equipment, Multiple Award Schedule. KIM consists of compact kitchen units containing cabinetry and optional built-in appliances such as sink, stove, oven, vent, microwave, etc. The solicitation containing the new Special Item Number is scheduled to issue on approximately June 15, 1997, and contracts will be effective on date of award. Placement under the Multiple Award Schedule will provide customer agencies direct access to the vendors for the required technical guidance and ordering assistance needed when ordering these units.

Contact: Donna Curphey (817) 978-8662, Fax (817) 978-8672, E-mail: donna.curphey@gsa.gov

**In a FOG
looking for
the best
GOGGLES?**



**The JT100 FOG-FREE GOGGLE
is the CLEAR SOLUTION!**

- Superior worker protection
- Accommodates many kinds of safety glasses
- Ergonomic goggle design of soft, pliable PVC
- Continuous 1/2 inch sealing surface for comfort
- Unique scratch healing properties
- Large viewing area
- Easy to maintain, can be cleaned with standard wipes
- Also available with a Foam Face Seal
- Meets ANSI Z87.1-1989

JAGER
TECHNOLOGY INC.
"Right on Target with Safety Solutions"

Rt. 1, Box 327-T • Chafestown, WV 25414
(304) 728-0100 • FAX 304-725-0075
1-(800) 483-6777

Try A Pair of Fog Free Chemical Resistant Goggles

Jager Technologies JT100 Fog Free Chemical Resistant goggle offers the wearer one of the most comfortable goggles on the market today with its full "sealing surface." The goggle is oversized and can accommodate safety of Rx gasses. The goggle's fog-free capabilities are excellent and to date have performed in all types of industries that need fog-free products. The other unique feature of the product is that the coating is inert and provides excellent chemical resistance. The lens has been tested against MEK, Toluene, DEET, JP4, and Sulfuric Acid and all had no effect on it. The product meets ANSI Z87.1-1989 and provides superior protection. The product is made of soft PVC with a Neoprene head strap. The lens is .050" Polycarbonate.

Contact: Mary Ann Swearingen (817) 978-8377, Fax (817) 978-8634, E-mail: maryann.swearingen@gsa.gov

<u>MODEL NO.</u>	<u>NSN</u>	<u>PRICE</u>
JT100 - Fog-free Safety Goggles	4240-01-433-8719	\$3.90
JT200 - Replacement Lens*	4240-01-433-8730	\$16.11

*The replacement lenses are sold in packages of 10 each.

About the New Item Program (NIP)

<http://www.gsa.gov/7fss/regions>

The New Item Program is GSA's way of bringing the Government procurement community in touch with new and emerging commercial items. The growth of this program is remarkable. Many new commercial items are now available through MILSTRIP/FEDSTRIP requisitioning procedures. This not only saves you time but money, since GSA has done the work for you. Just look for new additions to this program in the General Products section of your MARKETIPS issue. Come learn about what is new at GSA by visiting the NIP section of the GSA General Product Center's new home page at <http://www.gsa.gov/regions/7fss>. Enjoy visual illustrations of many of the New Items featured. Also, interact with the contract specialist's that provide you with these NIP items.

The General Products Center is equipped with an energetic staff of contract specialists to provide assistance with your New Item Program questions. Remember "We're just a phone call away" so please contact one of the following contract specialists now handling the program in the Greater Southwest Region:

Mary Ann Swearingen
GSA/FSS
General Products Center (7FXG-U5)
819 Taylor Street
Fort Worth, TX 76102
(817) 978-8377
Fax: (817) 978-8634
E-Mail: maryann.swearingen@gsa.gov

Lyn DePriest
GSA/FSS
General Products Center (7FXG-V6)
819 Taylor Street
Fort Worth, TX 75102
(817) 978-2998
Fax: (817) 978-4366
E-Mail: lyn.depriest@gsa.gov

Order NIP items directly through GSA. Orders can be placed through automated FEDSTRIP, MILSTRIP, or MUFFIN. For more information, contact Requisition Management at (817) 978-2051. For technical assistance, contact the contract specialist.

Vehicle and Remediation Trays From York Petroleum Industries

Vehicle Trays are Catch-alls designed to catch and retain vehicular contaminants. They protect garage floors from:

Snow Oil
Ice Brake Fluid
Salt Radiator Leaks
Transmission Leaks
Dripping Vehicle Contaminant
Weather-Related Pollutants Chemicals

Stop the tracking of vehicle debris into offices and workplaces.

Clean your tray through the hose connection or with oil dry and broom.

Protect environmentally sensitive areas and polluted sites from accidentally becoming recontaminated. Great for holding soiled cleanup and waste materials at clean-up sites.

Two-inch foam filled perimeters prevent pollutants escaping back into the soil. Vehicle and remediation trays come in two weights:

1. Light Gauge: Durable easy to clean, textured 12 mil PVC.
2. Heavy Gauge: Ultra heavy, 30 mil chemical resistant PVC.

Additional uses include:

Decontamination basin for personnel and equipment
Vehicle wash basin - indoors
Remediation of contaminated soil

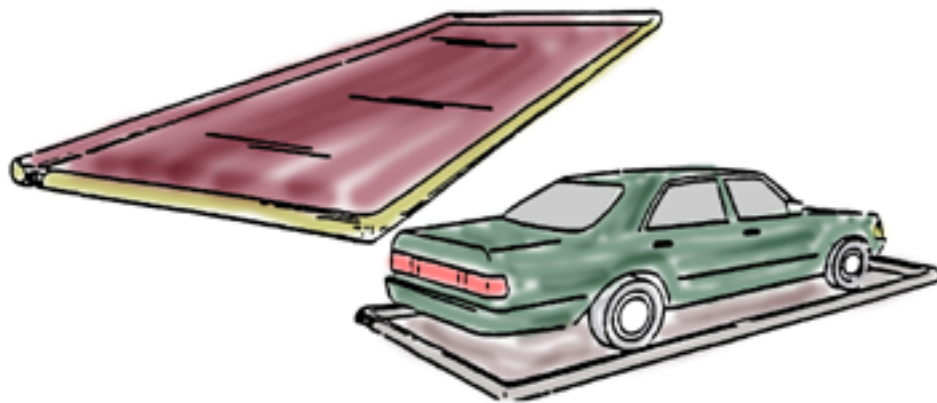
Arrives folded and packed in carton, minor assembly equipped.

Order a supply today . Stock and store for emergencies.

Remediation Trays

Light Gauge - 12 Mil, Standard

Model No: AT-101A
Description: 6-1/2 ft x 16 ft x 2 in
Catalog Prices: 1-4: \$68.49
5+ \$67.80
NSN: 4940-01-433-8718



Light Gauge - 12 Mil, Long

Model No: AT-101B
Description: 7 1/2 ft x 18 ft x 2 in
Catalog Prices: 1-4 \$76.18
5+ \$75.42
NSN: 4940-01-433-8723

Heavy Gauge - 30 Mil, Standard

Model No: ERT-101A
Description: 7 1/2 ft x 18 ft x 2 in
Catalog Prices: 1-4 \$299.34
5+ \$296.34
NSN: 4940-01-433-8727

Heavy Gauge - 30 Mil, Long

Model No: ERT-101B
Description: 10 ft x 24 ft x 2 in
Catalog Prices: 1-4 \$364.74
5+ \$361.10
NSN: 4940-01-433-8733

Heavy Gauge - 30 Mil, Fire Truck

Model No: ERT-101C
Description: 10 ft x 32 ft x 2 in
Catalog Prices: 1-4 \$430.15
5+ \$425.85
NSN: 4940-01-434-2115

Small Storage Tray

Model No: ERT-102A
Description: 6 ft. x 6 ft x 2 in
Catalog Prices: 1-4 \$152.36
5+ \$150.84
NSN: 4940-01-438-7221

Large Storage Tray

Model No: ERT-102B
Description: 8 ft x 8 ft x 2 in
Catalog Prices: 1-4 \$181.60
5+ \$179.79
NSN: 4940-01-438-7222

Remediation Tray

Model No: ERT-103A
Description: 10 ft x 10 ft x 2 in
Catalog Prices: 1-4 \$206.23
5+ \$204.16
NSN: 4940-01-438-7223

Model No: ERT-103B
Description: 10 ft x 20 ft x 2 in
Catalog Prices: 1-4 \$330.12
5+ \$326.81
NSN: 4940-01-439-0314

Enviro/Decontamination

Model No: ERT-104A
Description: 10 ft x 50 ft x 2 in
Catalog Prices: 1-4 \$676.39
5+ \$669.63
NSN: 4940-01-441-8036

Model No: ERT-104B
Description: 12 ft x 32 ft x 2 in
Catalog Prices: 1-4 \$658.69
5+ \$652.11
NSN: 4940-01-441-8031

Model No: ERT-104C
Description: 24 ft x 40 ft x 2 in
Catalog Prices: 1-4 \$1071.91
5+ \$1061.19
NSN: 4940-01-441-8034

Model No: ERT-104D
Description: 15 ft x 40 ft x 2 in
Catalog Prices: 1-4 \$940.33
5+ \$964.78
NSN: 4940-01-441-8033

Contact: Mary Ann Swearingen (817) 978-8377, Fax (817) 978-8634, E-mail: maryann.swearingen@gsa.gov

Special Sale From The General Products Center

ATTENTION MUFFIN USERS

Sale items with a Y suffix NSN (e.g., 7530-00-123-4567Y) WILL NOT be found in the MUFFIN database.

Sale items without the Y suffix NSN (e.g., 7530-00-123-4567) WILL be found in the MUFFIN database, but will not reflect the sale price.

In both cases, you can place your orders through MUFFIN. You will automatically be billed at the reduced price.

GSA is offering the following items at a 50 percent reduced selling price, effective until stock is depleted or for 90 days from the issuance of this publication. Please remember to use Advice Code "2J" when ordering these items. Items will no longer be available as GSA stock items.

CANISTER, FOOD STORAGE - Round, aluminum canister with lid. Conforms to NSF standards. A-A-860 Type 1 Size 1. Reads: "Tea". Has 1-1/2 lb. capacity. 6 x 5-3/4".

NSN: 7330-00-266-7449
U/I: EA
QTY: 162
PRICE: \$8.71

SPOON, MEASURING - Stainless steel spoon has a 1/2-teaspoon capacity. 6" long.

NSN: 7330-00-875-6912
U/I: EA
QTY: 760
PRICE: \$0.99

CANISTER, FOOD STORAGE - Round, polyethylene canister has a lid that forms an airtight seal. Meets FDA requirements and NSF standards. A-A-860 Type II. Has a 6 qt. capacity. Size 3.

NSN: 7330-01-274-2676
U/I: DZ
QTY: 44
PRICE: \$27.65

PAN, CAKE - Seamless aluminum cake pan has a 1-1/2 lb. capacity. Wear-Ever aluminum. 16" long, 4-1/2" wide, 4-1/8" deep.

NSN: 7330-00-482-8062
U/I: EA
QTY: 98
PRICE: \$8.68

Contact: Vanda Price, (817) 978-8675, FAX (817) 978-8600, E-Mail: vanda.price@gsa.gov

WATER PITCHER - All-purpose, seamless stainless steel water pitcher has a cylindrical shape, a stainless steel pouring lip and a curved handle. Toppo-proof pitcher is for use in conference rooms, office or as a night stand water container for patients. Conforms to NSF standards. A-A-424. This Size 2, Style A, pitcher has 2-qt capacity and does not have a cover.

NSN: 7350-00-787-9945
U/I: EA
QTY: 65
PRICE: \$15.21

DESIGNATION PLATE - Stainless steel plates display Naval symbols. Square plates have mounting hole and a natural background.

Plate has a red "Z" within a black "D". The plate measures 3" wide, 3" long and 1/32" thick. In accordance with US Navy Drawing No. S2803-1208260.

NSN: 9905-00-550-4116
U/I: EA
QTY: 1721
PRICE: \$0.66

Contact: Jeffrey A. Fossmeier (817) 978-8674, FAX (817) 978-8600, E-mail: jeff.fossmeier@gsa.gov

**You're Invited To Visit
The General Products
Commodity Center
Homepage at:
<http://www.gsa.gov/7fss/regions>**

NAIL, BOX - Steel-wire nail has a flat head, a diamond point and a smooth, round shank. FF-N-105. Type II. Nail has a bright finish and a broad head. Style 4A. 1-1/2" long, Size 4d. BX contains 50 lb.

NSN: 5315-00-011-2628
U/I: BX
QTY: 100
PRICE: \$13.94

NAIL, COOLER - Steel-wire nail has a flat head, a diamond point and a smooth, round shank. FF-N-105. Type II Style 7. 2 3/8" long, Size 8d. BX contains 50 lb.

NSN: 5315-00-161-8842
U/I: BX
QTY: 55
PRICE: \$12.93

NAIL, WALLBOARD GYPSUM - Steel-wire nail has a spirally scored shank and a flat, slightly countersunk head. With a long diamond point, a 0.099"-diameter shank and a 1/4"-diameter head. FF-N-105. Type II Style 19. 1-3/8" long. BX contains 50 lb.

NSN: 5315-00-269-3971
U/I: BX
QTY: 38
PRICE: \$23.69

FASTENER, CORRUGATED - Wood Joint for fastening wood joints, steel fastener has a sawtooth edge and five corrugations and is 0.019" thick. A-A-1957 1 x 1/2"

NSN: 5315-00-597-9766
U/I: HD
QTY: 2151
PRICE: \$0.46

1 x 5/8"

NSN: 5315-00-597-9767
U/I: HD
QTY: 1313
PRICE: \$0.55

1 x 3/8"

NSN: 5315-00-597-9777
U/I: HD
QTY: 1199
PRICE: \$0.55

STAPLE - Steel-wire fence staples are for fastening wire and other materials to wood. Made of round stock. Each measures 9 gauge, with a 1/4"-wide crown. FF-N-105 Type III Style 1. Coated with zinc. 1-1/2" long. BX contains 50 lb.

NSN: 5315-00-664-1446
U/I: BX
QTY: 50
PRICE: \$24.18

Contact: Shirley Stroud (817) 978-2056, FAX (817) 978-8600, E-Mail: shirley.stroud@gsa.gov

BRASS WOOD SCREW - Brass screw has clean cut, single threads and a sharp, gimlet point. Flat, countersunk head is deeply slotted to facilitate easy starting and driving. Size 14 screw has a body diameter of 15/64" (0.242").

NSN: 5305-00-290-3339
U/I: HD
QTY: 1693
PRICE: \$2.80

Contact: Maria White (817) 978-3492, FAX: (817) 978-8600, E-mail: maria.white@gsa.gov

LAUNDRY BAG - This 25" 100%-synthetic, multifilament-yarn hamper bag will fit various styles of commercial hamper stands. Primarily designed for hospital, surgical and emergency room use. Retains fluid repellency for a minimum of 100 launderings. Meets OSHA requirement and 29 CFR 1910.1030. It measures 39" x 39" and is yellow.

NSN: 7240-01-377-2122
U/I: EA
QTY: 17
PRICE: \$82.64

Contact: Cheryl Applewhite (817) 978-2508, FAX (817) 978-8600, E-mail: cheryl.applewhite@gsa.gov

Multiple Award Schedule, FSC Group 54, Part III Fuel Management Systems

Above Ground Storage Tanks/Systems; Fuel Dispensing Units; Fuel Management Systems and related Parts and Accessories are now available under Multiple Award Schedule FSC Group 54, Part III. Previously, these items had been covered under GSA 's New Item Program with GSA placing all orders for customers.

Now customers have two choices: they can now place their order directly with the contractor or they can submit a requisition to GSA to handle the order for them. The tank schedule includes single or double compartment tanks, protected, fire resistant, non-vaulted, and waste oil above ground storage tanks and/or systems. In addition, fuel dispensing units and fuel management systems/units are available. A reminder to agencies: please be sure to include necessary accessories to the tank on your order to the contractor or on the requisition to GSA.

To receive a copy of this schedule please contact the following address: General Services Administration, Centralized Mailing List Service (7CPNL), 4900 Hemphill St., P.O. Box 6477, Ft. Worth, TX 76115. Phone: (817) 334-5215, FAX: (817) 334-5227, or E-Mail: gsa.cmls@gsa.gov. The mailing list code for this publication is 00SC 5410.

For further information on the schedule, please contact **Ellen Upchurch**, Contracting Officer, at **(817) 978-8492; FAX (817) 978-8634** or e-mail: ellie.upchurch@gsa.gov. To submit a requisition to GSA, please contact **Nancy Taylor** at **(817) 978-4541, FAX (817) 978-4366** or E-mail: nancy.taylor@gsa.gov.

NIP Item:

BreatheEasy With Dust Gone™ Vacuum Sanding Systems

Dust Gone™ Systems reduce sanding dust in your work environment by up to 99%. So everyone can breathe easier - whether they're doing vehicle repair and refinishing, aircraft or marine vessel maintenance, construction, or preparing just about any surface for painting or coating.

Dust Gone™ units help pay for themselves. Sandpaper lasts three times longer. And units use standard sandpaper and sanding attachments. Includes attachments for industry-standard orbital sanders. No special materials or tools to buy or stock.

An Air Force Management and Equipment Evaluation Program (MEEP) evaluation concluded that Dust Gone Systems were "cheaper and more efficient than the present equipment."

--Tested and recommended by USAF.
--Removes up to 99% of sanding dust particles.

--Helps meet OSHA and environmental regulations.

--Cuts sandpaper costs by 66%.
--Uses standard sandpaper and sanding attachments.

--Greatly reduces sanding time and clean-up.

--User-friendly design. No additional training necessary.

Proven in use by USAF, USCG, Pepico, Quality Auto Refinishers.

Available in one- and two-user models, for wall mounting or portable use.

Prices include attachments for industry standard orbital sanding heads.



Compact cart units go where the work is

Model: VYCI
Type: Yard Roll-Around Vacuum Cart
Price: \$1,227.35
NSN: 4940-01-413-5614

Model: VC1
Type: Single Roll-Around Vacuum Cart
Price: \$1,381.25
NSN: 4940-01-413-5615

Model: VC2
Type: Dual Roll-Around Vacuum Cart
Price: \$2,227.70
NSN: 4940-01-413-5616

Model: VA1
Type: Single Swing Arm Vacuum Arm
Price: \$1,535.15
NSN: 4940-01-433-8722

Model: VA2
Type: Dual Swing Arm Vacuum Arm
Price: \$2,689.40
NSN: 4940-01-408-3626

Accessories

Model: SHS
Type: Dustless Short Hand Block Sander
Price: \$53.10
NSN: 4940-01-433-8725

Model: MHS
Type: Dustless Medium Hand Block Sander
Price: \$68.49
NSN: 4940-01-433-8717

Model: LHS
Type: Dustless Long Hand Block Sander
Price: \$76.18
NSN: 4940-01-433-8724

Model: HF
Type: Dustless Hand File (Cheese Grater)
Price: \$68.49
NSN: 4940-01-433-8736

Model: VAD
Type: Detail Vacuum Attachments
Price: \$22.32
NSN: 4940-01-433-8736

**ALSO AVAILABLE: a
wall-mounted unit that
installs in 1 hour!**

Contact:
Mary Ann Swearingen, (817) 978-8377
Fax: (817) 978-8634
e-mail: maryann.swearingen @gsa.gov

A NIP New Item: Try The “Maxi-Wheeler” Deluxe Utility Case

Looking for an easier way to business travel. If you can't change the way your transportation carrier carry's you, change what you carry. The maxi-wheeler deluxe utility case can provide convenient mobility for any travel. Built-in telescoping handle and 3" heavy-duty wheels offers “back saving” convenience for carrying heavy loads.

The maxi-wheeler deluxe utility case is made of 600 Denier Ballistic Polyduck. It has an inside capacity of 17" X 8" X 12" with two interior dividers plus an outside zippered pocket. Its sturdy construction with combination locks, a steel core handle and a steel frame makes it an ideal utility case. The Maxi-Wheeler Deluxe System Model 31-57 is now available through GSA under NSN 8460-01-430-4208 for the low price of \$69.46.

Check out this new item and more by visiting the GSA General Product Center's new home page at <http://www.gsa.gov/regions/7fss>.

Contact: Lyn Depriest (817) 978-2998, Fax (817) 978-4366,
E-mail: lyn.depriest@gsa.gov



GSA ADVANTAGE!™

Product Choice Growing Rapidly In GSA Advantage!™

The selection of commercial products through GSA Advantage!™, our on-line ordering system continues to increase!

Over 300,000 products are available for immediate purchase through the system today!

To stay on top of the latest offerings, visit the Advantage!™ home page, fss.gsa.gov and click on the “What’s Available” button... or let your mouse finger do the shopping through each store in this exciting electronic mall.



You're Invited to The First Annual...

**1997 Defense Logistics Agency-Wide Vendor Conference
(A Strategic Partnership)**

September 3-5, 1997

Hyatt Regency Hotel, Columbus, OH

The conference will:

- Recognize quality performance in the DLA vendor base;
- Provide information sessions for our contractor/vendors to learn of innovations in the DLA contracting arena;
- Educate DLA vendors on breakthrough acquisition strategies DLA now employs;
- Provide a networking opportunity for our vendors and customers; and
- Showcase electronic commerce within DLA.

Wednesday, September 3, Tutorials. Luncheon speaker, Capt. Jenkins, USN, Executive Director, Business Practice Reengineering, HQ DLA, will address the "State of DLA."

Thursday, September 4, General session. Workshops will highlight the "latest and greatest" going on in each Center. There will be 4 tracks and 7 sessions. The First Annual Business Alliance Awards Dinner will be held in the evening.

Friday, September 5, General session. There will be 1 track of 7 workshops. Conference will end at noon.

Plan on attending to learn how we can forge even stronger strategic alliances that will benefit DLA, vendors and our customers.

You can request an information package on the conference by calling (614) 692-7072.

Your Dollars Stretch Further With New DLA Contracts

The Defense Supply Center, Columbus, is the Defense Logistics Agency's "lead center" for a set of new and innovative contracting initiatives aimed at improving the service that DLA provides to you, the customer. These initiatives are truly exciting. Corporate Contracts and Basic Ordering Agreements have the potential to deliver a higher level in customer details and benefits of these new initiatives are:

Contractors currently involved:

John Deere Westside Tractor, Komatsu America International Company, NAPA and Freightliner. Their entire parts catalogs are included in our contracts/agreements.

Improved pricing and product choice:

As a result of DLA's nationwide buying power and resultant leverage in industry, you can experience significant discounts on the heavy equipment product lines of John Deere and Komatsu by using either the I.M.P.A.C. credit card or by Contractor and Government Entity (CAGE) Code and Part Number requisitions through MILSTRIP or FEDSTRIP. Many National Stock Number (NSN) MILSTRIP requisitions to DLA will also be filled through these contracts, thereby reducing overall costs. On the John Deere and Komatsu contracts, discounts range from 5 percent (at specific Komatsu local dealers) to 23 percent off retail list price when you use the I.M.P.A.C. credit card. In the case of the

NAPA and Freightliner Basic Ordering Agreements, you can experience cost savings from 20 to 50 percent over the suggested retail prices you may currently be paying, simply by using your I.M.P.A.C. card at one of the specified local dealers to make your purchase. This can result in significant savings to you.

Accelerated delivery:

John Deere and Komatsu will provide a five-day-or-less direct delivery to your address. NAPA and Freightliner may provide items immediately or within 24 hours to five days for stocked items.

Improved service:

You will receive all benefits offered by the local dealer network to include on-line inventory searches and parts cross-referencing of nationwide corporate distribution networks, expert technical advice by trained professionals, commercial warranty support, use of dealer-provided training materials such as video tapes and manuals, local or direct mail support for technical manuals, environmentally sound return policies and more.

Simplified procedures:

Purchasing is simplified as the contracts are already in place, thus eliminating the need for the bid process unless local policies dictate.

Tailored, local inventories:

In the case of NAPA, the inventories of local dealers will be adjusted three times per year in order to tailor the inventory to your product demand.

Nationally recognized support:

These contracts have been negotiated with nationally recognized, world-class corporations: NAPA, Freightliner Corporation, Komatsu America International Company and a reputable John Deere Corporation dealer. This means you will receive world-class support.

For further information on this new and exciting program, contact our Marketing Office at DSN 850-7954, or commercial (614) 692-7594.

Save Your Skin... and Still Get The Job Done

Do you work around harmful substances but find gloves too bulky and awkward? Gloves can impair your ability to work in small spaces, prevent your feeling changes in surface finish or temperature, or worse still, expose the skin on your hands to hazardous substances after the gloves have become saturated with contaminants.

The Air Force Management & Equipment Evaluation Program (MEEP) for Transportation and Civil Engineering conducted a study of skin protective compounds manufactured by Benchmark Commercial. The products are Derma Shield, Derma Plus and Derma Med and are available through the supply system from Defense Supply Center, Richmond.

The national stock numbers are listed under Skin Protection/Barrier Products in the DLA Environmental Products Catalog. The NSNs, descriptions and units of issue are shown below.

The MEEP study included a potential user evaluation by Air Force vehicle maintenance technicians who come into contact with most of the substances that the manufacturer claimed its Derma products would protect against. These substances include solvents, salts, most acids, hydrocarbons, alcohol's, esters &

nitrites, most herbicides, moisture, insecticides & fungicides and petroleum products.

The technicians rated Benchmark's products very highly and in most cases they experienced the 4-hour protection the manufacturer promised. The one product where this was not the case was jet fuel, where protection lasted only 30 minutes. The technicians still rated the products highly in this area due to their experience that jet fuel is particularly hard on skin.

Additional benefits expressed by the technicians were the healing properties of the product and the ease with which grease, oils and fuels were removed from protected skin. The study did not compare Benchmark's Derma products to other products but to the wearing of gloves.

Product: Derma Shield
Application: Basic skin protection
NSN: 6850-00-951-7157
U/I: BX (6- 17 oz aerosol cans)

Product: Derma Shield
Application: Basic skin protection
NSN: 6850-01-353-0140
U/I: BX (12- 12 oz aerosol cans)

Product: Derma Plus
Application: Includes antimicrobial agent
NSN: 6850-01-371-8039
U/I: BX (12- 12 oz. aerosol cans)

Product: Derma Plus
Application: Includes anti-microbial agent
NSN: 6850-01-371-8040
U/I: BX (6- 17 oz. aerosol cans)

Product: Derma Med
Application: Hypo-allergenic formula
NSN: 6850-01-371-8042
U/I: BX (12- 6 oz. aerosol cans)

Product: Dispenser
NSN: 6850-01-372-8684
U/I: EA

If you have questions about these and other products listed in the DLA Environmental Products Catalog, contact the relevant technical or supply point of contact shown under each Inventory Control Point (ICP) in the catalog.

To order copies of the catalog, call (800) 352-2852, DSN 695-5699, or E-mail: sperez@dscr.dla.mil. To view the EP catalog on DSCR's web site, point your browser to <http://www.dscr.dla.mil>



TRAVEL & TRANSPORTATION

Office of Transportation Audits Presents a 2-Day Workshop August 5 and 6, 1997 Denver, Colorado

The Office of Transportation Audits invites you to attend a comprehensive, 2-day workshop for Government employees who arrange travel, ship freight and household goods, issue Government Bills of Lading or Government Transportation Requests, and process or pay transportation bills. Get the latest info on:

Prepayment Audit of Transportation Bills

Submission of Paid Transportation Bills for Postpayment Audit

Airline City-Pair Contracts

Procedures for Handling Unused Airline Tickets

Travel Management Centers Hotel/Motel Program

Government Car Rental Program

Small Package Contract Services

American Express Charge Cards and ATM Services

Shipping Household Goods

Freight Rates and Routing

GBL and GTR Processing

For more information
call Barbara Lyons on
202-208-1528

Update on World Wide (International) Express Small Package Delivery Service

GSA is once again partnering with the Department of Defense (DoD) to leverage the Federal Government's volume and service requirements to procure specific transportation delivery services. The Air Mobility Command (AMC) at Scott Air Force Base, Illinois, will take the lead in procuring and managing the US Government contract for World Wide (International) Express Small Package Delivery Service.

The solicitation is intended to reflect the Government's requirements and customary commercial practice among potential bidders. Representatives from GSA and the Departments of State and Justice have met on several occasions with AMC in an effort to merge the DoD and civilian agency requirements. The civilian agencies which have submitted service requirements to GSA can be assured that every effort is being made to include them in the procurement.

Draft copies of the Request for Proposal

(RFP) were available in April and May for review and comment by DoD customers, civilian agencies and organizations, and vendors. To view parts of the draft RFP, visit our website at <http://www.fss.gsa.gov> and click on "Transportation Procurements." The final RFP is scheduled to be issued in the fall. AMC hopes to make award by the end of the year. DoD customers will be mandatory users of the contract. Civilian agencies may choose to sign up as a mandatory user before July 31, 1997.

Federal Government agencies and organizations that do not commit to be a mandatory user prior to July 31, 1997, may be precluded from participating in this contract. There is no cost to users of this contract (e.g., industrial funding fee). By signing up now, you are guaranteed the ability to take advantage of the special contract rates and services.

Contact: Blaine Jacobs, (703) 305-7317; FAX: (703)-305-6026, Internet: blaine.jacobs@gsa.gov.

Update on Domestic Fast Freight Delivery Service

GSA has gathered customary commercial practice information from Fortune 500 companies to determine how private industry procures Next and Second Business Day Domestic Freight Services. We are in the process of gathering customary commercial practices from potential bidders for this transportation procurement. Surveys have been sent to the American Trucking Association, the Air Freight Association, and other interested vendors. After the requested data has been reviewed, analyzed and coordinated, we will request volumes and service requirement information from Federal activities to incorporate in the Statement of Work. We intend to contact agencies which have worked with us on the domestic small package contract (currently FedEx) and the international express small package procurement. If you are involved in Fast Freight shipments and wish to participate in this procurement, please let us hear from you.

Contact: Eric Gregerson, (703) 308-0930; FAX: (703) 305-6026, Internet: eric.gregerson@gsa.gov



REGIONAL NEWS

GSA Employees Sponsor Oklahoma City Memorial

The employees of the United States General Services Administration (GSA), Southeast Sunbelt Region, have sponsored an Oklahoma City Memorial which was placed in the new Atlanta Federal Center in honor of the 168 men, women and children who lost their lives in the bombing of the Alfred P. Murrah Federal Building in Oklahoma City at 9:02 a.m. on April 19, 1995. As the two year anniversary of the tragic event occurred, GSA employees solemnly placed fresh flowers at the base of the Memorial in remembrance of lost members of both the Federal family and private citizens. Plans are underway to provide a photograph of the memorial to the families of the deceased and the survivors of the bombing.

This beautiful memorial has the names of those who lost their lives etched in a glass panel that is embedded in a granite base. It is 5 feet wide and 6 1/2 feet high and has a total weight of 4100 pounds. It was envisioned by Mr. Ralph M. Wagoner, GSA, Assistant Regional Administrator (ARA) of the Federal Supply Service (FSS) in Atlanta, commissioned by Ms. Carole Dortch, Regional Administrator (RA), and supported by Mr. Jimmy Bridgeman, ARA, Public Buildings Service (PBS) and Ms. Janice Mendenhall, ARA, Federal Telecommunications Service (FTS). The Memorial was designed by Mrs. Pam Hale of GSA.

Thank You For Helping Us Celebrate "Made in GSA Day"

Mr. Frank P. Pugliese, Jr., Commissioner, FSS, designated March 20, 1997, as "Made in GSA Day".

FSS took advantage of this wonderful opportunity to provide fellow GSA employees with information on FSS supplies and services and was very pleased with the agencywide participation in the activities.

These activities included an FSS Open House, informational briefings in Atlanta, GA, Fort Lauderdale, FL, and Birmingham, AL, field visits by Marketing Specialist, dissemination of informational literature, the establishment of a new internal help-line specifically for PBS, FTS and Staff offices, a tour of the Southeast Distribution Center in Palmetto and the grand opening of the GSA Express Store.

FSS employees wish to extend their appreciation to their GSA co-workers for supporting the Made in GSA Day activities!

First GSA Express Store Opens in Atlanta, GA

FSS proudly opened the first GSA Express Store in the Summit Building in Atlanta, GA, on March 20, 1997, in conjunction with "Made in GSA" Day.

This is the first store of its kind to open and Summit Building employees expressed both enthusiasm and appreciation for the convenience and ease of service that the store provides.

The store is located on the 26th floor of the Summit Building and will provide building occupants with the ease of service of ordering supplies which will be received at their desks the next morning and viewed newly featured product.

Ms. Carole Dortch, Regional Administrator (RA), Mr. Jimmy Bridgeman, Assistant Regional Administrator (ARA), PBS and Wesley Johnson, representing for Ms. Janice Mendenhall, ARA, FTS, participated in the formal Ribbon Cutting Ceremony.

Walk-in Store to Open in San Francisco, CA

If you work in San Francisco or visit this summer you will see the latest in GSA's initiatives to improve service to customers.

The Pacific Rim's new GSA Access store at 450 Golden Gate Avenue will provide customers an opportunity to walk in to view GSA displays, see vendor exhibits, and access various services using the I.M.P.A.C. card. The GSA Access store will showcase all of the services offered by FSS, PBS, and FTS.

Over 10,000 Federal employees and another 15,000 State and local Government employees work within a five-mile radius of 450 Golden Gate. As a regional headquarters building, a great number of visitors arrive daily to attend meetings, training sessions, and conferences.

The store is slated for opening in August. Look to future editions of Marketips for more news.

GSA's Worldwide Service Includes Hawaii and Japan Offices

GSA's Customer Service Directors in Hawaii and Japan stress the importance of understanding clients' businesses and tailoring GSA services to meet client needs. Three Customer Service Directors operate out of the offices in Hawaii and Japan including Pacific Rim Area Manager Mr. Tony Nonan and Customer Service Directors Mr. Byron Strain, and Mr. Ken Swensen.

Mr. Nonan's strength is transforming information into action. His familiarity with both traditional supply support and GSA's newer innovative services allows him to identify and implement the appropriate solutions.

Tony has been creating customer-driven solutions as a part of the Federal work force for years. He began his Federal career in 1962 with the US Postal Service. Shortly thereafter he joined GSA. He has worked for GSA in Seattle, WA, Washington DC, and Fort Worth, Texas. He became especially familiar with supply operations while serving as Director of the General Products Commodity Center in Texas where he was responsible for a 200 person world-wide contracting and inventory management activity supporting both military and civilian agencies.

Tony has been a resident of Honolulu, HI, since 1990 and enjoys his most recent role with GSA. "I've been delighted by the change and progress I have seen in the Federal and military communities throughout my career. Supporting people who serve our country gives me a great sense of satisfaction."

Tony's commitment to providing well informed solutions for customers is shown in his many affiliations including memberships in the National Defense Transportation Association, the National Association of Government Purchasing, the National Contract Management Association and the Marine Corps League, Aloha Chapter.

Currently Tony holds an unlimited Contracting Officer Warrant for providing FEMA support for Presidentially declared disasters in the Pacific. Mr. Nonan is the recipient of the GSA Distinguished Service Award (1995), the GSA Meritorious Service Award (1993), the GSA Administrator's EEO Impact Award and a commendation from the former Secretary of Defense, Richard Cheney, for his contributions to the Defense Support of the 1989 World Alpine Ski Championships at Vail, Colorado.

Byron Strain, Customer Service Director in the Honolulu, HI, office focuses his attention on the special needs of Federal and military customers throughout Korea. Byron visits customers frequently to find out what unique challenges they face in Korea. He is available for customer visits or to conduct seminars. Byron also participates in the PACAF Chief of Supply Conferences and the 8th Army Logistics Conferences. When not in Korea, Byron spends much of his time assisting customers in Hawaii and parts of the Far East.

Byron too knows what it's like to serve his country. He began his career with GSA in 1967, working in the retail supply program. After serving as Store Manager, he was promoted to Branch Chief in Inventory Management. For 11 years, Byron served as

Branch Chief for Property Management. After more than 25 years in Washington, DC, Byron transferred to the National Furniture Center in Arlington, VA, where he served as the Director, Customer Service and Account Management Division for almost four years, prior to relocating to Hawaii.

Both Tony and Byron can be reached at their office in Hawaii.

Box 50107
Prince Kuhio Federal Building
300 Ala Moana Boulevard, Room 8113
Honolulu, Hawaii 96850
Phone: (808) 541-1776
DSN Phone: 438-4960
Fax: (808) 541-3406
DSN Fax: 438-4502
aloha.csd@gsa.gov

In addition to the Customer Service Directors, there are also two Customer Service Associates to serve you. Be sure to call Melinda Eyre and Maria Rodriguez for information on FSS programs and services.

Ken Swensen is the Customer Service Director for mainland Japan and Okinawa. He plans to provide responsive service to customers in those locations as his new office is located at 374th Supply Squadron, Bldg. 920 on Yokota Air Base, Japan. Serving both military and civilian agencies, he will provide technical guidance and assistance.

Ken served with the United States Air Force from 1968 through 1972. He began his Federal career in 1984 with the GSA, Federal Supply Service (FSS) in San Francisco, CA, as a Contracting Officer. In 1986, he transferred to PACAF Contracting Center at Yokota Air Base, where he held a position as Contracting Officer for Construction and Transportation. In 1989, he transferred for promotion to Pacific Stars and Stripes, where he was responsible for Logistics. In 1995, he transferred to The Asian Wall Street Journal, where he was responsible for Japan business operations. GSA is glad to welcome Ken back to GSA in his new position as Customer Service Director.

Contact him to schedule an appointment or call for information.
Address:

PSC 78, Box 7168
APO AP 96326

Ken is establishing his new office, so during May and June you can reach Ken at the following numbers as well.

DSN: 225-8738 or 8739
DSN FAX: 225-3775

Commercial Telephone: 011-81-425-522511 Ext. 58738 or 58739.

As these numbers change, they will be published in future editions of MarkeTips.

Annual Travel Conference Features Expanded GSA Value Lodging Program

Plan to attend GSA's Annual TRAVCON August 12-14, 1997, in Los Angeles, CA. Representatives from GSA and the travel industry will be in attendance to present information about GSA's travel services and get input from customers like you.



GSA travel program offers complete service to the Federal business traveler. Full service Travel Management Centers, incredibly low airline rates, travel charge card services and the newly expanded GSA Value Lodging Program will be discussed.

Federal business travelers deserve to be treated in a very special way. Find out how GSA is helping to make this happen at this year's conference. Call (415) 522-4671 for information and to receive a registration packet.

2 Free GSA Seminars In July...See You In Arizona

Customer Service Director, William Eason, will be the featured speaker at GSA Seminars to be held in Scottsdale and Tucson, Arizona. Mr. Eason will present information about a wide range of GSA's products and services.

The Scottsdale seminar will be held at the Marriott Mountain Shadows on July 22. The Marriott University Park Hotel will be the location for the seminar in Tucson on July 24.

If you are a supply manager, contracting officer, supply clerk, purchasing agent, travel and traffic manager, financial officer or just interested in finding out about the latest products and service offerings, plan to attend. For information and reservations call (213) 526-7500. Space is limited. Call today!

Fleet Management User Panel Set for 1997... Last In This Fiscal Year

Come join us for our last 1997 Fleet Management User Panel, another way we listen to what you the customer has to say and where your transportation source can update you on the latest Fleet Management issues.

User Panel

Jackson, MS September 17, 1997
John Wimberly (601) 965-4555

1997 National Products and Services Fair Was A Resounding Success

The 1997 FSS National Products and Services Fair was held April 15-17, 1997, at the Georgia International Convention Center in Atlanta, GA. This fair was a resounding success with close to three thousand attendees. Approximately 250 exhibit displays were set up by vendors. Both Federal customers and vendors highly praised GSA for the success of this show; this success identified FSS as a world class competitor in the supply and services industry.

**Need Assistance?
Got a Question?**

**Call the NCSC FSS
Customer
Service Line
1-800-488-3111
or
DSN 465-1416**

Let's Meet in Seattle



➤ *Logistic Managers* ➤ *Administrative Assistants* ➤ *Project Specialists* ➤ *Food Service Managers* ➤ *Contracting Officers* ➤ *Purchasing Agents* ➤ *Secretaries* ➤ *Fleet Managers* ➤ *Supply Technicians* ➤ *Equipment Specialists* ➤ *Procurement Clerks* ➤ *and those of you seeking information on GSA's products and services*

The U.S. General Services Administration invites you to attend the

1998 Products and Services Expo Hosted by the Northwest/Arctic Region July 8-9, 1998

➤ **NO COST TRAINING SESSIONS**

➤ **GSA SUPPLIER AND CUSTOMER SERVICE EXPERTS**

➤ **NEW PRODUCTS**

➤ **GOVERNMENT PROGRAM SPECIALISTS
and more!!!**

******* PLAN AHEAD FOR THIS FY98 EVENT *******

PRE-REGISTRATION FORM

To insure we keep your best interests in mind and focus on your needs, we would like to know what topics you are interested in. **YOUR PRE-REGISTRATION WILL ASSURE THAT YOU RECEIVE FUTURE INFORMATION ON THIS WORTHWHILE EVENT.**

- | | | |
|--|---|--|
| <input type="checkbox"/> American Express Government Credit Card | <input type="checkbox"/> Fleet Management Services | <input type="checkbox"/> I.M.P.A.C. Government Credit Card |
| <input type="checkbox"/> Personal Property Management and Sales | <input type="checkbox"/> Best Available Lodging Value Program | <input type="checkbox"/> GSA Advantage! On-line Ordering |
| <input type="checkbox"/> Customer Supply Centers | <input type="checkbox"/> Packaged Room Furniture Program | <input type="checkbox"/> Environmental Products and Services |
| <input type="checkbox"/> GSA Federal Supply Schedules | | <input type="checkbox"/> Traffic and Travel Management |
| | | <input type="checkbox"/> Other: |

NAME _____ TITLE _____

AGENCY/ORGANIZATION _____

ADDRESS _____ CITY _____

STATE _____ ZIP _____ PHONE () _____ FAX () _____

Please fax to (253) 931-7203 or mail to: GSA, 400 15th Street SW, (10FZM), Auburn, WA 98001-6599. Visit us on the World Wide Web at <http://www.northwest.gsa.gov/fss/expo.htm> or for more information call: Darlene Parks, (253) 931-7410.



PAINTS & CHEMICALS

Check Us Out on the Internet

We're on the Internet! Our homepage address is http://www.northwest.gsa.gov/fss/pnt_chem/default.htm. We have information available on many subjects regarding paints and accessories, sealants, adhesives, cleaning, toiletry, chemicals, and water purification products. We at the Paints and Chemicals Center are concerned about environmental issues and are sharing this information on our homepage including our High to Low VOC cross-reference list for our paints.

Also, available on our Homepage is the new June 1997 Commercial Cleaning Supplies CAMP Catalog. Browse now and see what's coming in the next few months. Since catalogs are expensive to print, you will now have updates as soon as possible through the internet including the latest in new brand name cleaning products, new pricing and any changes that occur.

Are there some products you would like to see us add to our catalog? Do you have comments on how our items perform? Do you have a question regarding paints and chemicals, but are unsure who to ask? We have the solution for you! We now have a generic E-mail address. Send your question via E-mail to our Center at paintschemctr.auburn@gsa.gov and we'll put the right person in touch with you! Let us hear what we can do for you!!

New NSN s for Thompson's Waterseal

To keep your wood decks or other unpainted wood or masonry from rotting or deteriorating they should be treated once or twice a year with a product such as Thompson's Waterseal.

Save money by purchasing boxes of four one gallon cans:		
<u>NSN</u>	<u>U/I</u>	<u>Price</u>
8030-01-444-1088	BX	\$50.59

Single gallons are still available under:		
<u>NSN</u>	<u>U/I</u>	<u>Price</u>
8030-00-555-2678	GL	\$12.28

For additional information on this or other wood preservatives available through GSA, contact: Patricia Finch, (253) 931-7073

See You in San Antonio, TX August 4-7

If you are going to the Annual Joint Service Pollution Prevention Conference and Exhibition in San Antonio on August 4-7, stop by the GSA Paints & Chemicals Center booth.

The conference focus on hazardous materials provides us a great opportunity to meet with you to discuss our products and the specific environmental issues you face daily. So watch for us. Stop by and say Hi!

Contact: Melissa Scarlett (253) 931-7487

Before Summer Slips by Spring into Cleaning!

Have you been putting off those cleanup projects waiting for the weather to clear up? Well now that the days are brighter and drier, what better opportunity to start! (Before summer is over!)

We have two new catalogs to assist you in getting those projects done!! Our 1997 Commercial Cleaning Products Catalog (CAMP-T001) and a Hardware, Paints & Tools Catalog have recently been distributed. The Hardware, Paints & Tools Catalog is designed to be your guide to purchasing the products you need for "spruce-'em up activities". And for your convenience, our Commercial Cleaning Supplies Catalog provides brand name cleaning products grouped by vendors. These companion catalogs offer you the products and supplies you need in order to Spring into Cleaning!

If you haven't yet received your catalogs, please call and request your copy today from the Centralized Mailing List Service at (817) 334-5215 or fax the request to (817) 978-5227.

Contact: Melissa Scarlett (253) 931-7487

ALERT: Change In U/I for Glass Spheres

The unit of issue for beads (glass spheres) TT-B-1325, NSNs 8010-00-680-1996 and 8010-00-082-2420 has changed from a 55 lb. bag to a 50 lb. bag. Please make a note of this for all future orders.

Contact: Georgina Fernando (253) 931-7897

Want to Minimize The Risk of Cross Contamination? Try Maintex, Inc.'s, Touch Free Dispensing and Hand Care Soaps

As stated in the March 1997 MarkeTips, The Paints & Chemicals Center has a Multiple Award Schedule (MAS) FSC 79, Part VII for Dispensing Systems and their chemicals. This MAS is being used as a "Pilot Project". All products and dispensers have National Stock Numbers (NSN) assigned. This gives you, the customer, a choice - 1) You may order direct from the vendor under the terms of the MAS; or, 2) You may order by NSN from GSA through your normal process. Future MarkeTips will highlight one of the schedule vendors with some of their "unique" products. Last month was Ecolab, Inc.'s, new cleaning and floor care system.



The Maintex/Ultra Clenz soap dispenser is designed to minimize the risk of cross contamination by providing a 'hands free' operation, cleanly delivering pre-measured doses of several types of liquid soap to the user's hands. An adjustable switch can be set to provide various amounts of soap.

The dispenser is available by the case, 7930-01-436-8047, or each, 7930-01-436-8071. They come complete with batteries and necessary items for mounting to the wall.

	<u>Schedule Price</u>	<u>NSN Price</u>
8 Dispensers:	\$224.11	\$231.95
1 Dispenser:	\$30.70	\$31.78

The available soaps are as follows:

Ultra Clenz Antibacterial Lotion Soap - Specially formulated with 3% Triclosan containing natural moisturizers designed for frequent hand washing. Recommended for surgical suites, medical & dental facilities, food service establishments, day care centers, or any area where bacteria contamination is of concern.

NSN: 7930-01-436-7975
U/I: 6 - 500 ML/BTLS
Schedule Price: \$35.75 NSN Price: \$42.75

Dyna Clenz Lotion Soap - A mild lotion soap with moisturizers containing lanolin for smooth and soft hands. This soap is recommended for general hand washing.

NSN: 7930-01-436-7966
U/I: 6 - 500 ML/BTLS
Schedule Price: \$36.56 NSN Price: \$37.84

Medisan Sanitizing Soap - USDA E2 rated with Quaternary Ammonium Chlorides. Recommended for food processing plants, restaurants, or food handling establishments.

NSN: 7930-01-436-8022
U/I: 6 - 500 ML/BTLS
Schedule Price: \$43.20 NSN Price: \$44.71

Bio Clenz - This antimicrobial soap with Chlorhexadine Gluconate, is FDA rated, high sudsing, emollient based and pH balanced for any environment when hands are exposed to blood or infectious pathogens. Recommended for surgical suites, medical & dental facilities, or any high risk location.

NSN: 7930-01-436-8076 - Bio Clenz (2%)
U/I: 6 - 500 ML/BTLS
Schedule Price: \$49.61 NSN Price: \$51.35

NSN: 7930-01-436-8048 - Bio Clenz (4%)
U/I: 6 - 500 ML/BTLS
Schedule Price: \$52.77 NSN Price: \$54.62

Maintex Ultra Clenz No Touch hand wash products are available directly through Maintex, Inc. under MAS 79, VII or through GSA under the above referenced NSN's.

For questions concerning this contract, call the contracting officer on (253) 931-7062.

Please Note... Federal Specification for Enamel Aerosol Paint Has Been Cancelled

Yes, it's true: TT-E-488 is Canceled!

Federal Specification TT-E-488 for enamel aerosols has been canceled with future procurements referred to Commercial Item Description A-A-665, Lacquer. Although the item description is lacquer, the product that is being supplied does not fit the definition of a lacquer. We are in the process of correcting the name of A-A-665 to Enamel. Please be assured that A-A-665 will work exactly the same as the old TT-E-488, and can be used over surfaces previously painted with enamels.



Here are those replacements:

U/I: BX of 12 pint cans

<u>TT-E-488</u>	<u>A-A-665</u>	<u>Color</u>	<u>Price</u>
8010-00-067-5436	8010-00-515-2487	Clear	\$18.96
8010-00-067-5437	8010-00-582-5382	Black 37038	\$19.44
8010-00-079-2750	8010-00-721-9752	Gold 17043	\$20.52
8010-00-079-2752	8010-00-721-9748	Blue 15526	\$22.20
8010-00-079-3750	8010-00-721-9751	Silver 17178	\$20.24
8010-00-079-3752	8010-00-290-6984	Black 17038	\$20.24
8010-00-079-3754	8010-00-141-2958	Gray 16099	\$21.48
8010-00-079-3756	8010-00-721-9750	Gray 16307	\$22.08
8010-00-079-3758	8010-00-141-2951	Green 14062	\$22.32
8010-00-079-3760	8010-00-141-2952	Red 11136	\$22.68
8010-00-079-3762	8010-00-290-6983	White 17875	\$21.24
8010-00-079-3764	8010-00-721-9745	Yellow 13618	\$24.24
8010-01-203-7803	8010-00-079-2754	Peach 11670	\$18.96
8010-01-203-7804	8010-00-079-2756	Green 14516	\$32.16

Contact: Sandra Ellsworth (253) 931-7060
Technical Contact: Laura Davis (253) 931-7881

Plenty of Choices Available In Marine and Non-Marine Sorbents

For your Hazardous & Toxic Organic Spills, Marine Spills, Non-Water Soluble and Nonhazardous & Nontoxic Organic Spills check out GSA, Federal Supply Service's Multiple Award Schedule FSC 79, Part V.

You have many choices including mats, rolls, pads, and pillows. Also, check out our contractors that carry the following New Items:

- Reusable Sorbents (may be reused over 500 times)
- Waste Disposal Service
- 100% Recycled Sorbent Material
- Pre-moistened Handcleaner Towels

The following companies are currently on the Sorbent schedule for one or more of the above items:

- Absorption Corporation
- Breg International
- Environmental Sorbents, Inc.
- Fisher-Stevens
- Geotechnical Supply, Inc.
- Hope Minerals Company
- Hydrocarbon Recovery, Inc.
- Kleen Plant Inc.
- Lakefront Enterprises, Inc.
- M & I Corporation
- Matarah Industries Inc.
- Microset (A Div of PGI Nonwovens, Inc.)
- New Pig Corporation
- Oil-Dri Corporation of America
- Oliver-Williams & Company
- Paradigm International, Inc.
- RFI Recycled Fibre Industries, Inc.
- Sorbents Products Company, Inc.
- Sterling Environmental, Inc.
- 3M OH & ES Division
- Upright Inc.
- Zep Manufacturing Company

Look for the above products on GSA *Advantage!*™ at gsa.advantage@gsa.gov. Agencies may, when identified in the contractor's catalog/price list, make payments for oral or written delivery orders by using the government commercial credit card. To request a copy of this schedule, call (817) 978-5215 and ask for Multiple Award Schedule Number FSC 79, Part V.

For questions concerning the schedule, contact the contracting officer at (253) 931-7887.

Want To Paint Like A Pro? Then Try A Pro-Line Paintbrush

To assist you in selecting a particular Pro-line paintbrush from the Federal Prison Industries, the following list supplements the Spring 1997 GSA Supply Catalog, page 1014, by indicating the style of the brushes:

<u>NSN</u>	<u>Style</u>	<u>Bristle Material</u>	<u>Width</u>	<u>Thickness</u>	<u>Length</u>	<u>Price</u>	<u>U/I</u>
8020-01-422-0317	Angled	Chinex	2"	1/2"	2-11/16"	\$6.61	EA
8020-01-421-7480	Straight	Chinex	2"	9/16"	2-3/4"	\$5.16	EA
8020-01-421-7479	Angled	Chinex	2-1/2"	1/2"	2-13/16"	\$7.02	EA
8020-01-421-7482	Straight	Chinex	2-1/2"	5/8"	3"	\$5.54	EA
8020-01-421-7481	Angled	Chinex	3"	1/2"	3"	\$7.35	EA
8020-01-422-2102	Straight	Chinex	3"	5/8"	3-1/16"	\$6.48	EA
8020-01-422-0306	Angled	Chinex/Polyester	2"	1/2"	2-11/16"	\$6.35	EA
8020-01-422-0311	Straight	Chinex/Polyester	2"	9/16"	2-3/4"	\$5.32	EA
8020-01-422-0308	Angled	Chinex/Polyester	2-1/2"	1/2"	2-13/16"	\$6.20	EA
8020-01-422-0316	Straight	Chinex/Polyester	2-1/2"	5/8"	3"	\$5.69	EA
8020-01-422-0309	Angled	Chinex/Polyester	3"	1/2"	2-15/16"	\$7.13	EA
8020-01-422-1643	Straight	Chinex/Polyester	3"	5/8"	3-1/16"	\$6.69	EA
8020-01-421-6845	Angled	Nylon/Polyester	2"	1/2"	2-11/16"	\$7.22	EA
8020-01-421-6849	Straight	Nylon/Polyester	2"	9/16"	2-3/4"	\$5.90	EA
8020-01-421-6847	Angled	Nylon/Polyester	2-1/2"	1/2"	2-13/16"	\$7.57	EA
8020-01-421-6848	Straight	Nylon/Polyester	2-1/2"	5/8"	3"	\$6.20	EA
8020-01-421-6846	Angled	Nylon/Polyester	3"	1/2"	2-15/16"	\$7.93	EA
8020-01-422-2100	Straight	Nylon/Polyester	3"	5/8"	3-1/32"	\$6.91	EA
8020-01-421-7483	Angled	Hog Bristle	2"	1/2"	2-5/8"	\$3.91	EA
8020-01-421-7485	Straight	Hog Bristle	2"	9/16"	2-13/16"	\$3.98	EA
8020-01-421-7484	Angled	Hog Bristle	2-1/2"	1/2"	2-3/4"	\$4.24	EA
8020-01-421-7487	Straight	Hog Bristle	2-1/2"	5/8"	2-13/16"	\$4.56	EA
8020-01-421-7486	Angled	Hog Bristle	3"	1/2"	3-1/8"	\$5.41	EA
8020-01-422-2103	Straight	Hog Bristle	3"	5/8"	3-1/8"	\$5.19	EA

Contact: Daryl Jocoy, (253) 931-7601

New Contract In Place For Gluesticks

Ross brand gluesticks are being supplied under our new contract in standard commercial packaging containing twelve gluesticks per box. The following NSNs are available through our stock system:

NSN: 8040-01-039-8132
Size: Small
Color: White
Price per box: \$2.94

NSN: 8040-01-360-8079
Size: Large
Color: White
Price per box: \$7.14

NSN: 8040-01-360-8080
Size: Small
Color: Colored
Price per box: \$2.94

NSN: 8040-01-361-3097
Size: Large
Color: Colored
Price per box: \$7.14

Contact: Ed Johnson, (253) 931-7102



What Do You Know... It's Painting Season Once Again!

Is it time to get that paint job done and still meet Executive Order 12873, Federal Acquisition, Recycling, and Waste Prevention? Recycled Latex Paint, Federal Specification TT-P-2846, is environmentally preferable and it can be used for either interior or exterior paint surfaces, such as wallboard, concrete, stucco, masonry and wood. It has a minimum of 50% postconsumer waste, is lead and chromate free, environmentally sensitive, and has a maximum 200 g/L Volatile Organic Compound (VOC). Unfinished wood surfaces should be primed prior to application. Apply in temperatures above 50 degrees F. by brush, roller or spray. TT-P-2846 is available through normal FEDSTRIP/MILSTRIP processing.

For the following, U/I: GL

<u>NSN</u>	<u>Approximate Color</u>	<u>Price</u>
8010-01-433-1786	Red-Brown #20100	\$9.81
8010-01-433-4828	Dark Brown #20140	9.81
8010-01-433-4825	Yellow Brown #20318	9.69
8010-01-433-4826	Tan #20372	9.81
8010-01-433-4827	Dark Brown #30140	6.54
8010-01-434-3222	Beige #23617	13.25
8010-01-433-4823	Sand #23690	9.81
8010-01-433-3225	Beige #33617	9.00
8010-01-433-4809	Sand #33690	6.54
8010-01-433-4810	Green #24491	9.69
8010-01-433-4811	Green #34491	7.51
8010-01-433-4808	Blue #35526	7.51
8010-01-433-4816	Dark Gray #26081	9.81
8010-01-433-4812	Gray #26134	9.69
8010-01-433-4814	Sand-Gray #26306	9.69
8010-01-433-4815	Gray #26307	9.69
8010-01-433-4817	Gray #26420	9.69
8010-01-433-4813	Dark Gray #36081	6.54
8010-01-434-3224	Gray #36134	9.00
8010-01-433-0907	White-Gray #36650	9.00
8010-01-433-4818	Beige #27769	9.81
8010-01-433-4819	Beige #37769	6.54
8010-01-433-4820	White #37886	8.72

For the following, U/I: CN (5 GL)

<u>NSN</u>	<u>Approximate Color</u>	<u>Price</u>
8010-01-380-2447	Red-Brown #20100	\$59.95
8010-01-380-2363	Dark Brown #20140	53.80
8010-01-380-2353	Yellow Brown #20318	67.58
8010-01-380-2417	Tan #20372	65.40
8010-01-380-2416	Dark Brown #30140	34.07
8010-01-380-2332	Beige #23617	65.40
8010-01-380-2379	Sand #23690	65.40
8010-01-380-2351	Beige #33617	35.37
8010-01-380-2421	Sand #33690	35.37
8010-01-380-2338	Green #24491	56.68
8010-01-380-2366	Green #34491	32.81
8010-01-380-2396	Blue #35526	34.40
8010-01-380-2429	Dark Gray #26081	61.04
8010-01-380-2331	Gray #26134	41.00
8010-01-380-2382	Sand-Gray #26306	56.68
8010-01-380-2438	Gray #26307	56.68
8010-01-380-2405	Gray #26420	63.22
8010-01-380-2367	Dark Gray #36081	34.40
8010-01-380-2381	Gray #36134	32.81
8010-01-380-2442	White-Gray #36650	35.37
8010-01-380-2400	Beige #27769	67.84
8010-01-380-2425	Beige #37769	35.37
8010-01-380-3293	White #37886	38.11

Contact: Janice Douglas (253) 931-7081

YES... We Are Listening!

In response to our customers, GSA will be changing the unit of issue on all stocked aerosol paints back to pint (PT) from box (BX) effective September 1, 1997. We agree that the environmental control of hazardous material takes precedence over the cost savings associated with bulk-pack units of issue.

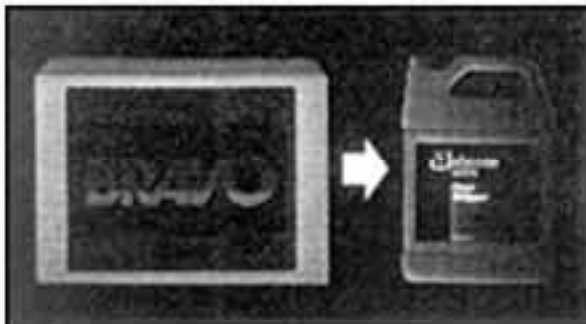
As of September 1, 1997, all aerosol paints stocked in GSA depots will revert back to a unit of issue of PT. All other aerosol products will continue to have a unit of issue of BX. A listing of the NSNs is available on request.

If your activity prefers to use the box U/I, please contact us and we will assign a new National Stock Number to meet your requirements.

Contact: Barbara Petersen, (253) 931-7930
 Internet: barbara.petersen@gsa.gov
 FAX: (253) 931-7544

Available Now Through GSA's FSS Stock System...

GSA, along with the National Industries for the Blind (NIB) of Houston and SC Johnson have joined in a professional partnership to provide the following SC Johnson commercial floor care products through GSA's depot stock program. These are the same SC Johnson products previously provided through GSA with new NIB labeling.



Bravo - Floor Stripper

Concentrated extra heavy duty non-ammoniated liquid wax stripper formulated to quickly penetrate and remove multiple coats of old and dirty finishes.

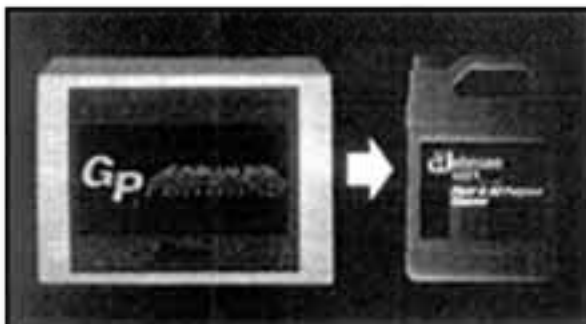
7930-01-380-8469 04583 BX (4 1-GL BT) \$27.84
7930-01-380-8381 04576 BX (5-GL BAG) \$30.10



Complete - Floor Finish

An extremely durable floor finish containing polymers, resins, and metal interlock chemistry that reduces the need to strip and refinish. Responds beautifully when spray buffed. Resists heel marks, scuffs, dirt penetration and detergents.

7930-01-380-8447 04649 BX (4 1-GL BT) \$34.89
7930-01-380-8387 04651 CN (5-GL) \$40.21



GP Forward - Floor and All-Purpose Cleaner

High performance general-purpose cleaner that removes various soils from any water-safe hard surfaces and leaves a shine. Approved for kosher use.

7930-01-436-7991 4519 BX (4 1-GL BT) \$31.96
7930-01-436-8039 CN (5-GL) \$37.09



Snapback - Spray Buff Maintainer

Spray buff maintainer cleans, shines, and removes black heel marks, tar, dirt and scratch marks. It leaves floors with a high gloss, durable, slip resistance finish when used regularly.

7930-01-380-8365 04116 BX (4 1-GL BT) \$48.57

How does this benefit you?

- Quick Delivery
- No Minimum Order
- SC Johnson Quality
- Meets JWOD Requirements

If you would like more information on any of these products, contact:

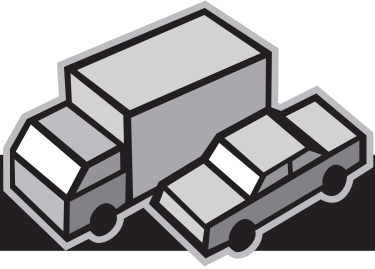
Peggy Caley, (253) 931-7540,
Fax: 931-7544 or
E-mail: peggy.caley@gsa.gov

You can contact the Paints and Chemicals Center at the following toll free number:

1-800-241-RAIN (7246)

If you would like MSDS information, call:

GSA Paints and Chemicals Center (253) 931-7528



AUTOMOTIVE

(TIM) Not New, Pneumatic

EVERY GOVERNMENT BUYER OF PNEUMATIC TIRES HAS THE CHOICE OF SELECTING COMPETITIVE PRICES, COMMERCIAL PRODUCTS, AND CONVENIENCE FOR PLACEMENT OF ORDERS WITH THE SMALL PURCHASE CARD!

TIM, "TIRES IN MULTIPLE", offers customer agencies an IDIQ MULTI-VENDOR PROGRAM, which covers passenger, light truck and truck-bus (new) tires, and cap with installation retread service on casings furnished by the government customer. TIM, Schedule 26 I, offers customer agencies competitive prices, quality commercial products, convenience, and a choice from some of the country's major tire suppliers.

Competitive Prices - better prices than tire manufacturer's Federal Government open market price lists.

Commercial Products -- tire products from tire manufacturers that are recognized nationally and internationally for producing exceptionally high quality products that meet both Government and industrial commercial safety standards.

Convenience -- agencies are able to place orders directly with participating contractors and their dealers, and can arrange Blanket Purchase Agreements (BPA's), that will decrease costs, reduce paperwork and save time.

Choice -- agencies can select from a variety of new tire products offered by quality suppliers such as Michelin North America, Inc., Goodyear Tire & Rubber Co., Bridgestone/Firestone, Inc., Continental General Tire, Inc., B & S Transport, Inc., and from Bandag, Inc., and Goodyear Tire & Rubber Co. for cap with installation retread services.

Card Procurements -- several vendors on this Schedule accept the Government Commercial Small Purchase Card (I.M.P.A.C.).

In each case where the contractor is a manufacturer, its participating dealers will honor contract terms for all orders from customer agencies.

These contracts are in place for 5 years through September 30, 2001, with an option to extend the contracts for one (1) additional 5-year period. The Schedule is available by contacting: General Services Administration, Centralized Mailing List Service (7CAFL) at PO Box 6477, Fort Worth, TX 76115 or calling 817-334-5215 with request code OOSC 2610.

Direct your questions about TIM to **Brenda Sajous on (703) 308-4665** or contact the Automotive Center's Customer Service Team on (703) 308-CARS.

The CHOICE Is Still Yours

The Automotive Center's CHOICE Program has developed into one of the most popular programs we offer. CHOICE allows you, the customer, to order certain light trucks of your choice and has already achieved over \$88 million in sales and many satisfied customers in just the past six months.

If being able to select the manufacturer of your choice is not enough incentive then check this out: Delivery is 65 to 90 days for most basic units; contractors may reduce the contract price at any time during the contract period on any order; and quantity discounts and end of year close-

out reductions may be applied. If the program offered a deal any sweeter than this, we'd have to give the vehicles away!!

Your next opportunity to take advantage of CHOICE will be mid-September when the first option period will be in place and extend the program through the manufacturer's model year production cycles. The Automotive Center expects the first option year will be even more successful than the base year.

For more juicy, choicy details, give **Denise Banks a call on (703) 305-4148** or you may call the Automotive Center on (703) 308-CARS

**COMING
SOON:**

**CHOICE - 2
(THE SEQUEL)**

Surfing GSA!

Surfing GSA, FSS, FCA, is the only way to go! One of the best ways to access the Automotive Center's family of products and services as well as beneficial information provided for GSA customers is via the Automotive Center's homepage on the Internet.

Customers are not only able to learn about commodities provided by the Automotive Center, but they can view or download the Federal Vehicle Standards. The Federal Vehicle Standards, one of the Center's most prized publications, will give our customers instant access to the most current information on sedans, and light, medium and heavy trucks.

The Automotive Center's homepage allows our customers to send their requisitions to us via the Internet and provides a method to obtain current status on those requisitions during the procurement process.

Access to the Center's homepage provides the names and E-mail addresses of our Contract Specialists, affording the customer the ability to communicate with the specialists via E-mail. In addition, the Center is able to enhance the services and information that are provided to our customers. When the customer accesses our system, the E-mail address entered will be stored, creating a data base that will afford us the opportunity to provide updates on Automotive Center activities, highlights, and innovations.

Innovations include CHOICE, an acquisition program covering certain light trucks, which allows the customer the ability to choose from among three manufacturers' products without the hassle of sole source justifications. CHOICE gives the customers the flexibility of several factors in deciding the vehicle and supplier best suited to meet their needs.

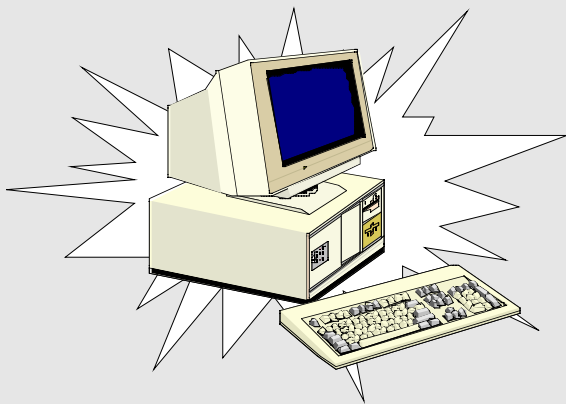
Just key in the following address: <http://www.fss.gsa.gov>, and you are on your way to hanging ten. This will enable cus-

tomers to surf the Federal Vehicle Standards, our Family of vehicles, and check status on requisitions.

The services you are accustomed to are still being provided, and hard copies of the Federal Vehicle Standards are still available. You may still request the hard copy of the Federal Vehicle Standards by writing to: General Services Administration, Centralized Mailing List Service (7CAFL), PO Box 6477, Forth Worth, TX 76115 or calling 817-334-5215.

Your personal contacts are still available to assist you when needed, and if you require additional information 703-308-CARS is the number to call.

**“EVERYBODY’S GONE
SURFING, SURFING
GSA!”**



**FSS Can Provide
All Your ADP
Equipment and
Software
Needs...**

Is Your Workforce On The Move?

Let GSA Help With The Relocation Process!

Coming October 1, 1997, a new improved schedule for Employee Relocation Services!

Agencies will want to use the new schedule to help relocate employees (and their families) transferring to new duty stations, anywhere within the continental United States and Puerto Rico. Since the contracts will be nationwide in scope, agencies will always be able to use the schedule contractor best meeting their needs.

The new schedule contains significant improvements over the previous schedule including the conversion to multiple awards, a choice of pricing structures, several new services, and the ability for agencies to customize the services to their program requirements.

The basic relocation services package will include: Home Marketing Assistance, Home Sales Services, Destination Area Services, and Management Reporting. Destination Area Services cover renter assistance, buyer assistance, and mortgage counseling. New services available under this schedule are property management (for transferees who want to rent rather than sell their residences), training services, and report and literature customization.

The new and improved relocation services program will soon be available through the GSA Services Acquisition Center. Should you have any questions or require additional information, please contact one of our Relocation team members either by electronic mail via the Internet or by telephone as listed below:

Contact:

Brenda Samuels, (703) 308-0805

E-mail: brenda.samuels@gsa.gov

Gertrude McCrae, (703) 305-3053

E-mail: gertrude.mccrae@gsa.gov

Fax: (703) 305-5094

Is Your Agency Downsizing?

Do ongoing efforts to reinvent Government have you stressed?

Does complying with the mandates of the Government Performance and Results Act have you overworked?

Are you rethinking ways in which your operations can maintain quality, value, and efficiency, with less people and resources?

If you answered YES to any of these questions, then your agency should consider utilizing the many streamlined contracts GSA's Services Acquisition Center has to offer. In order to assist Federal agencies in accomplishing their missions while minimizing the time and cost associated with procuring services, our service contracts provide easy access to the very best commercial service vendors. By utilizing our schedules, agencies can save time and money and still be assured they have met all applicable procurement regulations. In short,

WE HAVE DONE THE WORK FOR YOU!

In each edition of MarkeTips, the Services Acquisition Center will provide information on programs that not only save the taxpayers money, but also assist agencies with specialized tools to meet their requirements. This edition concentrates on Employee Relocation Services, Airline City Pair Contracts, and Equal Employment Opportunity Services, as well as provides information on upcoming conferences.

Should you have any questions concerning service contracts that we provide, please contact our Customer Service/Vendor Relations Staff on (703) 305-6658.

**NIB/NISH Can Help
You Get a Handle
On Your ADA
Requirements!**

For The Best Value in the Sky...

Use GSA's City Pair Program

This is the first of a three-part series of articles concerning the GSA's City Pair Program. This article addresses five of the most frequently asked questions.

Every year the GSA's Services Acquisition Center awards contracts for scheduled air passenger transportation services. The City Pair Program is the cornerstone of GSA's travel reinvention efforts and provides highly discounted airfare rates to over 6,000 airport combinations, (An example would be Los Angeles International to Washington Dulles International (LAX/IAD). Fast nonstop service for \$98.00.)

Frequently Asked Questions:

1. What are the advantages of the program?

- No advance purchases required;
- No minimum or maximum length of stay required;
- Fully refundable tickets and no charge for cancellations or changes;
- Seating not capacity controlled, (As long as there is a coach class seat on the plane, the traveler may purchase it);
- No blackout dates;
- Locked-in fares facilitate travel budgeting, and
- 62% average savings over regular walk-up fares.

2. Who can use it?

The City Pair Program is so attractive that usage is strictly limited. There are a few exceptions, but in general, only Federal or Military Employees on official travel, may use the program with an appropriate form of payment (Government Travel Charge Card or GTR).

3 Why can't contractors use it? It would save a lot of money!

GSA recognizes that contractors often sit next to Federal Employees, work on the same projects as Federal Employees, and travel with Federal Employees. However, contractors are not Federal Employees. All of the major airlines (American, Continental, Delta, Northwest, TWA, United, and US Airways) have made it clear to GSA that because the contract rates are so low and the terms so favorable, the airlines would drop out of the City Pair Program rather than extend the contract rates to contractors. GSA has made the business decision not to jeopardize the program nor the 2.4 billion dollar savings it generates for taxpayers each year.

GSA cautions agencies that the purchase of contract fare tickets on behalf of cost reimbursable contractors is a misuse of the City Pair Program and could jeopardize its future success.

4. Do I have to use the Contract Carrier? Won't any airline do?

Federal and military travelers on official business are required to use the contract carrier unless a specific exception applies. This required use is the incentive necessary to obtain airline participation in the City Pair Program and allows the airlines the business

volume necessary to offer discounted rates. Choosing not to use the contract carrier because of personal preference, frequent flyer clubs, etc., is a violation of the contract. The only exceptions to use of the contract carrier are:

1. No seats/flights available in time to accomplish the purpose of the travel. (For example, the contract flight is fully booked.)

2. A lower priced commercial fare is available. GSA advises traveler's to read the restrictions on such fares carefully. Often the non contract fares prohibit or charge for changes or cancellations, require advance purchases, Saturday stays, etc. If you can live with the terms of the fare, you can use it. (Most agencies find that non contract fares are not beneficial to their program because of all the restrictions that apply). If you see an attractive rate, check the contract carrier first, to see if they have a similar fare.

3. All of the flights are outside your core work hours and your agency has a written policy prohibiting travel outside core work hours. (This very seldom occurs.)

4. Cost-effective rail service is available and is consistent with mission requirements. Amtrak offers discount rates to Federal Travelers. GSA encourages use of Amtrak when appropriate.

5. Is there an Internet list of city pair carriers and fares?

City pair data is in beta-testing under GSA's web site. You will be able to find it soon under the travel section of GSA's home page at www.gsa.gov. While you're in GSA's web site, check out GSA *Advantage!*TM GSA's virtual shopping mall. From within *Advantage!*TM, click on the Services option to receive information on all the services GSA offers, including the airline City Pair Program.

Look in future issues of MarkeTips for information on how the city pair contract award decisions are made and how quality factors into the award process.

For more information, please contact one of GSA's airline contracting team members either by electronic mail via the Internet or by telephone as listed below:

Alice Palumbo, (703) 305-7822,
e:mail: alice.palumbo@gsa.gov

William Toth, (703) 305-6670
e:mail: william.toth@gsa.gov

Renita Nowlin, (703) 305-7640
e:mail: renita.nowlin@gsa.gov

Alan Taylor, (703) 305-6133
e:mail: alan.taylor@gsa.gov

FAX: (703) 305-5094

GSA Has The Answer...Try Our EEO Services Schedule

GSA has the answer! This Fall the Services Acquisition Center will unveil the new and improved multiple award schedule for Equal Employment Opportunity (EEO) Services. The resultant "One-Stop Shop" nationwide contracts will assure you the full spectrum of available EEO services. The schedule will provide the most efficient and cost effective mechanism available anywhere for agencies to meet any and all of their EEO requirements.

Do you need to develop a new training class? Can do. Want to bring in a professional to settle a dispute? It's in here. Investigate a case, develop a desk guide, prepare a draft final agency decision? We've got you covered. Thanks to the new multiple award approach, you will now have a choice of qualified contractors who can satisfy your requirements.

Two major categories of orders can be placed: 1) standard delivery orders for basic pre-priced services, such as investigations and counseling; and, 2) customized task orders for more complex requirements, in which the established labor categories and skill mix can be negotiated. The task order process provides access to tailored services such as desk guide writing or training course development.

Watch for the new EEO schedule, effective November 1, 1997. Should you have any questions or require further information regarding the EEO program, please contact our EEO contracting experts either by electronic mail via the Internet or by telephone as listed below:

Cindy Jones, (703) 308-0803
E-mail: cindy.jones@gsa.gov

Bobbie Bryant, (703) 305-7369
E-mail: bobbie.bryant@gsa.gov

Ree Momb, (703) 305-5908
E-mail: ree.momb@gsa.gov

Fax: (703) 305-5094

Problems With MUFFIN?

Call the MUFFIN Help Desk

(703) 305-7200

I.M.P.A.C. Conference Scheduled

Come learn more about the International Merchant Purchase Authorization Card (I.M.P.A.C.), which has empowered Federal employees to make purchases more efficiently. Rocky Mountain BankCard System will host two conferences. All Agency Program Coordinators and designated billing offices are invited to attend.

The East Coast conference will be held in New Orleans, LA, from July 28-August 1, 1997. The West Coast conference will be held in San Diego, CA, from August 11-15, 1997. For hotel reservations in San Diego, call 1-800-233-2608. For hotel reservations in New Orleans, call 1-800-233-1234.

Should you have any questions, please contact our I.M.P.A.C. team experts by electronic mail or telephone.

Anniebell Parker, (703) 305-7564
E-mail: anniebell.parker@gsa.gov

Barbara Johnson, (703) 305-6950
E-mail: barbara.johnson@gsa.gov

Federal Disputes Resolution Conference (FAR)

Come meet our EEO contracting experts at the twelfth annual FDR conference being held in Chicago, IL, August 17- 21, 1997.

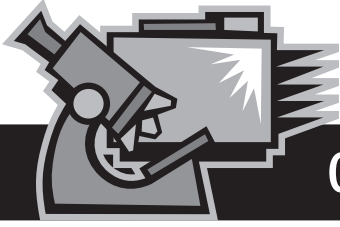
Plan on attending for the latest information on Federal Disputes Resolution and EEO issues.

For information on the conference call (202) 331-7779.

Meet Me In Los Angeles... National Travel Conference (TRAVCON)

This conference sponsored by GSA's Pacific Rim Region will be held at the Omni Hotel, Los Angeles, CA, August 12-14, 1997. Our Airline City Pair Program and Travel Card Program contracting experts will be making presentations at TRAVCON. They will be discussing upcoming plans for these two programs as well as all of your hot issues. Airline and other travel industry representatives will also be available for presentations and one-on-one discussions. Mark your calendars now.

For information on the conference, contact Delia Peng, (415) 522-2841.



OFFICE & SCIENTIFIC EQUIPMENT

You Asked For It, You Got It....Design/Layout and Installation Of Laboratory Furniture

GSA has partnered with both industry and our customer agencies and has been successful in adding these services to Multiple Award Schedule Group 66, Part II, Section P - Laboratory Furniture.

Special Item Number: 566-5

Description: Workstation Design/Layout Services

Contractor:

American Seating Co.
GS-25F-6113D

Fisher Hamilton Scientific, Inc.
GS-25F-6161D

Lab Craft Corp.
GS-25F-6095D

Milcare, Inc.
GS-25F-6069D

Unicell, Inc.
GS-25F-6103D

Special Item Number: 566-6

Description: Laboratory Furniture Installation

Contractor:

American Seating Co.
GS-25F-6113D

Fisher Hamilton Scientific, Inc.
GS-25F-6161D

Lab Craft Corp.
GS-25F-6095D

Milcare, Inc.
GS-25F-6069D

Unicell, Inc.
GS-25F-6103D

Special Item Number: 566-7

Description: Workstation Disassembly and Reinstallation

Contractor:

American Seating Co.
GS-25F-6113D

Fisher Hamilton Scientific, Inc.
GS-25F-6161D

Lab Craft Corp.
GS-25F-6095D

Milcare, Inc.
GS-25F-6069D

Unicell, Inc.
GS-25F-6103D

Special Item Number: 566-8

Description: Workstation Repairs

Contractor:

American Seating Co.
GS-25F-6113D

Fisher Hamilton Scientific, Inc.
GS-25F-6161D

Lab Craft Corp.
GS-25F-6095D

Milcare, Inc.
GS-25F-6069D

Unicell, Inc.
GS-25F-6103D

Points of contact: Emma Cannon, (703) 305-5886 and Anthony (Tony) Horne, (703) 305-6840.

New Contract and Prices for Single Element Typewriters

Need a single element, electronic typewriter to complete those office tasks that sometimes are much simpler done the "old fashioned way"? If so, we have what you need at very reasonable prices. These typewriters can be purchased using FEDSTRIP/MILSTRIP procedures or through the on-line GSA MUFFIN system.

NSN: 7430-01-116-6035

Brand: Canon

Model: AP-110-II (This typewriter replaces the discontinued Model AP-340 which was featured in the May 1997 edition of MarkeTips.)

Price: \$237.60

Single Element Electric/Electronic typewriter without Spelling Verification. Operates on US Standard 115 Volts, 60 Hz.

NSN: 7430-01-242-9306

Brand: Swintec

Model: 7000SC

Price: \$332.64

Single Element Electric/Electronic typewriter with Spelling Verification. Operates on US Standard 115 Volts, 60Hz.

Your typewriter will be delivered to the 48 contiguous states and the District of Columbia within 30 days after GSA receives a complete order.

You will also have a full 12 month warranty including parts, labor and transportation.

Supplies for these typewriters are located on Federal Supply Schedule 75-II-A.

Contact: Tyrone L. Frye, Sr, (703) 305-7030

FAX: (703) 305-7135

Are You In A Bind?....Check Out FSS Group 36, Part II

Are you looking for binding machines and binding supplies?

Look no further than the Federal Supply Schedule Group 36, Part II!

Special Item Numbers (SIN) 51-104 and 51-105 cover binding machines, SIN 51-106 covers combination binding and punching machines, and SIN 51-108 covers binding supplies.

Federal Supply Schedule Group 36, Part II also includes various paper punching, drilling, collating, stitching and folding machines to cover all of your paper handling needs.

Point of Contact: Marion Williams, (703) 305-6906 and

Tonya Ford, (703) 305-7409



CORRECTIONS

Please make the following pen and ink changes for items that appeared in the May 1977, issue of MarkeTips.

Page 7:

8115-00-176-8062, should read:
8115-00-176-8064, 12"x10"x10"

8115-00-176-8064, should read:
8115-00-176-8062, 16"x12"x12"

Page 8:

8115-00-183-9481/ For jeans, should read: **U/I - BD (50)**

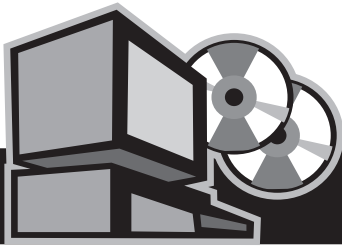
Photo Mailer:
8105-01-535-3492, should read:
8105-01-434-3492,

Fiberboard, Holds 8-1/2"x 11" photos, documents. PG (25) \$ 9.78

Page 9:

White Envelopes:

NSN 7530-01-372-3099, white, side seam, self sealing flap on long side, basis weight, 28 lbs. Contain 20% post consumer material **size should read: 9" x 12"**



ADP ACQUISITION

Return Of The Mainframes

With the award of a Multiple Award Schedule contract to Amdahl in January 1997 and the expansion of ViON's contract to include Hitachi mainframe products in April 1997, the FSC 70, Part I, Section A, ADP Program now has mainframe products from the major plug-compatible mainframe manufacturers (IBM, Amdahl, and Hitachi on ViON's Schedule) on MAS contract. The anticipated market for these large scale computer "mainframe" systems is to become super servers to large networks of microcomputers.

ViON Corporation Marketing Manager Bobbi Terkowitz commented "ViON Corporation is very pleased that GSA now has mainframes from all three vendors on FSC Group 70. This will increase the competition in the high-end market, which will result in significant savings to users. Under the new regulations, the

GSA schedule is a very competitive and timely acquisition vehicle, and the inclusion of all vendors' mainframes will greatly increase its value to Government customers. As mainframes take their place as enterprise servers in large networked environments, this ease of acquisition and ability to 'spot price' will be invaluable."

The 70IA Program was originally built around the mainframe computer but expanded to encompass a myriad of large-scale system products from Unix workstations to supercomputers. Over time the focus of the computer industry has shifted from mainframe computers first to minicomputers and then to microcomputers. Hardware sales for the 70IA Program shifted away from mainframe computers to servers and workstations manufactured by companies like Digital Equipment, Sun, Silicon Graphics, Hewlett Packard, and IBM and storage devices from companies like EMC. However, the return of the major mainframe manufacturers to 70IA provides

the vehicle for expedited acquisition of large scale systems through competitive orders from the 70IA MAS contracts.

Under the new and improved ordering procedures, it is easier and more cost effective to place MAS orders. Expedited procedures for placing orders include the elimination of the requirement to publish a synopsis. In this competitive environment, field buying offices can now expect spot price reductions.

Effective October 1, 1997, the ADP Acquisition Center of the Federal Supply Service will merge the principal ADP/IT Schedules from 70IA, 70IB/C, 70ID, 70IE, 58VI and 58VII into a new consolidated one Multiple Award Schedule offering a complete array of ADP and Information Technology products and services. The name of the combined Schedule is the Federal Supply Service Information Technology (IT) Schedule.

NATIONAL CUSTOMER SERVICE CENTER

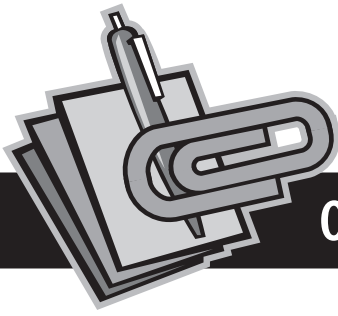
Tips on Using the FSS Customer Service Line
1-800-488-3111 or DSN 465-1416

FOR:
Reporting a problem with an order
or
Contacting local Customer Service Director
Press 1

FOR:
Obtaining product information
or
Placing an Emergency Requisition
or
Requesting status of a previously placed order
Press 2

FOR:
SCIT or other Tool questions
Press 4

FOR:
Current FSS News
Press 7



OFFICE SUPPLIES & PAPER PRODUCTS

Use of Recycled Copier Paper Is On the Rise

DoD Leads the Way, Citing Quality, Availability, Performance As Factors

In a major step in advancing the universal use of Recycled Copier Paper in the Federal Government, the Department of Defense (DoD) announced its mandated usage in all military units and offices. Henceforth, all orders for 8-1/2" x 11" and 8-1/2" x 14" copier paper for military units will be filled with the recycled variety.

DOD cited GSA's current price of recycled paper (5 cents below non-recycled paper), the problem-free performance of the paper, and product availability thanks to paper manufacturers' expansion of production.

We invite you to try recycled copier paper the next time you order copier paper. Be a leader in your organization!

<u>NSN</u>	<u>Size</u>	<u>Depot Price</u>	<u>CSC Price</u>
7530-01-335-2623	8-1/2 x 11"	\$19.94	\$21.94
7530-01-334-7817	8-1/2 x 14"	\$24.94	\$27.44

Looks Are Not Deceiving -- Recycled Copier Paper Equals Non-Recycled Paper in Appearance

Laboratory tests conducted in GSA Laboratory in San Francisco proved conclusively that there is complete parity in quality between recycled and non-recycled copier paper. FSS recycled copy paper had fewer contaminants, had equal appearance, but measured thicker than competitors' paper. (Thicker paper jams less frequently than thin paper.) "On press" testing in high-speed printers revealed that recycled paper had no more jams than non-recycled paper.

FSS Recycled Paper Is Multi-Purpose Paper

FSS recycled paper is a true multi-purpose paper, too, and will not only perform as well as non-recycled paper in high speed presses and slower desktop copiers, but its fine appearance make is equally suitable for use in PC laser printers and plain paper FAX machines.

Order through FEDSTRIP/MILSTRIP and/or MUFFIN. Or, point, click and shop at *GSA Advantage!*™ on the Internet.

Contact: (Technical) Martin Prince, (212) 264-7885 (Inventory) Selenia Rivas-Sharma, (212) 264-4858

NEW Tote N'Tell Display Easel Tells It Loud and Clear

The all-new and improved Tote N'Tell Executive Display Easel from SKIL-CRAFT®, is the presentation system with a modern, professional look. Finished in black, the sleek new design not only looks good, but makes it versatile and convenient to use.

Fully-extended, or as table top presentation, setting up is as easy as 1-2-3. Simply loosen the side-locking knobs and adjust the height...as high as 68.5". You can write on the dry erase surface, use the

bright, white Melamine surface as a projection screen, or use it as a stand for flip charts. It is also available with a green chalk board surface. Whichever method you choose, your presentations will be greatly enhanced.

Features sturdy rubber-protected edges, rounded corners, and sturdy steel legs for accident-free use. Comes with chalk or marker holder and removable receptacle on back. Moreover, the Tote N'Tell easily locks into a horizontal position, for use in the field as a map or chart table. Lightweight and portable, it's ready to go anywhere.

Manufactured by the Lighthouse for the Blind, Inc., Seattle, WA under JWOD.

Order today using FEDSTRIP/MILSTRIP and/or MUFFIN. Or, point, click and shop at *GSA Advantage!*™ on the Internet.

NSN:	7520-01-424-4867
Color:	White
Price:	\$74.51
U/I:	EA
NSN:	7520-01-424-4845
Color:	Green
Price:	\$74.51
U/I:	EA

Contact: Andre Lovell, (212) 264-8734 (Technical) or Peggy Bouyer, (212) 264-4320 (Inventory)

Master Time With Our Ultimate Organizers© From Productivity Plus, Inc.

Planning Will Make It So...Wishing Won't Do It...But effective planning will.

With Ultimate Organizers© from Productivity Plus, Inc., you can manage your time and daily business, effectively, efficiently and -- and because it comes from FSS -- economically. They provide everything you need at a glance to better manage your affairs and increase productivity, including: Calendars, memo sections, planner sections, goal pages, project organizers, note pads, card holders, receipt storage, filing features, instructions, and lots, lots more.

Ultimate Organizers© come in four handsome colors: Black, Burgandy, Brown and Woodland Camouflage; in two handy sizes, Desk (5-1/2" x 8-1/2") and Travel (8-1/2" x 11"), in smooth leather-like Diablo vinyl, with hand-stitched edging and plated corners.

Check these low prices. Cheaper than the private sector, too.

NSN	Color	Size	Price
Open Organizers, U/I: EA			
7530-01-283-5563	Woodland Camo	5-1/2" x 8-1/2"	\$31.72
7530-01-308-7293	Black	5-1/2" x 8-1/2"	\$31.72
7530-01-281-0768	Burgundy	5-1/2" x 8-1/2"	\$26.00
7530-01-280-3589	Brown	5-1/2" x 8-1/2"	\$31.72
7530-01-280-2538	Burgundy	8-1/2" x 11"	\$33.26
7530-01-280-5522	Brown	8-1/2" x 11"	\$40.58

NSN	Color	Size	Price
Zipper Organizers, U/I: EA			
7530-01-332-3968	Woodland Camo	5-1/2" x 8-1/2"	\$34.47
7530-01-332-1560	Burgundy	5-1/2" x 8-1/2"	\$34.47
7530-01-332-1561	Burgundy	8 1/2" x 11"	\$50.91
7530-01-366-5856	Black	5 1/2" x 8 1/2"	\$42.05

Refills to Customize Organizers, Size: 8-1/2 x 11			
7510-01-381-5959	1998 Monthly Calendar		\$4.59
	Order from Supplier		
7510-01-381-5943	1998 Annual Pak (Forms)		\$38.59
	Order From Supplier		

Refills to Customize Organizers, Size: 5-1/2 x 8-1/2			
7510-01-280-8738	Daily Plans	EA	\$ 6.03
	3 month supply		
7510-01-280-2514	Commun. Record	PG	\$3.47
	(100 SH)		
7510-01-280-2517	Planning Schedule	PG	\$3.30
	(100 SH.)		
7510-01-377-4505	1998 Monthly Calendar		\$3.38
	Order from Supplier		

7510-01-381-5867	1998 Annual Pak (forms) Order From Supplier	\$28.52
7510-01-332-1562	Subject Writing PadPD (50 SH)	\$1.85

Order from Stock through FEDSTRIP/MILSTRIP and/or MUFFIN. U/I - EA. Or point, click and shop at GSA *Advantage!*™ on the Internet. Refill materials and other models are available through Schedule 75, Part II, Section A: Ultimate Organizers Contract #GS-14F-9729C (Call 1-800-872-0232).

GSA Contact: Karen Williams, (212) 264-4887

Spring 1997, Supply Catalog Corrections

The following corrections should be noted in the current Supply Catalog, Spring, 1997:

Two-Ply Toilet Paper (Pg 417)

High quality Two Ply Tissue comes uncompressed rolls of 500 sheets.

NSN 8540-01-380-0690, **are \$45.95/BX** (96 RO), not NSN of 8540-00-530-0690 at \$1.23/BX.

Contact: Murray Samowitz, (212) 264-0405

Metric-size Dual Purpose (Copier) Paper (Pg. 177)

These NSNs being deleted because product does not exist:

7530-01-412-5168 and 7530-01-413-5058

Three Hole Punched Copier Paper (Pg 177)
NSN: 7530-01-033-8891

8-1/2" x 11", white, #20, Dual-purpose.

The correct U/I (Unit of issue) is **BX (Box) containing 5,000 sheets**, not 20,000 sheets.

Contact: Selenia Rivas-Sharma, (212) 264-4858

Fluorescent Highlighter Sets (Pg 173)

NSN: 7520-01-383-7938
Set of four tube-type highlighters

NSN: 7520-01-383-7943
Set of six tube-type highlighter

NSN: 7520-01-238-1728 are **not yet** in stock.

Watch for them in future issues of MarkeTips.

Introducing...Premier Series Filing and Storage Systems™



Accessories Package for Plastic Premier Series Filing and Storage System™ Mfr. #HFPS02 NSN 7510-01-377-9526

Includes 2 "slide-in" reversible shelf/baskets with basket divider, 2 box-bottom letter-size hanging file folders, 6 multi-colored inside folders, 1 clear plastic photo/sheet/diskette display pocket (8.5" x 11").

Prices, FOB-destination (quantity ordered for shipment)

<u>U/I</u>	<u>Quantity</u>	<u>Price</u>
EA	193+	\$30.66
EA	97-192	\$32.17
EA	20-96	\$34.07
EA	2-19	\$35.58
EA	1	\$37.85

HFPS01 system holds:

- Up to 19" of any letter-size hanging files
- Up to 330 computer diskettes
- Computer C/D's, tape cartridges, disks
- Files, printer & fax paper, folders, mags., books
- General small office supply items
- Coffee cups, keys, planners, and on and on.....

Displays

- Photos, memos, schedules, diskettes

Call your CSC to check stock availability. GSA Contract No. GS-14F-63177. U.S. Patent 5158186 (other patents pending).



Premier Series Filing & Storage System™ Mfr. #HFPS01 NSN 7510-01-392-5291

Includes 1 molded plastic 3-tier file, 2 steel hangers, 1 accessories package, and wall-attachment hardware. Letter-size, height-adjustable, taupe color, pre-assembled.

Prices, FOB-destination (quantity ordered for shipment)

<u>U/I</u>	<u>Quantity</u>	<u>Price</u>
EA	193+	\$68.92
EA	97-192	\$69.77
EA	20-96	\$74.03
EA	2-19	\$80.84
EA	1	\$85.09

Vendor: S. W. Heritage, Inc., PO Box 88428,
Dunwoody, GA 30356 (Phone 770-393-2016)

Contact:: Antonietta Rosenblatt, (212)-264-3021

Check Us Out!

There Is A Slimline Clock For Every Wall...

A Slimline clock from SKILCRAFT® lets you keep time, make time, or be on time. The product line has expanded new models complementing your classic favorites. Choose from a variety of designer colors and sizes to match any office decor, or new executive-style hardwood clocks featuring 16-inch diameter cases in walnut or mahogany finish. All models are battery-operated and feature a light-weight, slimline construction with a durable, high-impact case and crystal, and:

- Accuracy to 0.33 seconds/day
- Available in bronze, black, white, stone gray and taupe in selected sizes
- Sweep second hand
- Hanger hardware included for easy mounting on walls
- 6", 8", and 12" dials to fit any office space
- Made from recyclable materials

Listed below is a sampling of clocks offered. Other sizes and styles also available. Order via FEDSTRIP/MILSTRIP or MUF-FIN. Or point, click and shop at *GSA Advantage!*™ on the Internet.

NSN: 6645-01-421-6899
Size: 6 inch
Color: Stone Gray
Price: \$12.15

NSN: 6645-01-421-6900
Size: 6 inch
Color: Taupe
Price: \$12.15

NSN: 6645-01-046-8848
Size: 8 inch
Color: Bronze
Price: \$12.75

NSN: 6645-01-389-7958
Size: 8 inch
Color: Black
Price: \$13.42

NSN: 6645-01-389-7961
Size: 8 inch
Color: White
Price: \$13.42

Other sizes and styles also available. Please contact your nearest Customer Supply Center for more information.

Contact: Charlie Joiner, (212) 264-3539

Make Sure It Arrives Safely... Use Skilcraft® Boxes and Stencils

Delicate meters, gauges, circuit boards, instruments and other fragile items will get to their destination just the way you packed them with SKILCRAFT® Shipping Boxes. Available in a variety of sizes and styles, from cushioned fiberboard flat shipping cartons and overseas containers, to corrugated boxes with vertical star packs. The durable, weather-resistant construction protects contents from harm so there are no surprises on the receiving end.

The following NSNs are representative of a large selection available, U/I - EA:

8115-00-101-7638 Price: \$2.37
9"x 6"x 3", Fiberboard,
Max. weight 95 lbs.

8115-00-134-3655 Price: \$12.89
12" x 12" x 14", Vertical Star Pack,
Max. weight 140 lbs.

8115-00-519-1825 Price: \$21.36
32" x 12" x 14", Corrugated Single-wall,
Bursting Strength 140 PSI

8115-00-516-0251 Price: \$15.47
20" x 14" x 9", Telescoping Fiberboard,
Max. weight 140 lbs.

8115-01-006-7257 Price: \$36.57
22" x 16" x 16", Fiberboard Cross-section,
Max weight 140 lbs.

For your mailing needs, check out SKILCRAFT®, So-Sure fast-drying, flat finish ink. This stencil ink resists water and weathering and is usable on both porous and nonporous surfaces. Packaged as one pint in a pressurized aerosol can for convenient use, with an environmentally-safe propellant. This ink should not be used on items that come in direct contact with food. This product is manufactured to Federal commercial specifications by The Lighthouse for the Blind, Inc. Please refer to the following NSNs when placing your order:

7510-00-183-7697	Red	\$3.05
7510-00-183-7698	Yellow	\$2.76
7510-00-419-9564	White	\$2.12
7510-00-469-7910	Black	\$2.29

Contact: Andre Lowell, (212) 264-8734 (Technical)
Boxes: Carmen Nieves, (212) 264-8200 (Inventory)
Inks: Glen Boven, (212) 264-8207 (Inventory)

It's Not Too Early To Order Your 1998 Calendars

CALENDAR PADS, TYPE II

1998 NSN: 7510-01-363-4998

1997 NSN: 7510-01-363-4997

U/I: EA.

Price: \$1.55

JWOD/NIB/NISH Mandatory Source

CALENDAR PADS, TYPE

1998 NSN: 7510-01-363-3706

1997 NSN: 7510-01-363-3705

U/I: EA

Price: \$1.31

POCKET PLANNING SET & REFILL

1998 NSN: 7510-01-363-5002

1997 NSN: 7510-01-363-5001

U/I: SE

Price: \$3.06

JWOD/NIB/NISH Mandatory Source

LOOSE LEAF APPOINT BOOK REFILL

1998 NSN: 7530-01-363-6708

1997 NSN: 7530-01-363-6707

U/I: EA

Price: \$2.30

JWOD/NIB/NISH Mandatory Source

WALL CALENDAR

1998 NSN: 7510-01-337-4708

1997 NSN: 7510-01-337-4707

U/I: PG (10 per PG)

Price: \$2.94

UNICOR Mandatory Source

ACTIVITY SCHEDULE

1998 NSN: 7540-01-337-8712

1997 NSN: 7540-01-337-4703

U/I: PG

Price: \$3.33

UNICOR Mandatory Source (10 per PG)

WEEKLY APPOINTMENT BOOK

1998 NSN: 7530-01-337-4699

1997 NSN: 7530-01-337-4698

U/I: EA

Price: \$1.84

UNICOR Mandatory Source

CALENDAR BLOTTER, TYPE III

1998 NSN: 7510-01-337-4713

1997 NSN: 7510-01-337-4712

U/I: EA

Price: \$1.64

UNICOR Mandatory Source

Contact: Glen VanBuren, (212) 264-4887

FSS Recycled Material Pencils Write Sharper Than Ever!

FSS and NIB are converting production of all wooden pencils to contain recycled materials. Considering the great number of pencils used, the impact on saving precious landfill space, and the number of trees that will be saved, the move is a major one.

Even more important, the new SKILCRAFT® pencils look, feel and write just like old fashioned wooden pencils. The only difference -- a highly undetectable difference -- is the source of the materials used in their manufacture. 45 percent of the material used is recycled post consumer materials (recycled newspapers and recycled wood fibers). In market testing last summer, 48% of the test group could not tell the difference and after being told they were using recycled pencils, said that they preferred them over the old wooden pencils.

Fineliner Pencils have extra-thin leads for fine-line writing, retain points longer and require fewer sharpening's. They are particularly favored by accountants and statisticians. General Writing Pencils have been the always reliable government standards for years. The Au Natural Pencil features a paint-less and lacquer-less finish. All pencils have black graphite lead, are hexagonal in shape and include erasers. U/I - DZ.

General Writing Pencils

<u>NSN</u>	<u>Description</u>	<u>Price</u>
7510-00-286-5757	No. 1, Soft	\$0.93
7510-00-281-5234	No. 2, Med. soft	\$0.93
7510-00-281-5235	No. 3, Hard	\$0.93

Fineliner Pencils

7510-00-286-5755	No. 2, Med. Soft	\$0.97
7510-00-286-5750	No. 2.5, Firm	\$0.97
7510-00-286-5751	No. 3, Hard	BOD

Au-Natural Pencil

7510-01-386-2265	No. 2, Med. Soft	\$0.87
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Contact: Andre Lovell, (212) 264-8734 (Technical)
Delores Turner, (212) 264-3547 (Inventory)

GSA Advantage!™
On-Line Shopping Service
Internet: www.fss.gsa.gov
E-mail address:
gsa.advantage@gsa.gov
Helpline: (703) 305-7359



NIB/NISH

Introducing...JWOD World Wide Web Site: www.jwod.gov

JWOD information is as now close as your PC. Our new JWOD web site lets you browse supplies and services capabilities, learn more about procurement of JWOD items, read about the JWOD Team and download many JWOD publications. You can also use the JWOD web site to link to National Industries for the Blind (NIB), NISH, GSA *Advantage!*TM and many other resourceful web pages. Visit us today at www.jwod.gov.

And for those of you who prefer paper copies, we have the new 1997 JWOD Office Supplies & Services Catalog, as well as the latest edition of the JWOD Handbook available free of charge. Simply fax your requests to (703) 412-7113.

Remember, your support of the JWOD Program's supplies and services helps employ people who are blind or who have other severe disabilities working on JWOD contracts.

Contact: Kimberly Zeich (703) 603-7740

Can't Find What You're Looking For On Your Desk? Try These Great Office Supplies

There are many different types of file folders available through the JWOD Program. However, sometimes a file requires a more sturdy folder to do the job. A NISH-affiliated agency located in Massachusetts manufactures heavyweight pressboard files in both legal and letter sizes. These folders are environmentally friendly (made of 50% PCM), stand up to frequent handling and hold hundreds of pages. For those projects that require alphabetical filing system, contained into a small area, file organizer's offer an easy-to-use, easy-to-store alternative. File organizers come with and without flaps and are available in legal and letter sizes. There is also a version for daily filing.

File It! File Folder, Red Pressboard

1-1/2' prong fastener, top edge rear cover, straight cut self tabs
Letter Size

NSN: 7530-00-634-1785

U/I: EA

Price: \$0.46

1-1/2" prong fastener inside fold edge rear cover, Letter Size

NSN: 7530-00-290-2009

U/I: HD

Price: \$56.39

Contact: Terry Pringle, (212) 264-3560

File Organizer

Letter size with closing flap,

A-Z Indexing

NSN: 7520-00833-7343

U/I: EA

Price: \$6.20

Contact: Peggy Bouyer, (212) 264-4320

When your project requires a more polished finish, or is used as part of a presentation for example, consider the round ring binders. Made of a heavy gauge vinyl, these binders withstand heavy use and accommodates 8-1/2" x 11" sheets of paper. To add to its usefulness, you may want to order the alphabetical loose-leaf index sheets which are also manufactured under the JWOD Program. The index sheets are another one of the Program's environmentally conscious products (made of 50% recovered material including 20% post consumer material (PCM)) that can help you get organized!

Save It! Round Ring Binder

NSN: 7510-00-782-2664

U/I: EA

Price: \$2.50

Color: Grey, 2" capacity Index Sheets

NSN: 7510-00-160-8475

Size: 8-1/2" x 11"

U/I: EA

Price: \$1.69

Contact: Osra D. Steel, (212) 264-4869 (binder)

Carmen Cortes, (212) 264-3547 (sheets)

Order via FEDSTRIP/MILSTRIP or MUFFIN. Or point, click and shop at *GSA Advantage!*TM on the Internet.

Make Your Workplace A Little Brighter With Colorful Recycled Paper

Duplicate, mimeograph or print from your computer with SKILCRAFT® Copy, Mimeograph, Duplicating, and Bond Paper -- Made from Recycled Material.

Collating may be tiresome and stapling may be troublesome, but copying and duplicating with SKILCRAFT® paper is a colorful and environmentally-friendly experience. Available in a multitude of colors and sizes for a variety of uses, including blue, yellow, green, pink, and, of course, white. SKILCRAFT® paper is available for plain paper copiers, liquid spirit process duplicating machines, mimeographs, and laser printers. All SKILCRAFT® papers contain 50 percent recycled material, including 20 percent post-consumer material.

This product meets the mandatory source requirements of the Javits-Wagner-O'Day Program. Your continued support of SKILCRAFT® Products That Help People furthers employment opportunities for people who are blind. The following NSN's are small samplings of the large variety of SKILCRAFT® paper available.

Multi-Use Paper Copier Paper, U/I: BX

NSN: 7530-01-146-3361
Color: Blue
Size: 8-1/2" x 11"
Price: \$53.15

NSN: 7530-01-147-6812
Color: Green
Size: 8-1/2" x 11"
Price: \$53.15

NSN: 7530-01-148-1766
Color: Buff
Size: 8-1/2" x 11"
Price: \$53.15

Watermark Plain Paper Copier and Laser Jet Printer Paper, U/I: BX

NSN: 7530-01-200-2203
Color: White
Size: 8-1/2" x 11"
Price: \$57.84

Mimeograph Paper, U/I: BX

NSN: 7530-00-285-3073
Color: White
Size: 8-1/2" x 11"
Price: \$48.44

Liquid Spirit Duplicating Paper, U/I: BX

NSN: 7530-00-224-6754
Color: Yellow
Size: 8-1/2" x 11"
Price: \$42.88

NSN: 01-037-5555
Color: Yellow
Size: 8-1/2" x 11"
Price: \$42.16

25% Bond Paper, U/I: BX

NSN: 7530-00-290-0599
Color: White
Size: 8-1/2" x 11"
Price: \$56.39

Bond Paper, U/I: BX

NSN: 7530-00-290-0617
Color: White
Size: 8-1/2" x 11"
Price: \$55.52

Writing Paper (available from CSC only), U/I: BX

NSN: 7530-00-077-5386
Color: Blue
Size: 8-1/2" x 11"
Price: \$55.52

NSN: 7530-00-071-9794
Color: Pink
Size: 8-1/2" x 11"
Price: \$55.52

Order today, using FEDSTRIP/MILSTRIP and/or MUFFIN. Or point, click and shop at *GSA Advantage!*TM on the Internet.

Contact: Selenia Rivas Sharma, (212) 264-4858

“Through the Javits-Wagner-O’Day Program, thousands of disabled Americans are given the opportunity to contribute more significantly to the American economy.”

-President Bill Clinton

April 20, 1993

Our products are made in the USA.

New Slim Line Rubberized Retractable Pens Are Functional And Smooth Writing

The BMP-500 Rubberized Retractable Stick Ball Point Pens from SKILCRAFT® combine classic functional design with smooth writing features. The thin, light-weight barrel is designed for easy gripping. The no-smear, no-fade ink available in black, blue, or red makes your writing smooth and efficient. Available in fine or medium writing points.

SKILCRAFT® BMP-500 Rubberized Retractable are manufactured by Industries for the Blind, Milwaukee, WI, and Alphapointe Association for the Blind, Kansas City, MO.

This product meets the mandatory source requirements of the Javits-Wagner-O'Day Program. Your continued support of SKILCRAFT®, products that help people, furthers employment opportunities for people who are blind.



U/I: DZ, Price: \$5.63

7520-01-422-0327	Blue, Fine Point
7520-01-422-0323	Blue Medium Point
7520-01-422-0315	Black, Fine Point
7520-01-422-0314	Black, Medium Point
7520-01-422-0324	Red, Fine Point
7520-01-422-0326	Red, Medium Point

Order today, using FEDSTRIP/MILSTRIP and/or MUFFIN. Or point, click and shop at *GSA Advantage!*™ on the Internet.

Contact: Vince Cositore, (212) 264-4557

**Yes...MarkeTips Is
Recyclable.
We Use Recycled Paper
And Soy-based Inks!**

Picture Frame Choices Have Expanded

The picture frame product line was currently expanded to provide the Federal customer with a broader choice. The new styles are available in an Antique Gold finish and Red Oak with a clear gloss finish. Both styles are hand crafted and made of solid wood.

These styles are available in sizes from 5"x7" up to 11"x14" and include white mats and clear glass. In addition to the new finish styles, two new display options have been developed. The Velcro/adhesive tape version adheres to a variety of surfaces such as office cubicles made of fabric to cement block. When space is at a premium, and/or you want your framed photograph or document close at hand, the new Easel Back option makes these quality wood frames perfect for resting on your desktop.

Oak Finish (with velcro)

<u>NSN</u>	<u>Size w/matting</u>	<u>Size w/o matting</u>	<u>Price</u>
7105-01-440-6080	5x7	3x5	\$34.10
7105-01-440-6067	8x10	5x7	\$41.72
7105-01-440-6065	8-1/2x11	7x9	\$45.06
7105-01-440-6072	9x12	7x9	\$46.12
7105-01-440-6082	11x14	8x10	\$50.95

Oak Finish (easel back/velcro)

7105-01-440-6073	5x7	3x5	\$38.03
7105-01-440-6083	8x10	5x7	\$47.15
7105-01-440-6064	8-1/2x11	7x9	\$52.15
7105-01-440-6071	9x12	7x9	\$55.00
7105-01-440-6081	11x14	8x10	\$61.35

Antique Gold Finish (with velcro)

7105-01-440-6074	5x7	3x5	\$38.08
7105-01-440-6068	8x10	5x7	\$41.70
7105-01-440-6079	8-1/2x11	7x9	\$45.03
7105-01-440-6069	9x12	7x9	\$46.08
7105-01-440-6066	11x14	8x10	\$50.93

Antique Gold Finish (easel back/velcro)

7105-01-440-6070	5x7	3x5	\$38.01
7105-01-440-6078	8x10	5x7	\$47.12
7105-01-440-6077	8-1/2x11	7x9	\$52.12
7105-01-440-6075	9x12	7x9	\$54.97
7105-01-440-6076	11x14	8x10	\$61.32

All frames are shipped by the dozen. For additional information about these and other frames, contact a **GSA Customer Service Representative at (703) 305-7003**.

The Cross *Solo* Pen

**We've checked around...
GSA has the lowest price in town!**

We've checked around town, and nobody offers this Cross Solo Pen at a price lower than GSA Customer Supply Centers. Available in five attractive colors with a medium point and black ink. Packaged in a handsome gift box.

Use the following NSNs when placing your order:

Blue Barrel:	7520-01-424-4846
Black Barrel:	7520-01-424-4881
Green Barrel:	7520-01-424-4860
White Barrel:	7520-01-424-4848
Red Barrel:	7520-01-424-4871

Order through your GSA Customer Supply Center today by phone, fax, EDI or mail. IMPAC VISA cards accepted.

The Cross Solo Pen is assembled and packaged by people who are blind at IN-SIGHT, Providence, RI, under the Javits-Wagner-O'Day Act. This product meets the mandatory source requirements of the JWOD Program.

Genuine A.T. Cross quality, with a lifetime mechanical guarantee, at the lowest price around from GSA.

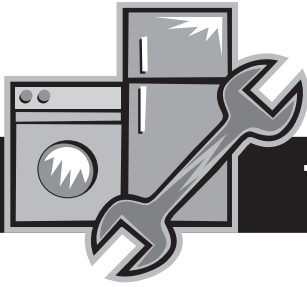


This advertisement was produced by National Industries for the Blind.



**\$7.15 each
through GSA!**





TOOLS & APPLIANCES

SCIT KITS Are Now Available

Since it's beginning in 1991, the Standardization & Control of Industrial Quality Tools Program (SCIT) has brought to you the latest and the greatest that the commercial marketplace has to offer in Industrial Quality tools. This program now offers you over 20,000 items, all cataloged with NSNs. It has never been easier or more cost-effective to obtain the tool you need through GSA. GSA NEVER SUBSTITUTES ITEMS in the SCIT Program. Brand Name Part Numbers are all assigned individual NSN's and are covered by the manufacturer's warranty.

So.....Get with the program.....The SCIT Program!

The Spring 1997 Edition of the SCIT KIT contains an index and cross-reference of all items, listed by Mfg. Part Number and/or NSN. Also, included are two diskettes to load on personal computers plus a Tool Cabinets and Chests Brochure, and a New Tools Brochure.

To get your SCIT KIT contact the:

GSA Centralized Mailing List Service
GSA CMLS/7CAFL
4900 Hemphill St.
P.O. Box 6477
Ft. Worth, TX 76115
(817) 334-5215

SCIT Tools - SOON TO BE AVAILABLE via the GSA *Advantage!*TM: www.fss.gsa.gov

Summer Heat Have A Hold On You? We Have Ways To Cool You Down!

Be cool when the summer heats up! We have portable, pedestal and ceiling fans available! We also have water coolers available! And we are offering more air conditioners than ever before through an expanding Appliances and Services Acquisition Program (ASAP)! Order now using Fedstrip/Milstrip, Muffin or GSA *Advantage!*TM

Coming soon: A bigger and better Appliances Catalog!

Contact: Andrea Harrison, (816) 823-1281

Microfridge Sale

Large MicroFridge combination unit , now at a smaller price!

Features include:

- * Upright design for ease of use
- * Large capacity "real freezer"
- * One plug to the wall (115v/60hz)
- * Units separate for easier servicing
- * 6.0 cu. ft. refrigerator w/ 1.5 cu. ft. freezer
- * Draws less than 10 amps
- * Perfect for barracks/dorms/quarters/billeting
- * Also ideal for breakrooms, lounge areas, conference rooms
- * Seven-year warranty on major components

Model MF-6 Combination two-door refrigerator/freezer micro-wave oven (color black)

59"H x 19-1/2"W x 18-5/8"D

NSN 4110-01-428-2329

Regular Price: \$688.55 Sale Price:\$619.69

Model MFR-6 Two-door refrigerator/freezer only (no micro-wave) (color black)

47-7/10"H x 21-9/10"W x 19-1/10"D

NSN 4110-01-426-6170

Regular Price: \$519.06 Sale Price: \$467.15

Deeper discounts are available on quantities ordered over 100.

This sale price is offered on orders placed by August 31, 1997, and shipment taken by September 30, 1997.

Shop GSA *Advantage!*TM: www.fss.gsa.gov

Contact: Janna Kirkpatrick, (816) 926-1299

**Mark your calendar
and... meet us in Seattle
next year!**

**For further details,
see page 17**

Air Max High Velocity Fans Offers Mounting Options

FOR USE WITH: NSN 4140-01-420-4176 (AM-22) AND
4140-01-420-4177 (AM-16) FANS

<u>NSN</u>	<u>MODEL</u>	<u>DESCRIPTION</u>
4140-01-437-3481	WM-16	Wall Mount for 16" blade fan**
4140-01-437-9814	WM-22	Wall Mount for 22" blade fan**
4140-01-437-9807	CM-16	Ceiling mount for 16" blade fan**
4140-01-437-9812	CM-22	Ceiling mount for 22" blade fan**
4140-01-437-2873	GP-16	Goal post (yoke) for 16" blade fan
4140-01-437-2874	GP-22	Goal post (yoke) for 22" blade fan
4140-01-437-2862	CHM	Suspension mount (eye bolts) for 16" or 22" blade fans
4140-01-437-3477	XTB-16	Trailer cooling mount/arm for 16" blade fan
4140-01-437-3479	XTB-22	Trailer cooling mount/arm for 22" blade fan
4140-01-437-2869	ST-16	Portable stroller for 16" blade fan (low profile)
4140-01-437-2871	ST-22	Portable stroller for 22" blade fan (low profile)
4140-01-437-2857	PST-16	Pedestal stroller for 16" blade fan**
4140-01-437-2858	PST-22	Pedestal stroller for 22" blade fan**
4140-01-437-2861	HDPST-16	Heavy duty pedestal stroller for 16" blade fan**
4140-01-437-2870	HDPST-22	Heavy duty pedestal stroller for 22" blade fan**
4140-01-437-2863	OS-01	3-position oscillator, 115 volts (approx. 60, 70 or 80 degrees)

** Mounts that may be used with oscillator.

NOTICE: If ordering a pedestal stroller and it will be moved frequently or used on dirt, grass or other soft surfaces, the HDPST is recommended. It is easier to maneuver and it is equipped with pneumatic tires. Contract # GS-06F-78516 through 30 June, 2001. Pricing is subject to change. Customers will be billed by GSA at the price in effect when the order is placed.

Order directly from GSA. Orders can be placed through automated FEDSTRIP, MILSTRIP, OR MUFFIN, GSA's on-line computerized information system.



**Contact: Sandy Grant, Contract Specialist, (816) 926-7678, or
Sharon Arnett, Contracting Officer, (816) 926-5845
Fax: (816) 926-3678**

NIP New Item

Electronic Torque Wrench Measures Torque Fast!



CDI TORQUE PRODUCTS

Consolidated Devices, Inc.

19220 San Jose Avenue

City of Industry, CA 91748-1497

Phone: (818) 965-0668 Fax: (818) 810-2759

Computorq II has the newest series of NEC microprocessors and surface mount technology available today. The electronic torque wrench has the fastest sampling of torque measurements and update of displayed torque on the LCD of any wrench on the market.

NSN: 5130-01-439-0798
Part No: 501 CI-II
DR: 1/4"
*Range: 5-50 in. lb.
Increment: .01 in. lbs.
Length: 13-1/2"
Wt/Lbs: 1.5

NSN: 5130-01-439-0812
Part No: 2502 CI-II
DR: 3/8"
*Range: 25-250 in. lb.
Increment: .1 in. lb.
Length: 14.9"
Wt/Lbs: 2.0

NSN: 5130-01-439-0808
Part No: 502 CF-II
DR: 3/8"
*Range: 5-50 ft. lb.
Increment: .01 ft. lbs.
Length: 14.9"
Wt/Lbs: 2.0

NSN: 5130-01-439-0800
Part No: 2503 CF-II
DR: 1/2"
*Range: 25-250 ft. lb.
Increment: .1 ft. lbs.
Length: 21.5"
Wt/Lbs: 3.2

NSN: 5130-01-439-0797
Part No: 6004 CF-II
DR: 3/4"
*Range: 60-600 ft. lb.
Increment: .1 ft. lbs.
Length: 46.5"
Wt/Lbs: 9.5

NSN: 5130-01-439-3907
Part No: 10005 CF-II
DR: 1"
*Range: 100-1000 ft. lb.
Increment: .1 ft. lbs.
Length: 74.0"
Wt/Lbs: 19.0

*The ranges listed above are for reference, as most of the torque engineering units can be selected through the keypad: (Ft., Lb., In., Lb., In., Oz., NM, dNM, Mkg, and cmkg).

Contact: Sandy Grant, (816) 926-7678, Fax: (816) 926-3678

New Item

Introducing the Rivet Squeezer Kit



NSN: 5180-01-423-9338

PRICE: \$255.99

Manufactured by Townend Aerospace Tool Company

Installs rivets in hard to access areas without the need for any power requirements such as air, electric or hydraulics. These riveters are lightweight, hand operated with stainless steel construction and they squeeze both solid and tubular rivets. Interchangeable yokes from 1-1/4" x 1-1/4" to 1-1/4" x 6" available.

Contact: Gary Jenkins, (816) 823-1973

Accept No Substitutions... Use The Appliances and Services Acquisition Program (ASAP)

Frustrated with getting whatever brand is available at the time you order an appliance by NSN? We heard you! You now have your choice of quality commercial household refrigerators and freezers through the expanding Appliances and Services Acquisition Program (ASAP). In ASAP, Brand Name Part Numbers are assigned individual NSNs and GSA never substitutes items in ASAP. Through ASAP you can have your choice of Brand Name Commercially Available refrigerators and freezers in place of the following NSNs:

4110-01-036-3491	4110-01-029-0392
4110-00-903-6450	4110-00-879-0006
4110-00-903-6456	4110-00-879-0005
4110-00-903-6457	4110-00-879-5939
4110-00-882-8450	4110-00-903-6455
4110-01-186-9862	4110-01-014-5891
4110-01-015-1579	4110-01-316-5732
4110-01-326-6146	4110-01-014-5892
4110-01-015-7929	4110-01-186-9863
4110-01-186-7877	4110-00-085-1496
4110-01-186-9864	4110-01-186-9865
4110-01-316-5730	4110-01-014-5894
4110-01-394-5252	4110-01-394-5258
4110-00-541-5999	4110-01-322-7406
4110-00-498-4059	

Through ASAP you can also have your choice of Brand Name Commercially Available gas ranges in place of the following NSNs:

7310-01-046-2869	7310-01-046-2870
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Coming soon: A brand new Appliances catalog!

Contact: Tim Gosnell, (816) 926-6757

**The Welcome Mat Is Out... Visit the Tools and
Appliances Center Homepage**

<http://www.r6.gsa.gov/fss/toolhome.htm>

Say Good-bye To Bad Indoor Air With Purelite

With space and energy at a premium, workers are being placed closer together in virtually sealed office environments. How bad is such a situation? Just ask allergy sufferers, the people bothered by fragrance and food odors, or those who work where temperature fluctuates. Indoor air quality and its effects on employees are important issues in the workplace.

Purelite makes the solution to bad air problems easy. It combines task lighting and air purification at a fraction of the combined cost of separate systems. It's a remarkable unit which creates an envelope of circulated, purified air within each workstation while generating a pleasant white noise and an energy-efficient light source. And if it eliminates but a single employee day of absence, it will more than pay for itself in increased productivity.

With Purelite you'll find:

High-efficiency trafiltration system of activated carbon, passive electrostatic and polyester media that removes dust, smoke, ozone, allergens and odors from the air.

Antimicrobial treatment inhibits bacteria, mold, mildew and fungus on contact.

Improved air circulation dramatically reduces localized hot and cold "pockets" and lessens heating, ventilating and air conditioning costs.

High quality diffused lighting helps improve working efficiency. Specular reflector increases light level with no additional energy costs.

Thin profile units are available in two widths (27-1/2" and 39-1/2") which mount with universal brackets to nearly any shelf or overhead storage cabinet. Purelite fits all makes of systems furniture and installs easily using spring loaded rods.

It's inexpensive to operate and filters need to be changed only once every six months depending upon usage.

Office Pollutants Can Be Controlled

The best indication of poor indoor air is the flu-like symptoms suffered by employees. Even smells from the employee cafeteria

lingering in the hallways or common areas are strong clues of poor air flow and air quality. Purelite provides a localized air purification system that is particularly effective where systems panels block the flow of air which creates a stuffy workstation. Each light draws several thousand cubic feet of air per hour through its filtration system resulting in increase circulation and purified air.

Thanks to the trafiltration system and an antimicrobial system, odor, particulate and bacteria are controlled. You'll notice a marked improvement in the quality of air in each workstation.

Recognized As An Efficient Light Source

The Environmental Protection Agency's innovative Green Lights Program encourages corporations to install energy-efficient lighting technologies to reduce energy consumption without losing lighting quality. In order to be in the ally program, the light fixture must provide a highly energy-efficient light source. Purelite from UNICOR produces a high amount of quality light with very limited glare. The clear acrylic conical prismatic lens, in combination with a high-tech laminated bright silver aluminum and polyester reflector, provides very good low brightness control with excellent light output.

The fixture is available in its standard black, UNICOR sand and gray, or we can match any custom color for an additional charge. For a full color brochure describing Purelite with evaluation data, call the UNICOR Customer Service Center at (800) 827-3168.

SAVE MONEY ON YOUR CREDIT CARD ORDERS

BIG NEWS!!! From now through September 30, 1997, UNICOR will offer a 5% discount on any credit card order placed through the UNICOR website. Log onto the Internet catalog at www.unicor.gov and take 5% off your total order.

"Federal Prison Industries Escape Proof Guarantee" -- We take great pride in teaching a good work ethic and marketable job skills in order to produce high quality goods and services for our customers. We are committed to your complete and continual satisfaction. If, at any time, an item we have provided does not entirely meet your expectations, we will cheerfully and promptly repair or replace it, entirely at our expense.

If you would like to learn more about UNICOR's products and services call the Customer Service Center at (800) 827-3168, E-mail us at custserv@central.unicor.gov, or visit our website at <http://www.unicor.gov>.

Contract Set for "Plastic Lumber" Furniture

Government Sales Associates, L.C., was recently awarded a New Item Introductory Schedule contract for Environmental Outdoor Furniture. The furniture, made from recycled material is manufactured by Poly-Wood, Inc. and GATTO Furniture Ind.

Poly-Wood manufactures "plastic lumber" from 100% post-consumer materials (dairy and soda containers) using it to create patio and other outdoor furniture products. Poly-Wood is a high performance lumber substitute consisting of high-density polyethylene resins, select coloring and foaming agents. Poly-Wood is processed into a specification product that closely resembles painted and natural wood products. It absorbs no moisture, therefore, it will not rot, warp, crack, splinter or support bacterial growth.

GATTO Furniture's outdoor casual aluminum furniture is made of solid cast aluminum and will last a lifetime without ever rusting.

For product brochures and more information, call the contractor, Government Sales Associates at 1-800-226-2640. NIIS contract number GS-27F-0408G.

Contact: Marcelles Barr, (703) 305-6210

.....

New Item

Stack-A-Bunk Now Available

Access Furniture Company has been awarded contract number GS-27F-0410G under the New Item Introductory Schedule for Stack-A-Bunk Beds.

A one of a kind product, The Stack-A-Bunk is an all purpose portable sleeper. Ideal for emergency shelter accommodations and correctional facility over-crowding, this product fits easily into the tightest spaces. Stack-A-Bunk may be used with or without a mattress and 27 bunks stack only 6 feet high. The bunks are molded from high impact, abrasion and break resistant plastic and pass California T. B. 133 Fire Tests.

For product brochures are available from the contractor on 508-520-0111.

Contact: Marcelles Barr, (703) 305-6210

More Choices Set For Household & Quarters Customers

The National Furniture Center recently modified many of the Special Item Number (SIN) descriptions under Multiple Award Schedule (MAS) 71, Part I, Section H for Household & Quarters Furniture. These changes support the DoD's Quality of Life Initiative by removing restrictions and allowing a manufacturers standard commercial line of furniture; thereby allowing customers to obtain all their furnishings from the same contractor with matching style, design and finish. These changes were made during a scheduled open season and included modifications to existing contracts.

Contact: Thomas Murray, (703) 305-6016

You Can Now Use Your I.M.P.A.C. Card To Order Furniture

If you do not have the capability to order your furniture using your credit card with the GSA *Advantage!*TM system, have we got the solution for you. You may now contact the GSA National Furniture Center directly with your GSA Supply Catalog* National Stock Number (NSN) to place your Credit Card orders. It's as simple as 1, 2, 3:

1. Call (703) 305-7157 or (703) 305-5921
2. Have your Credit Card number
3. Have your NSN(s) you want to order

We will place the order for you, and provide you with the assigned requisition number(s) for tracking purposes. It's as simple as that! So give us a call and we'll do it all for you.

*Unfortunately, not all (NSNs) are currently loaded to the GSA *Advantage!*TM system at this time, but if the NSN is listed in the GSA Supply Catalog, we can order it for you.

GSA Express On Location

The Mid-Atlantic Region's, Federal Supply Service and the U.S. Navy's Fleet and Industrial Supply Center (FISC) agreed to establish GSA Express! at the Uncle Sam's Club location on the waterfront of the world's largest Naval Base in Norfolk, Virginia. After exploring various commercial and governmental alternatives, FISC has decided to partner with GSA to meet their customers' daily supply needs. As a result, on April 1, 1997, GSA Express at Uncle Sam's Club celebrated its official opening!

This partnership will provide an opportunity for FISC customers to explore the various worlds of GSA services and products via on-site customer service representatives, access to GSA Advantage!, GSA product displays, GSA catalogs and publications, direct telephone and ROCS computer access to the Franconia Distribution Center. Also, there is immediate accessibility to high demand items. Both Military and Civilian agencies in the Virginia Tidewater area can place orders at Uncle Sam's Club.

Yet another GSA partnership venture was kicked off on April 24, when the new GSA Express "virtual store" was officially opened at McGuire Air Force Base in Wrightstown, New Jersey. When the Air Mobility Command at McGuire AFB decided to seek alternatives to their base supply store, they came to GSA. The goal was to reduce costs while maintaining the high level of supply support to all activities on the base. The answer was a partnership between GSA's Northeast Distribution Center and the Air Mobility Command. The arrangement allowed the Air Force to close its' base supply store, which resulted in the elimination of a \$2 million dollar inventory investment, reduction of 12,000 square feet of warehouse storage space, and six personnel who could be assigned to other positions.

In place of the base supply store the Northeast Distribution Center established GSA Express in a 17' x 26' room, staffed 4 hours per day by a GSA employee. This "virtual store" gives customers access to over 5,000 items which are offered for desktop delivery in 24 to 48 hours from the nearby Northeast Distribution Center, in Burlington, New Jersey. Also, by providing customers easy access to GSA Advantage™! and a library of catalogs and Federal Supply Schedules customers have a full range of GSA products and services available at their fingertips.

The ribbon cutting which marked the official dedication of GSA Express at McGuire Air Force Base was attended by Frank Pugliese, Commissioner, GSA, Federal Supply Service; Jack Williams, Assistant Regional Administrator, Federal Supply Service, Mid-Atlantic Region; Harold Murrel, Assistant Regional Administrator, Federal Supply Service, Northeast and Caribbean Region; Colonel Craig Rasmussen, Commander 305th Air Mobility Wing, McGuire Air Force Base; Colonel Brian Voorhees, Vice Commander, 305th Air Mobility Wing, McGuire Air Force Base; and Major James Eilers, Chief of Supply, McGuire Air Force Base. Also present were representatives from the offices of Congressman Saxon and Congressman Smith as

well as many customers who will be using the new facility. After the ribbon cutting everyone had the opportunity to tour the new facility and see first hand the large variety of products offered by GSA.

GSA Express at McGuire Air Force Base and the Naval Base in Norfolk join other "virtual stores" in Atlanta, GA, and San Diego, CA, as GSA's latest innovation in customer service. For more information on GSA Express.

Contact Katie Meehan, (215) 656-5541.

Do You Know Who Your Furniture Experts Are?

Have you ever had a question about furniture and were not sure who to call? Here's a handy cut-out listing the National Furniture Center's furniture experts.

General Information (703) 305-6636
Customer Service/Help Line (703) 305-7003
EXPRESS DESK CODE 90 (703) 305-7934
Home Page: <http://www.nfc.fss.gsa.gov>

Account & Client Services (703) 305-5305
James Price

**Administration, Engineering
Money and Transportation** (703) 305-6338
Jeff Schatz

Household/Industrial Furniture (703) 305-6210
Marcelles Barr

Office Furniture (703) 305-5894
Helen Zivkoviche

Systems and ADP Furniture (703) 305-5995
Juanita Blassingame

Special Projects
Marydel Kemp (703) 305-5838
Annette Super (703) 305-6058

Small Business Consultant (703) 305-7288
Dick Maloney

US Courts Consultant (703) 305-6946
Pamela Blumenstein

Procurement Policy 703) 305-6636
Art Hackney

Director (703) 305-6636
Mary Dunleavy



SEMINARS

Customer Service Directors in the following regions will conduct FSS Information Seminars for local customers. While our target audience is new employees in supply and procurement/contracting, updated material will be presented that may be of use to experienced personnel. The following are tentative dates and locations. Exact dates and locations will be announced in regional mailings. Seminars are free; however, lodging and transportation, if required, are the responsibility of the attending agency.

GREATER SOUTHWEST REGION

Arkansas, Louisiana, New Mexico, Oklahoma and Texas

Locations	Dates
Oklahoma City, OK	July 30, 1997
El Paso, TX	August 1997
San Antonio, TX	September 1997
Shreveport, LA	October 1997
Austin, TX	November 1997
Tulsa, OK	December 1997
Corpus Christi, TX	January 1998
Little Rock, AR	February 1998
Houston, TX	March 1998
Albuquerque, NM	April 1998
New Orleans, LA	May 1998
Dallas/Ft. Worth, TX	June 1998

Contact: Betty Russell (817) 978-2892, Fax (817) 978-2540 or E-mail: betty.russell@gsa.gov

NORTHWEST/ARCTIC REGION Washington, Oregon, Idaho, Alaska

Locations	Dates
Boise, ID	July 1997
Tacoma, WA	August 1997

Contact: (WA, OR, ID) Sharon Perkins or Patti Lanzetti (253) 931-7579, FAX (206) 931-7203 Contact: (AK) Don Beadle (907) 271-4298. FAX (907) 271-4297

NORTHEAST & CARIBBEAN REGION

Connecticut, Maine, Massachusetts, New Hampshire, New York, New Jersey, Rhode Island, Puerto Rico, Vermont, and the Virgin Islands

Locations	Dates
Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont	
Augusta, ME	July 31, 1997
Manchester, NH	August 21, 1997

Contact: Pam Lapointe (617)565-7302 or E-mail: pam.lapointe@gsa.gov

Locations	Dates
Springfield, MA	July 1997
New Haven, CT	August 1997

Contact: Bob Cobbett (617) 565-7300 or E-mail: bob.cobbett@gsa.gov

New York, New Jersey, Puerto Rico and the Virgin Islands

Locations	Dates
E. Northport, NY	July 15, 1997
Buffalo, NY	August 1997
Syracuse, NY	August 1997

Contact: Judy Poskanzer, Christine Lincoln Christine Keen and Debbie Paralemos (212) 264-3592 or

E-mail: christine.lincoln@gsa.gov

PACIFIC RIM REGION

California, Hawaii, Nevada, Pacific and Far East

Locations.....	Dates
Naval School, Monterey, CA	July 1997
Reno, NV	July 1997
Fullon NAS, CA.....	July 1997
San Jose, CA	August 1997

Contact: Leslie Patterson (415) 522-4005

Southern CA and Southern NV

Locations.....	Dates
Phoenix, AZ	July 1997
Tucson, AZ.....	July 1997
Las Vegas, NV.....	September 1997

Contact: Dilys Sunabe (213) 526-7500

Pacific and Far East

Locations.....	Dates
US A Kwajalein, Agana, Guam	July 1997
Pago Pago, American Samoa	July 1997
Sasebo, Japan	August 1997

Contact: Melinda Eyre (808) 541-1776

SOUTHEAST REGION

**Alabama, Florida, Georgia, Kentucky, Mississippi,
North Carolina,
South Carolina and Tennessee**

Locations.....	Dates
Lexington, KY	August 15, 1997
Charleston, SC	August 21, 1997
Atlanta, GA.....	September 11, 1997

Contact: Adrian Finney (404) 331-3026

ROCKY MOUNTAIN REGION

**Colorado, Montana, North Dakota, South Dakota,
Utah and Wyoming**

Locations.....	Dates
Colorado Springs, CO.....	July 1997
Montrose, CO	July 1997
Casper, WY.....	September 1997
Jackson, WY	September 1997
Bismarck, ND	November 1997
Fargo, ND	November 1997
Salt Lake City, UY.....	January 1998
Cedar City, UT.....	January 1998
Billings, MT.....	March 1998
Missoula, MT.....	March 1998
Pierre, SD.....	May 1998
Sioux Falls, SD	May 1998
Denver, CO	June 1998

**Contact: Tony DelVecchio (303) 236-7546 or
E-mail: tony.delvecchio@gsa.gov**

MID-ATLANTIC REGION

**Delaware, Maryland, Pennsylvania, Virginia
Washington, DC and West Virginia**

Locations	Dates
Roanoke, VA.....	August 13, 1997
Norfolk, VA	November 1997

Contact: Liz Snyder, (757) 441-3115

Locations	Dates
Wilmington, DE	July 1997
Baltimore, MD.....	September 1997

Contact: Hazel Radford, (410) 962-4422

Locations	Dates
Washington, DC	August 1997

Contact: Cheryl Murray-Jackson, (202) 619-8920

The following is a sample of our courses

4th Quarter FY 97 Supply Classes

FEDSTRIP (Course #1600, \$380.00)

1600-10	8/4-8/97	Washington, DC
1600-11	8/18-22/97	Atlanta, GA
1600-12	9/8-12/97	Ft. Worth, TX
1600-13	9/22-26/97	Washington, DC

Federal Supply Management: Policies and Procedures (Course #1620, \$380.00)

1620-09	7/14-18/97	Washington, DC
1620-10	8/18-22/97	Washington, DC
1620-11	8/25-29/97	Denver, CO
1620-12	9/15-19/97	Washington, DC

Inventory Management (Course #1640, \$380.00)

1640-10	7/14-18/97	Washington, DC
1640-11	8/11-15/97	Ft. Worth, TX
1640-12	8/25-29/97	Washington, DC
1640-13	9/8-12/97	Seattle, WA
1640-14	9/22-26/97	Washington, DC

MILSTRIP (Course #1660, \$380.00)

1660-13	7/21-25/97	San Diego, CA
1660-14	8/4-8/97	Washington, DC
1660-15	8/18-22/97	Chicago, IL
1660-16	9/15-19/97	Washington, DC
1660-17	9/22-26/97	Boston, MA

Storage and Materials Handling (Course #1680, \$380.00)

1680-13	7/14-18/97	Washington, DC
1680-14	7/21-25/97	San Francisco, CA
1680-15	7/28-8/1/97	Washington, DC
1680-16	8/18-22/97	Kansas City, MO
1680-17	9/15-19/97	Chicago, IL
1680-18	9/29-10/3/97	Washington, DC

To request information about the supply courses or a catalog listing all courses and sessions, please call Janet Wood on (703) 603-3264. To register for a course, send a completed registration form to: Registrar, GSA Interagency Training Center, P.O. Box 15608, Arlington, VA 22215-0608, or fax it to (703) 603-3239. To register with a credit card by phone, from Federal offices or the Washington, DC metropolitan area please call (703) 603-3216, otherwise call 1 (800) 489-7824.

GSA Interagency Training

We're on the Move . . . So, Get on Board

The GSA Interagency Training Center is on the move and we welcome you to be a part of the action!

We've been busy, developing new courses, running special sessions all over the world, piloting an on-line course curriculum, and developing innovative and flexible programs to meet the ever changing workplace. The GSA Interagency Training Center is prepared for today's changing needs and training options.

We'll Give You What You Need When You Need It!

The Training Center has plugged into a "customer-friendly" approach to doing business. It's not a new concept but rather a fresh look at how we can meet the needs of our customers in a more tailored, convenient way. In addition to scheduling our traditional sessions around the country, we now are working with specific organizations within several different agencies to offer

them exactly what they need. If, for example, an organization is focusing on one aspect of a course we offer, we'll design the course content to their specifications. We'll work directly with the organization and the instructor to come up with a daily plan that provides employees with the information they need, and eliminates the information that isn't directly related.

We're Good Listeners and It Makes a Big Difference

We are finding that the more we listen to our customers' specific training needs, the more they get out of our courses and the whole learning experience. It makes a big difference, better training programs, happier employees and satisfied customers, that's our goal!

We're always open to comments and suggestions, so please don't hesitate to let us know your thoughts! Call us at: (703) 603-3216 or 1 (800) 489-7824

GSA Interagency Training

Procurement Courses

Acquisition of and Administering Contracts for Commercial Items (Course Number 2226, \$270.00, 2 days)

2226-27	7/28-29/97	Kansas City, MO
2226-28	8/11-12/97	Ft. Worth, TX
2226-29	8/18-19/97	San Francisco, CA
2226-30	8/25-26/97	Washington, DC
2226-31	9/8-9/97	Seattle, WA
2226-32	9/15-16/97	Washington, DC

For course information, please contact Frank Lavelle via telephone, on (703) 603-3230, or fax, on (703) 603-3258

Travel Management Training

Want to know all about those new changes to travel regulations? Then have your managers and travelers sign up today for the revised travel training courses offered by GSA/FSS (3FT).

Temporary Duty Course 760 covers new regulations for computing travel allowances, new per diem rates, web sites for researching decisions and other travel areas such as contract air fairs, travel management centers and government charge cards, actual expense, and miscellaneous expenses. COST: \$395.00

760-22	July 21-24	Washington, DC
760-23	July 28-31	Philadelphia, PA
760-24	July 28-31	San Francisco, CA
760-25	August 4-7	Washington, DC
760-26	August 11-14	Portland, OR
760-27	August 11-14	Kansas City, MO
760-28	August 11-14	Denver, CO
760-29	August 18-21	Seattle, WA
760-30	August 25-28	Atlanta, GA
760-31	September 8-11	San Francisco, CA
760-32	September 8-11	Washington, DC

If your location is not listed, give us a call, we can come to your location for an on-site special and reduced training days!

How Do I Register for the Travel Courses?

For course information, please contact Nancy Murphy on (202) 619-8900 or Internet: nancy.murphy@gsa.gov

DoD Travel Training

JTFR-Vol. 1 — Temporary Duty Travel — 765.

This course provides a detailed explanation of travel entitlements and allowances for members of the Military. COST: \$395.00

765-06	July 21-24	Washington, DC
765-07	August 4-7	San Antonio, TX
765-08	August 25-28	San Diego, CA

Joint Travel Regulation — Vol. II - 770

Students learn to identify travel allowance and entitlements for Department of Defense (DoD civilian personnel on temporary duty travel). COST: \$395.00

765-08	July 21-14	Washington, DC
765-09	August 18-21	San Diego, CA
765-10	September 8-11	Washington, DC

Relocation Allowances Training

This course includes the new FTR amendments that will have a major effect on relocation of employees who relocate on or after March 22, 1997. COST: \$465.00

745-16	July 15-18	San Francisco, CA
745-17	July 22-25	Denver, CO
745-18	July 29-August 1	Washington, DC
745-19	August 5-8	Washington, DC
745-20	August 12-15	Ft. Worth, TX
745-21	August 19-22	Kansas City, MO

Travel Manager Training

(Computer Courses: Windows)

This hands on course teaches students to use software to automatically calculate travel cost and allowances and produce a correct agency travel form. The system can calculate travel authorizations and vouchers. It also has on-line Federal Travel Regulations. All classes are conducted in Washington, DC or we can come to your agency. COST: \$350.00

769-11	August 13-14
769-12	September 10-11

Got a Problem? Need Help?...

Our Customer Service Directors (CSDs) stand ready to help you resolve your supply problems, explain the many GSA/FSS programs designed to save you time and money, and assist you in obtaining necessary service. They are as near as your phone and ready to support your needs. For your convenience, their numbers are listed below.

Region	Phone Number	Region	Phone Number
AK - Anchorage	(206) 931-7516	MA - Boston	(617) 565-7302
AZ - Phoenix	(602) 379-6619	MD - Baltimore	(410) 962-4422
CA - Bell	(213) 526-7500	MO - Kansas City	(816) 926-6485 or 926-5786
CA - San Diego	(619) 235-4706	NY - New York	(212) 264-3592
CA - San Francisco	(415) 522-2784	PA - Oakdale	(412) 644-4854
CO - Denver	(303) 236-7546/7543	PA - Philadelphia	(215) 656-3868
DC - Washington	(202) 619-8920	TX - Ft Worth.....	(817) 978-2892
FL - Kennedy Space Center	(407) 867-2833	TX - San Antonio.....	(210) 472-6119
GA -Atlanta	(404) 331-3026	VA - Chesapeake	(757) 441-3115
IL - Chicago,	(312) 353-7549	WA - Auburn.....	(206) 931-7516

Overseas:

Europe, Northern Africa, and the Middle East - Frankfurt, Germany. DSN 330-6085/7985
 International Direct Dial. 011-49-69-699-7985/6085
 Pacific and Far East - Honolulu, Hawaii (808) 541-1776, DSN 438-4960