

MarketTips



Volume 10 Number 1
January, 1997

Happy New Year!

Holy Cow, folks, was 1996 a great year, or what? We streamlined and reinvented, we networked and consulted, we reconfirmed our partnership with vendors and customers... and we got a whole lot of business done. Sales were so good that by the end of the year we were able to roll back FSS prices on a wide variety of common-use office products, passing the savings back to you.

Working together, we were able to **save the U.S. taxpayer over \$5.5 billion**. Here are some highlights from the year...

In its first year on the Internet, GSA Advantage!SM **simplified purchasing, accounted for \$8.4 million in sales, put 163,000 products on-line**, and expects to have all 4 million FSS items on-line and available for electronic purchase by the close of FY97; in the area of office and administrative supplies alone, FSS pricing that was consistently lower than the competition by 20-24 percent, **saved our customers an estimated \$285 million during the year**; by consolidating within FSS the Schedules formerly managed by GSA's Information Technology Service, customers were able to enjoy **one-stop shopping for computer hardware and software**, to the tune of \$2 billion in FY96;

FSS-provided Government Purchase Cards (IMPAC/VISA and American Express) were used to make **purchases totalling more than \$6 billion, with resulting refunds to the Government of \$400 million**; FSS-negotiated travel and transportation contracts **saved more than \$1.7 billion** in FY96; FSS Fleet Management saved its customers **\$51 million in fleet services**; and finally, working with other Federal agencies, and with State or local governments, through the FSS property management program, we were able together to save the U.S. taxpayer an estimated **\$2.5 billion by managing the transfer, donation, or sale of Federal excess personal property**.

Our thanks to all of our partners—vendors and customers—whose active participation helped make 1996 a success. We're looking forward to an even more successful 1997. **Happy New Year!**



<http://www.gsa.gov>

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SUPPLYING THE WORLD



MarkeTips

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PUBLICATIONS

To request copies of FSS publications,
including the GSA Supply Catalog,
MarkeTips, Customer Assistance Guide
and all Federal Supply Schedules or to
request information concerning place-
ment of your activity on our publications
mailing list, contact:

**Centralized Mailing List Service
(CMLS)**

(817) 334-5215

FAX: (817) 334-5227

Internet: cmls.gsa@gsa.gov

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Editor's Choice:

“Who Says There’s No Poetry In Property?”

The following poem was excerpted from the December 1996 issue of “THE LOGISTICIAN,” a publication of the Office of Logistics Management, OA, OD, NIH, and is reprinted with the permission of the author, who works as a Property Utilization Specialist with the National Institutes of Health in Bethesda, MD.

“The Power In Excess”

by
Maurice Wills

Transferring or donating
it makes a lot of sense,
excess no longer needed,
money you have already spent.

That school that you donate to
may some day help the cause,
that transfer to another federal
site, might help to win the war.

Conferences & Expos In This Issue

GSA/FSS National Products & Services Fair

Atlanta, GA

April 15 - April 17, 1997 Page 36

GSA National Household Goods & Freight Conference

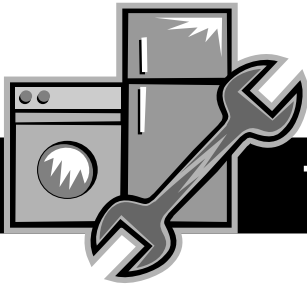
Atlanta, GA

May 7 - May 9, 1997..... Page 22

UNICOR Trade Expo 97

San Antonio, TX

May 7 - May 8, 1997..... Page 31



TOOLS & APPLIANCES

Get A Leg Up On Repairs With The New Base Housing Tool Kit

This new General Mechanic's Tool Kit, ideal for minor repairs, consists of the following components: flashlight, plunger, industrial goggles, 16 ounce hammer, 10 piece socket head screw key set, craftsman knife, putty knife, level & plumb, mechanical finger, needle nose pliers, 2 slip joint pliers, nested saw set, glass scraper razor blade, 2 cross tip screwdrivers, 2 flat tip screwdrivers, anti-seizing tape, measuring tape, 10 piece nut driver style socket wrench set, open end adjustable wrench and plier wrench. All components are supplied in a portable tool box step stool. Order yours today.



Contact: Gerald Holmes, (816) 926-3498 or FAX (816) 926-7182.

Complete Set: NSN: 5180-01-423-6468
Tool Box Only: NSN: 5140-01-424-9917

Selling Price: \$196.00
Selling Price: \$28.27

NEW RELIABLE & HIGHLY ACCURATE, WARRANTED, MICROMETER TORQUE WRENCHES IN STOCK

We have six new metal handle Micrometer Torque Wrenches that are now available in the Stock System. These reliable and highly accurate (plus and minus 4% percent clockwise and plus and minus 6% counter-clockwise) Torque Wrenches replace the old, obsolete items shown below.

<u>OLD NSN</u>	<u>NEW NSN</u>	<u>TORQUE CAPACITY</u>	<u>GRAD</u>	<u>SIZE</u>	
5120-00-902-9436	5120-01-396-6067	10-50 in lb	1 in lb	1/4"	Fixed
5120-00-542-4489	5120-01-396-6070	30-150 in lb	2 in lb	1/4"	Fixed
5120-00-133-4098	5120-01-396-6071	30-150 in lb	1 in lb	3/8'	Ratchet
5120-00-270-3121	5120-01-396-6075	700-1600 in lb	10 in lb	1/2"	Fixed
5120-00-221-7945	5120-01-396-6076	1200-4800 in lb	40 in lb	3/4"	Fixed
5120-00-542-5577	5120-01-396-6072	100-500 ft-lb	5 ft lb	3/4"	Fixed

Please order using the new NSNs on these items.

For information, please contact the Inventory Management Specialist, Carol Wassell, (816)926-7427 or FAX (816)926-7182.

New Item Offering

Backpack Tool Carrier Can Be Customized

The New Item Program is adding a 5140 Class Tool Pack that can be customized. It will be added directly to the stock program, effective February 1st, due to its current popularity, through commercial sources, with numerous customers. The Tool Pack allows the user to organize over 100 tools in pockets, slots and zippered compartments. It consists of three double panel packs that fit into a backpack for hands free transporting of tools to your work area or up ladders. The panels are #1 Document pocket, #2 Screwdriver panel, #3 Utility tool panel, #4 Pliers panel, #5 Wrenches panel and #6 sockets panel. Application is suitable for Electricians, Heating & Cooling Technicians, Locksmiths or Marine Navigation units. The Pack Lock is designed to fit through the zipper pulls to secure all eight top zippers. The outer pack has a handle for carrying cords or ropes. Inside, a pocket secures aerosol cans & flashlight. The outside pocket is suitable for the Trouble Light Loop. The Pack is made from 1000 denier cordura. Dimensions when closed are 8.5" X 14" X 18.5". The TOOL CARRIER will sell for \$90.88. (Contact: Gerald Holmes (816)926-3498 or FAX (816)926-7182)



Tool Carrier, Backpack 5140-01-420-0438 (Tools Not Included)

STOCK SALE!!!!

The Tools and Appliances Commodity Center (TACC) is offering over 2,000 stock items at a 25% reduction from our regular price. We can only offer these prices for a limited time or until stock is depleted.

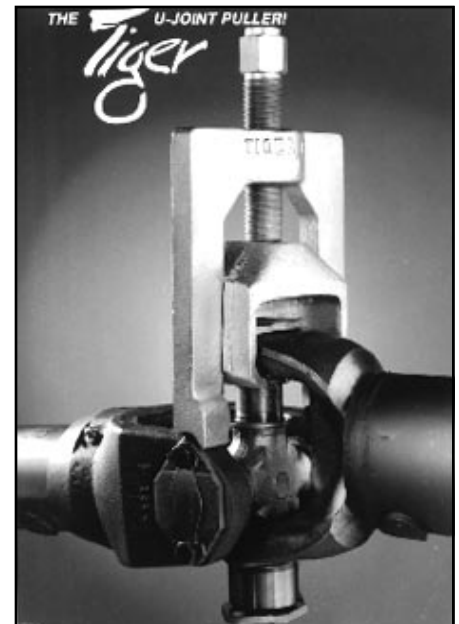
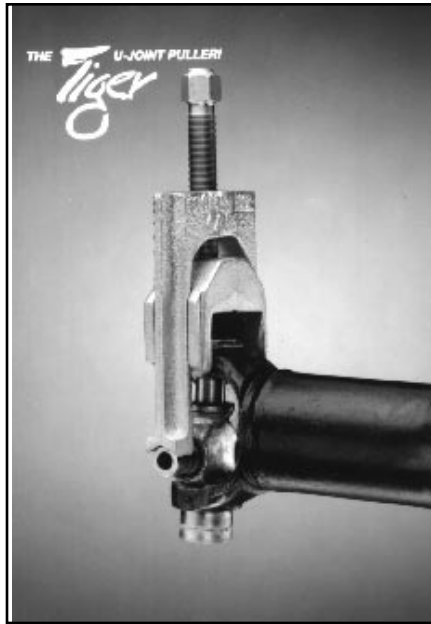
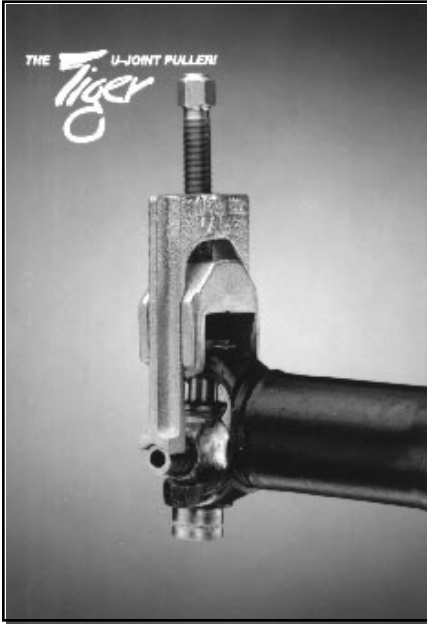
In an effort to streamline processes, we've changed the Acquisition Advice Code (AAC) for these 2,088 items from AAC "G" (warehouse stock) to AAC "L" (local purchase), effective December 1, 1996. The changes are necessary on these slower moving items so that valuable warehouse space is made available for the more popular demand items. Changing the method of supply on certain items will help us to maintain our already lower prices.

The Tools and Appliances Commodity Center will continue to support our customers on these items, if they are not locally obtainable. We always strive to maintain the best service and prices for our valued customers.

Contact: Fran Bock-Waldo, (816)926-6827 or FAX (816)926-7182.

Tiger Tool's Universal Joint Puller Is Easy To Use

The Tiger Tool U-joint Puller is the only specialized tool for universal joint pulling that is a unique, one piece unit. "No assembly required." It is very easy to use and removes the most difficult rusted bearing cups in minutes. The design of the Tiger Tool Puller eliminates damage to the equipment being repaired and permits the option to push on either the driveline or the u-joint cross.



NSN: 5120-01-426-3308
Part No: Mark2
Fits: 1.25" to 1.7" bearing cups
Mfgr: Tiger Tool International
Price: \$140.05 ea

NSN: 5120-01-426-6538
Part No. Mark1
Fits: Driveline series 1500-1800
Mfgr: Tiger Tool International
Price: \$276.51 ea

NSN: 5120-01-426-3317
Part No: Mark3
Fits: 1" to 1.25" bearing cups
Mfgr: Tiger Tool International
Price: \$96.96 ea

Contact: Tools and Appliances Commodity Center Marketing at (816)926-2390 or FAX (816)926-1271 or e-Mail: marketing.R6-tools@gsa.gov.

Appliances Now Available On GSA Advantage!TM

We are very excited to announce that the appliances listed in the "Spring 1996 GSA Supply Catalog" and those listed in the "January 1996 Household and Office Appliances Catalog" are available for browsing and purchasing on the Internet through **GSA Advantage!TM** These items can be purchased with either your government purchase card or through normal FEDSTRIP/MILSTRIP requisitioning. If you require additional information regarding **GSA Advantage!TM** please **contact: Rhonda Althaus, Phone: (816)926-7398 DSN: 465-7398 Fax: (816)926-1271 DSN: 465-1271 E-Mail: rhonda.althaus@gsa.gov**

Coming Soon.....ASAP Appliances on GSA Advantage!TM At this time, the appliances listed in the ASAP, Appliances and Service Acquisition Program, catalog cannot be procured through **GSA Advantage!TM** Please watch for future updates.

For general questions on GSA appliances, please contact **Gail Allen, (816)926-2389, FAX (816)926-1271 or E-Mail gail.allen@gsa.gov.**

Versatile Tool Is a Handy Pocket or Tool Box Addition

Leatherman Knives In Stock !



5110-01-430-5046 Knife, Pocket \$55.04
P/N 63010101 MFR. Leatherman Tool Group: "Super Tool", Stainless Steel Finish, Leather Sheath, O/A Lg 4-1/2 inches Closed. (see above)

5110-01-430-5043 Knife, Pocket \$59.35
P/N 63020101 MFR. Leatherman Tool Group, "Super Tool", Black Oxide Finish, Leather Sheath, O/A Lg 4-1/2 inches Closed.

5110-01-430-5045 Knife, Pocket \$59.35
P/N 63020201 MFR. Leatherman Tool Group, "Super Tool", Black Oxide Finish, Black Nylon Sheath, O/A Lg 4-1/2" Closed.

5110-01-430-5056 Knife, Pocket \$65.12
P/N 63030101 MFR. Leatherman Tool Group, "Super Tool" W/Cap Crimper, Stainless Steel, Leather Sheath, O/A Lg 4-1/2" Closed.

5110-01-430-5037 Knife, Pocket \$65.12
P/N 63030201 MFR. Leatherman Tool Group "Super Tool" W/ Cap Crimper, Stainless Steel, Black Nylon Sheath, O/A Lg. 4-1/2" Closed.

5110-01-430-5048 Knife, Pocket \$69.43
P/N 63040101 MFR. Leatherman Tool Group "Super Tool" W/ Cap Crimper, Black Oxide Finish, Leather Sheath, O/A Lg. 4-1/2" Closed.

5110-01-430-5039 Knife, Pocket \$69.43
P/N 63040201 MFR. Leatherman Tool Group, "Super Tool", W/ Cap Crimper, Black Oxide Finish, Black Nylon Sheath, O/A Lg 4-1/2" Closed.

5110-01-430-5053 Knife, Pocket \$50.44
P/N 61030101, MFR. Leatherman Tool Group, "Pocket Survival Tool" W/Cap Crimper, Stainless Steel, Leather Sheath.

5110-01-430-5041 Knife, Pocket \$51.44
P/N 61030201, MFR. Leatherman Tool Group, "Pocket Survival Tool", W/Cap Crimper, Stainless Steel, Black Nylon Sheath.

5110-01-430-5040 Knife, Pocket \$54.75
P/N 61040101, MFR. Leatherman Tool Group, "Pocket Survival Tool" W/Cap Crimper, Black Oxide Finish, Leather Sheath.

5110-01-430-5038 Knife, Pocket \$55.76
P/N 61040201, MFR. Leatherman Tool Group, "Pocket Survival Tool" W/Cap Crimper, Black Oxide Finish, Black Nylon Sheath.

5110-01-430-5047 Knife, Pocket \$43.10
P/N 61070101, MFR. Leatherman Tool Group, "PST II", Stainless Steel, Standard Leather Sheath, Contains Strong useful Scissors.

5110-01-430-5050 Knife, Pocket \$44.11
P/N 61070201, MFR. Leatherman Tool Group. "PST II" Stainless Steel, Black Nylon Sheath, Contains strong useful Scissors.

5110-01-430-5036 Knife, Pocket \$59.35
P/N 63020301, MFR. Leatherman Tool Group, "Super Tool", Black Oxide Finish, Camouflage Sheath, O/A Lg 4-1/2" Closed.

5110-01-430-5051 Knife, Pocket \$69.43
P/N 63040301, MFR. Leatherman Tool Group, "Super Tool", Black Oxide Finish W/Cap Crimper, Camouflage Sheath, O/A Lg. 4-1/2" Closed.

5110-01-430-5035 Knife, Pocket \$55.76
P/N 61040301, MFR. Leatherman Tool Group, "Pocket Survival Tool", Black Oxide Finish, W/Cap Crimper, Camouflage Sheath, O/A Lg. 4-1/2" Closed.

5110-01-425-7570 Knife, Pocket \$55.04
P/N 63010201, Leatherman Tool Group, 4-1/2 inches closed, 7 inches open, multiplier tool stainless steel, tool consists of clip point knife, serrated knife wood/bow saw, can/bottle opener, four screwdriver blades, wire stripper, and awl/punch.



Now Available!!

5110-01-430-5042 Knife, Pocket \$44.11
P/N 64010101, MFR. Leatherman Tool Group, "MICRA" Stainless Steel, W/O Sheath, Closes to 2-1/2" Lg., 11 Features, Unfolds to a Spring Action Scissors. (see above)

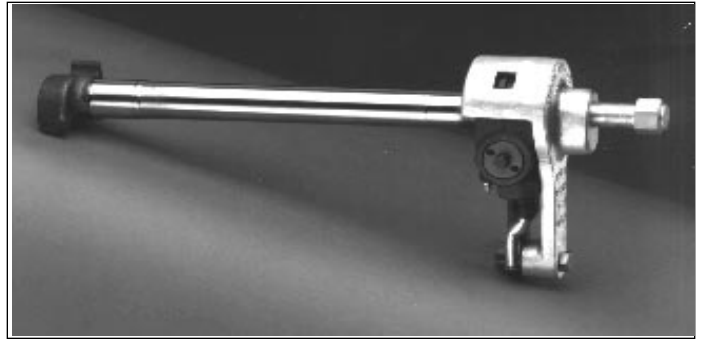
Contact Point: Kathy Fjoser, (816)926-3362, FAX (816)926-7182

Slack Adjuster Pullers Can Help Prevent Equipment Damage

This compact, one piece unit's self-aligning bolt quickly and easily positions the forcing screw. Just turn the bolt and you can remove the most difficult and rusted slack adjusters in a fraction of the time and eliminate damage to Government equipment.



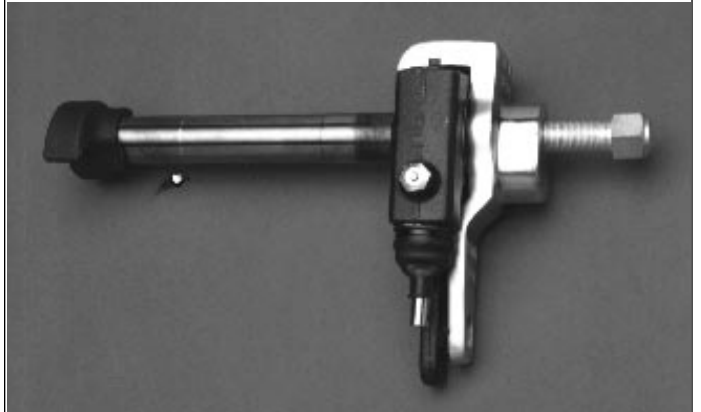
NSN: 5120-01-426-3321
Part Number: Mark6
Removes: Manual Slack Adjusters
Manufacturer: Tiger Tool International
Selling Price: \$132.87 ea



NSN: 5120-01-426-3323
Part Number: Mark9
Removes: Gunite, Bruner or Bendex Automatic Slack Adjusters
Manufacturer: Tiger Tool International
Selling Price: \$132.87 ea



NSN: 5120-01-426-3309
Part Number: Mark8
Removes: Haldex Automatic Slack Adjusters
Manufacturer: Tiger Tool International
Selling Price: \$132.87 ea



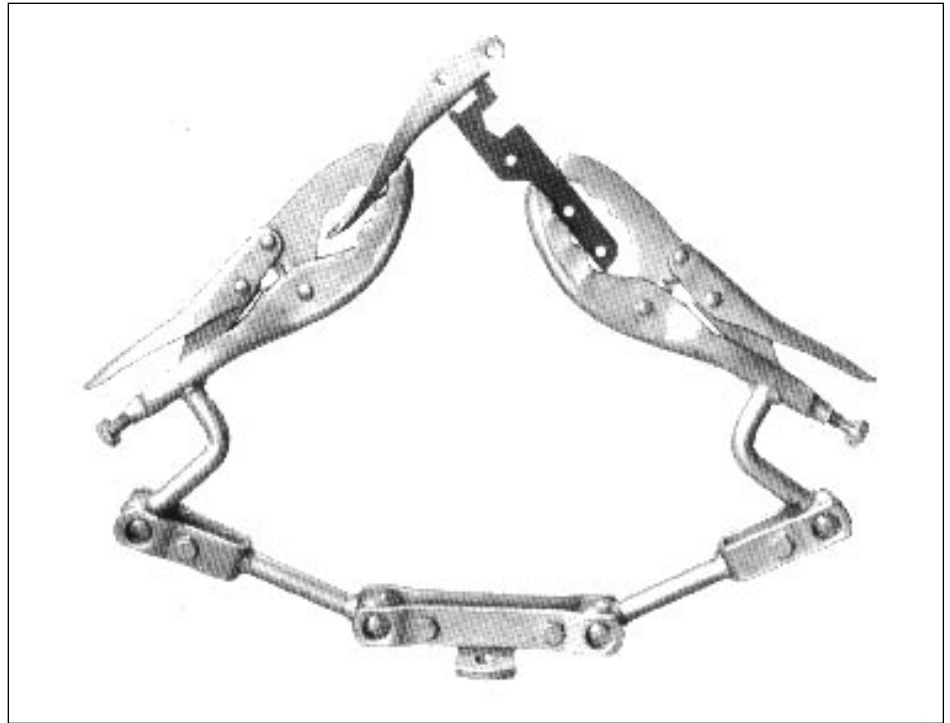
NSN: 5120-01-426-3301
Part Number: Mark7
Removes: Rockwell Automatic Slack Adjusters
Manufacturer: Tiger Tool International
Selling Price: \$132.87 ea

Contact: Tools and Applicances Center at (816)925-2390 or Fax: (816)926-1271 or e-Mail: marketing.R6-tools@gsa.gov.

Lobster Claws Hold Your Work Firmly, Free Your Hands

This universal work-positioner clamp holds your work firmly and allows you to keep both hands free. Four 360-degree ball joints adjust work arms and jaws into a myriad of positions. Vise clamp jaws adjust from 0" to 2-3/4" opening with a jaw depth of 2-1/2". Joints are treated to repel weld spatter. Heavy steel clamp is easily bolted onto your workbench or clamped in a vise.

Part Number: 1502
Manufacturer: Metalworking Services
Selling Price: \$46.12 ea
Min. Quantity: 6



NSN: 5120-01-426-3024

New Website Set For Customer Supply Centers

You're invited to visit GSA's new CSC Web Site: <http://pub.fss.gsa.gov/c-assist/csc.htm>

While visiting other commercial office Web Sites, we came across the CSCs on the 3M Web Site. So, after you visit us on our Web Site, check us out on the 3M Web Site at: <http://www.mmm.com>. Once you're there, click on "Market Centers" and then click on "Government" and finally scroll down to "3M Products Available Through GSA Customer Supply Centers."

If you happen to see us on other Web Sites, we'd love to hear about it. Contact us by writing to Shelley Edwards at: shelley.edwards@gsa.gov.



GENERAL PRODUCTS

A NIP New Item

Just doing GSA's part for the environment with the...

FRESH WATER SAVER "DORSEY RECOVERY SYSTEM"

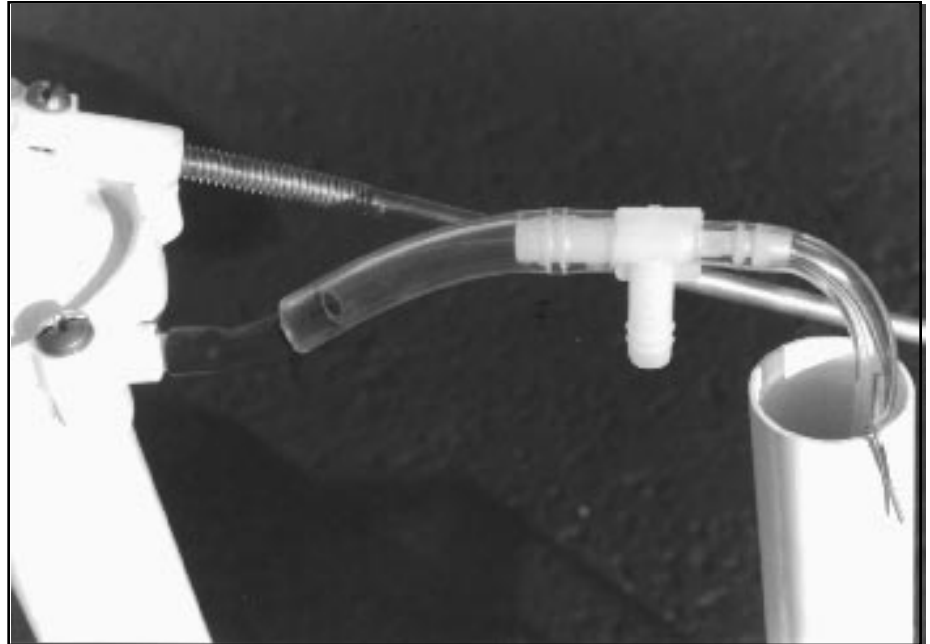
As retrofit toilets waste water, "Dorsey Recovery" recovers and recycles 1/2 to 1-1/2 gallons of fresh water with every flush. It does not change the actual flush cycle, but recovers water previously totally wasted because of excessive water being forced down the overflow tube. Designed for common three through five gallon toilets made prior to 1992.

"Saves money on water coming in, going out, and water treatment."

Try this exercise,

- Take the lid off the back of the toilet and flush, as the flapper closes, check the bowl. (It's full).
- Notice fresh clean water being forced down the overflow tube. (This is totally wasted fresh water).
- Pour a bucket of water in a toilet bowl, its self leveling--any excess goes straight to the sewer.

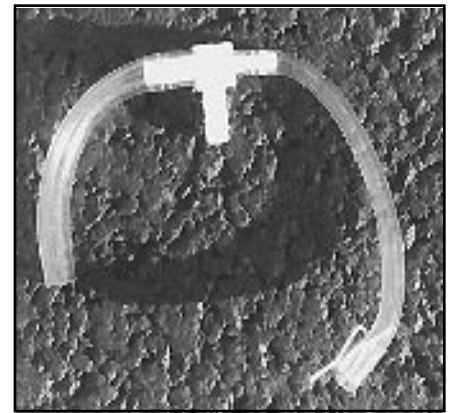
Like the water going down the overflow tube, "Dorsey Recovery System" recovers 95 to 100 percent of this water. This device sends the required amount into the



bowl and captures all excess water and places it back into the tank for the next flush. This device also reduces toilet overflow problems.

GSA does its part for the environment so you can do yours. Order now under NSN 4510-01-387-1356 for only \$3.80 each. Check out this new item and more by visiting the GSA General Products Center's new homepage at <http://www.gsa.gov/regions/7fss>.

Contact: Mary Ann Swearigen, (817) 978-8377, Fax (817) 978-8634



Visit the General Products Center's Home Page On the Internet!

You can find us at:

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

A NIP New Item

Power Solutions for the Tactical Environment

Tired of wasting your funds on throw-away batteries? Look at systems-- available now via GSA-- designed to survive your requirements and operate worldwide.

These systems include Power Supplies, Power Adaptors and Briefcase Systems available now for the following transceivers and amplifiers:

AN/LST-5	AN/PRC-113	AN/PRC-117
AN/PRC-138	AN/PSC-3	AN/PSC-5(EMUT)
AN/PSC-7	AN/PSC-10	AN/URC-200
KY-57/KY-99	AM-50/AM-6000	MST-20/HST-4

Battery Chargers for field use include:

BB-490/U	BB-590/U	BB- 690/U
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... and there are many others. You can view the entire McDowell Research Corporation catalog, which is accessible on the Internet at <http://mrc-power.com>.

Available to order now under the following NSN's:

<u>MODEL</u>	<u>NSN</u>	<u>PRICE</u>
MRC-5 W/O Battery	6150-01-431-2447	\$ 2,436.75
MRC-6 W/O Battery	6150-01-431-2462	\$2,385.45
MRC-8 W/O Battery	6150-01-431-2448	\$2,385.45
MRC-16	6150-01-431-2457	\$2,359.80
MRC-5AC W/O Battery	6150-01-431-2437	\$1,282.50
MRC-8AC W/O Battery	6150-01-431-2452	\$1,385.10
MRC-8DC W/O Battery	6150-01-431-2444	\$1,282.50
MRC-17AC W/O Battery	6150-01-431-2461	\$ 1,179.90
MRC-17DC W/O Battery	6150-01-431-2445	\$ 1,179.90
MRC-9 AC/DC	6150-01-431-2458	\$ 2,641.95
MRC-9AC	6150-01-431-2442	\$ 1,179.90
MRC-9DC	6150-01-431-2459	\$ 1,179.90
MRC-15AC	6150-01-431-2450	\$ 1,846.80
MRC-5590	6150-01-431-2438	\$ 1,282.50
MRC-16 AC/DC 2 AMP	6150-01-431-2454	\$ 1,590.30
MRC-28 AC/DC	6150-01-431-2449	\$ 1,692.90
MRC-22 AC/DC	6150-01-431-2439	\$ 1,692.90
MRC-24 AC/Charger	6150-01-431-2460	\$ 1,846.80
WKW-5	6150-01-431-2451	\$ 323.19
WKW-5M	6150-01-431-2443	\$ 343.71
Sunburst Box	6150-01-431-2453	\$ 482.22

Contact: Lyn DePriest (817) 978-2998, Fax (817) 978-8634

GSA, DOE Establishing a Basic Ordering Agreement For Commercial Purchase of 100- to 2,000-Ton Centrifugal and Rotary Screw Water-Chillers

Through the cooperative efforts of the Department of Energy and the General Services Administration, a Basic Ordering Agreement (BOA) to simplify procurement of chillers for cooling applications by Federal agencies is being established. This first-of-a-kind and cost-saving procurement vehicle for acquiring major industrial equipment is a cooperative approach that advances energy efficiency, stratospheric ozone layer protection, and procurement streamlining goal called for in law and Executive Orders.

Use of the BOA is linked with a Developed Equipment Specification (DOE) for 100 to 2,000-ton Commercially Available Centrifugal and Rotary Screw Water-Chilling Packages to serve as the underlying technical documentation for the procurement process. A constructive partnership with industry involving the five major domestic vendors that produce large-tonnage water-cooled chillers has been an integral part of this effort. The specification includes energy efficient criteria consistent with the requirements of Section 161 of the Energy Policy Act of 1992 and Executive Order 12902, which direct Federal agencies to purchase products in the upper 25% of energy and water efficiency. It also stipulates competitive award based on the uniform application of Federal life-cycle cost (LCC) evaluation methods and inputs, which saves the government more money in the long run than buying chillers on the basis of lowest initial cost. The specification is written broadly enough to allow agencies to purchase chillers meeting their site-specific requirements.

The Basic Ordering Agreement went into effect November 15, 1996.

You can visit the GSA General Products Center's new home page at <http://www.gsa.gov/regions/7fss>.... or write us at : General Services Administration (Region 7), 819 Taylor Street, Room 6A24, Fort Worth, TX 76102-6114.

Contact: Jane Parman, (817) 978-2929, Fax (817) 978-4366, Email: jane.parman@gsa.gov

LET GSA GIVE YOU A LIFT!!

Select from a wide variety of models and brands of forklifts on the Multiple Award Federal Supply Schedule 39 II B - Forklifts. GSA can meet your requirements for electric, gasoline, LPG, and diesel-powered forklift trucks ranging from narrow aisle electrics to diesel-powered booms, container handlers, and, yes, even truck mounted. Current brands include:

**BIG JOE
SELLICK
INGERSOLL RAND
HYSTER
PRIME MOVER
LIFTKING
MASTERCRAFT**

**YALE
JCB
WIGGINS
MANITOU
KOMATSU
MOFFETT MOUNTY**

**CLARK
TRAK
CASE
SISU
KALMAR
DAEWOO**

If you have technical questions regarding the LIFT Program, please call Sheila Brannan, Contracting Officer, (817)978-8421. You may also talk to Sheila via the Internet by visiting the GSA General Products Center's Home Page at <http://www.gsa.gov/regions/7fss>. Come interact with Sheila in the Multiple Award Section of the home page. This section contains a listing of all the multiple awards schedules and can help you locate items available under those schedules, as well as directly link you to each of the contract specialists. For ordering information, you may contact Susan Clark, Purchasing Agent, (817)978-8650.

Contact: Sheila Brannan, (817) 978-8421, Fax (817) 978-8634, E:Mail: sheila.brannan@gsa.gov

A NIP New Item

GSA Offers “Ever-Rich,” An Environmentally Safe, All Natural Organic Fertilizer... and Gardeners Love It!

(Maybe because it has a clean earthy smell, even when wet!)

Ever-Rich Is A Fast Acting, Slow Release Fertilizer

--- In as little as 72 hours a “green-up” can be seen as a result of a prolific growth of nitrogen fixing bacteria.

--- Most of the nitrogen in Ever-Rich is insoluble in water, which makes it long lasting.

Ever-Rich Is Easy To Apply, With Many Uses

--- Commercial & Residential Lawns & Gardens

--- Top Dressing For Crops & Turf Grasses

--- Inoculate For Composting

--- Golf Courses & Landscape Maintenance

--- Transplanting Potted Trees & Plants

Ever-Rich Is More Than A Fertilizer

Unlike ordinary fertilizers, Ever-Rich contains one of the world’s most effective organic bio-enzymes. Research and field

trials have demonstrated such benefits as:

--- More Vigorous Plant Growth

--- Increased Assimilation of Nutrients & Moisture

--- Greater Marketable Crop Yields

--- Increased Resistance To Stress From Frost, Disease & Insects
Ever-Rich is available now through GSA under the following NSN’s.

<u>Product</u>	<u>NSN</u>
20 LB Bag/100 Pallet	8720-01-429-5158
40 LB Bag/ 50 Pallet	8720-01-429-5159
8 LB Bag in a Box	8720-01-435-3308
16 LB Bag in a Box	8720-01-435-3309
24 LB Bag in a Box	8720-01-435-3310

(Please contact Liz Simms for pricing, quantity breaks and zonal pricing exist.)

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

Contact: Lyn DePriest, (817) 978-2998, Fax (817) 978-8634

About the New Item Program (NIP)

The New Item Program is GSA’s way of bringing the Government procurement community in touch with new or 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. Any questions you might have can be answered by:

Mary Ann Swearingen

GSA/FSS

General Products Center (7FXG-U5)

819 Taylor Street

Fort Worth, TX 76102

(817) 978-8377

Fax (817) 978-8634

Lyn DePriest

GSA/FSS

General Products Center (7FXG-U6)

819 Taylor Street

Fort Worth, TX 76102

(817) 978-2998

Fax (817) 978-8634

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

Presenting a NIP New Item: the Tri-Max 30 Cold Compressed Air Fire Suppression System

“The Fire Suppression System for the Twenty-First Century”

Stanley Manufacturing of Redding, CA, is now offering a small, fully mobile Compressed Air Foam (CAF) system for flammable liquid and structure fire suppression. The TRI-MAX 30 Mobile Fire Foam System incorporates the same advanced technology provided by Stanley Manufacturing to the U.S. Army to safeguard flightline (hot refueling) operations and mobile fuel depots in a unit small enough to fit in elevators, through doorways, on small utility vehicles, and on construction equipment. One person can easily move and operate this system with minimal training.



Before TRI-MAX 30 units became available, compressed-air foam systems required a minimum of a three-quarter ton truck to transport the apparatus needed to generate compressed-air foam, which was costly both to acquire and to maintain. The compactness of this unique system is a major breakthrough in size, maintenance, and cost of operations.

Current powder chemical and vaporizing gas fire extinguishing systems have minimal discharge range capability (20 feet or less) with little or no reflash protection. Clothing worn by ground and flight crew members during hot refueling does not

TRI-MAX 30 Has Been Proven Effective In Fires Generated By Hot Refueling

offer adequate protection from the heat generated by a fuel fire. Frequently, the heat from the fire is so intense that they cannot get close enough for the extinguishing agent from these antiquated systems to even reach the edge of the fire. The TRI-MAX 30 unit has a discharge range of 80-100 feet with a 300-gallon per minute discharge capacity, thus offering a much safer environment for the personnel operating the system.

TRI-MAX 30 is now available through GSA under NSN 4210-01-429-3863 for

\$3,997.40, FOB Destination. Department of Defense (DOD) should fax their MILSTRIP requisitions directly to GSA at (817) 978-2605 or mail to GSA/FSS/General Products Center, 819 Taylor Street, Fort Worth, TX, 76102-6195. Please fax or mail your order to the attention of Bob Watson. For additional ordering information please contact: **Bob Watson, (817) 978-2593 ext. 3018.**

Contact: Mary Ann Swearingen, (817) 978-8377, Fax (817) 978-8634

50% Sale !

GSA is offering the following reduced items 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.

GROUT MATERIAL - Rapid setting. Premixed; sets in 35 minutes under normal conditions. Military Spec MIL-G-81830. DR contains 100 lb. Contact: Shirley M. Stroud (817) 978-2046 Fax: (817) 978-8600, E:mail: shirley.stroud@gsa.gov

NSN: 5610-01-024-6981
U/I: DR
QTY: 874
Sale Price: \$48.84

FENCE STAY - Fence stay with cinch is made of 9-1/2 gauge twisted galvanized steel wire; features screw-on installation. In accordance with ASTM A 641. Contact: Maria White, (817) 978-3492, Fax: (817) 978-8600, E:mail: maria.white@gsa.gov

NSN: 5660-00-607-0287
U/I: HD
QTY: 96
Sale Price: \$17.98

A NIP New Item

MicroSoil... A Natural Soil Amendment for Horticulture and Sustainable Agriculture

MicroSoil does not fall under the regulatory authority of the United States Environmental Protection Agency as per the Federal Insecticide Fungicide Rodenticide Act (FIFRA). It is a breakthrough formulation of natural, non-toxic, nitrogen-fixing micro-organisms including enzymes, vitamins and minerals which stimulate optimal biological activities in all aspects of plant life, including, but certainly not limited to, the following:

- Reduces fertilizer costs by permitting the “tapping” of another source of nitrogen and other plant nutrients, thus reducing the normal need to supply supplemental chemical fertilizers by 50 - 70%.
- Increases the number of nitrifying and nitrogen fixing micro-organisms in the soil profile.
- Promotes better soil tilth, improved infiltration and water retention capacity of soil.
- Increases availability of minor nutrients and trace minerals and helps to balance pH of the soils.
- Reduces loss of NPK and other fertilizers to vaporization and leaching by up to 50% resulting in less contamination of water supply.
- Applicable to all field crops, thereby helping farmers manage crop residues for greater profits.

How Do I Use MicroSoil?

One gallon of MicroSoil concentrate, diluted with 100 parts of water, effectively initiates natural biological activities in up to 10 acres/ 4 hectares for most crops. For specific applications and other data, see information booklet available through Bio Organic Supplement Corp.

What is the Cost of MicroSoil?

-- 1 quart (1.946 liter) sample, with Information Booklet NSN 8720-01-429-5151	Price \$51.30
-- 1 gallon (3.785) sample, with Information Booklet NSN 8720-01-429-5153	\$164.16
-- 1 drum, 55 gallons (208.17 liters), with Information Booklet NSN 8720-01-429-5155	\$8,125.92
--- Quantity Discount @ 10 plus drums	\$6,907.03 (per drum)

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

Contact: Lyn DePriest, (817)978-2998, Fax (817)978-8634



GSA INTERAGENCY TRAINING

We've Made Some Changes !

Since the GSA Interagency Training Center Course Catalog, Nationwide Training Opportunities, was issued in August 1996, we've added a new course to our Fiscal Year 1997 offerings and revised or canceled a few others. The new course being offered is:

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

Intended for: Federal Government contracting officers and contracting specialists.

Prerequisite: Introduction to Contracting (Course No. 1200).

Developed by the Federal Acquisition Institute, this course covers identifying and gathering the information needed to prepare a solicitation on Standard Form 1449, including use of FAR Part 12 and the optional combined synopsis/solicitation. Students learn to establish reasonable response times; tailor standard provisions/clauses to incorporate customary terms/conditions; identify applicable terms/conditions required by statute or executive order; determine when inclusion of an addendum requires a FAR deviation; and use addenda to the solicitation to analyze and negotiate terms/conditions proposed by offerors.

The course also addresses administration of contracts awarded using the SF 1449. Topics include applying an overall approach to inspection and acceptance of commercial items; rejecting work after acceptance; determining when delay is excusable; terminating contracts for convenience; terminating contracts for cause; applying warranties of merchantability and fitness for a particular purpose; and enforcing contractual requirements.

2nd Quarter Classes

<u>Course</u>	<u>Date</u>	<u>Location</u>
2226-07	Jan 13-14	Kansas City, MO
2226-08	Jan 21-22	St. Louis, MO
2226-09	Feb 3-4	Ft. Worth, TX
2226-10	Feb 3-4	Washington, DC
2226-11	Feb 18-19	San Antonio, TX
2226-12	Feb 24-25	Albuquerque, NM
2226-13	Mar 10-11	Los Angeles, CA
2226-14	Mar 17-18	San Francisco, CA
2226-15	Mar 24-25	Portland, OR
2226-16	Mar 31-Apr	Seattle, WA

3rd Quarter Classes

2226-17	Apr 7-8	Salt Lake City, UT
2226-18	Apr 10-11	Denver, CO
2226-19	Apr 14-15	Minneapolis, MN
2226-20	Apr 21-22	Norfolk, VA
2226-21	Apr 28-29	Washington, DC
2226-22	May 5-6	Philadelphia, PA
2226-23	May 12-13	New York, NY
2226-24	June 9-10	Boston, MA
2226-25	June 23-24	Atlanta, GA

4th Quarter Classes

2226-26	Jul 14-15	Chicago, IL
2226-27	Jul 28-29	Kansas City, MO
2226-28	Aug 11-12	Ft. Worth, TX
2226-29	Aug 18-19	San Francisco, CA
2226-30	Aug 25-26	Washington, DC
2226-31	Sep 8-9	Seattle, WA
2226-32	Sep 15-16	Washington, DC

BOAC NUMBERS

If you don't know your Billed Office Address Code (BOAC) but would like to, call us at: **(816) 926-7519.**

(Please note: This is a new telephone number.)

Supply Classes Set For 2nd, 3rd Quarters FY97

2nd Quarter Supply Classes

FEDSTRIP (Course #1600, \$380.00)

1600-02	1/6-10/97	San Francisco, CA
1600-03	2/3-7/97	Washington, DC
1600-04	3/24-28/97	Washington, DC

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

1620-03	1/27-31/97	Washington, DC
1620-04	2/10-14/97	Sacramento, CA
1620-05	3/24-28/97	Washington, DC

Inventory Management (Course #1640, \$380.00)

1640-03	1/13-17/97	Washington, DC
1640-04	2/24-28/97	San Diego, CA

MILSTRIP (Course #1660, \$380.00)

1660-04	1/6-10/97	Ft. Worth, TX
1660-05	2/3-7/97	Atlanta, GA
1660-06	2/10-14/97	Washington, DC
1660-07	3/10-14/97	Seattle, WA

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

1680-04	1/13-17/97	Washington, DC
1680-05	1/27-31/97	Ft. Worth, TX
1680-06	2/10-14/97	Philadelphia, PA
1680-07	3/3-7/97	Atlanta, GA
1680-08	3/17-21/97	Washington, DC

3rd Quarter Supply Classes

FEDSTRIP (COURSE #1600, \$380.00)

1600-05	4/21-25/97	Kansas City, MO
1600-06	4/21-25/97	New York, NY
1600-07	5/12-16/97	Washington, DC
1600-08	6/2-6/97	Washington, DC
1600-09	6/16-20/97	Philadelphia, PA

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

1620-06	4/7-11/97	Atlanta, GA
1620-07	5/19-23/97	Washington, DC
1620-08	6/2-6/97	Kansas City, MO

Inventory Management (Course #1640, \$380.00)

1640-05	4/7-11/97	Las Vegas, NV
1640-06	4/28-5/2/97	Washington, DC
1640-07	5/19-23/97	Washington, DC
1640-08	6/23-27/97	Kansas City, MO

MILSTRIP (Course #1660, \$380.00)

1660-08	4/14-18/97	Washington, DC
1660-09	4/21-25/97	Denver, CO
1660-10	5/12-16/97	Philadelphia, PA
1660-11	6/16-20/97	New York, NY
1660-12	6/23-27/97	Washington, DC

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

1680-09	4/28-5/2/97	Seattle, WA
1680-10	5/5-9/97	Norfolk, VA
1680-11	5/19-23/97	Washington, DC
1680-12	6/2-6/97	Denver, CO

For course information, please contact Janet Wood via telephone, on (703) 603-3264, or fax, on (703)603-3258. To register by mail, 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 by phone using a credit card, from Federal offices or the Washington, DC metropolitan area, please call (703)603-3216, otherwise call 1-800-489-7824.

TQM Training Can Help Improve Performance

TQM shows the way to deliver improved productivity, better customer satisfaction, and superior quality for now and in the future. If you're having to do more with less, if you must produce, analyze, or approve plans, objectives or goals, if you want to communicate clearly about the quantitative aspects of performance and results... ITC will come on-site and offer the following courses to help you:

Building Facilitation Skills, #931

Develops meeting and leadership skills to assist with implementing quality teams or any key leadership role.

Building Quality Teams, #930

Studies the important team roles of facilitator, team leader and team member; team dynamics and team development.

Creating A Customer-Focused Organization, #903

Identifies key actions needed to focus an organization on continually improving service to internal and external customers.

Diversity Awareness, #941

Concentrates on how personal diversity issues affects abilities to deal with an increasingly diverse workforce.

Focusing On Results: Developing and Implementing Performance Measurement Systems, #925

Offers a way to learn to develop, collect, and analyze data an organization needs to continually improve its performance.

Introduction To Team Building and Tools, #917

Develops interpersonal and meeting skills as a facilitator or team leader by working in teams.

Making It Happen: Leadership Roles For Getting Started, #911

Presents a strategic, integrated approach for involving every employee in continual improvement.

Quality and Diversity: The Crucial Coalition, #940

Melds principals of diversity and TQM.

Strategic Quality Planning, #912

Develops skills in the use of long-term strategies by using the elements for strategic planning in the Presidential Award for Quality and Public Law 103-62.

The Hidden Customer, #900

Assists with implementation of customer service skills and awareness.

TQM: An Overview, #910

Is an overview of the concepts and principles of TQM.

TQM: Using the Tools To Get Started, #920

Analyzes work processes and applies the tools to begin implementation of TQM.

For more information or to inquire how to bring one of these courses to your location, call ITC at (703)603-3216

ITC Course Cancellations/Revisions for FY 1997

Cancellations:

Basic Elements of Property Management and Property Management for Custodial Officers. These two courses will be combined into one 4-day course entitled **Basic Property Management Techniques**.

Assignment and Utilization of Space. Course material will be incorporated into **Federal Space Management: Policies and Procedures**.

Acquisition of Federal Information Processing Resources (Course #2231)

Introduction to Federal Projects and Historic Preservation Law (Course #1415)

Revisions:

Federal Space Management Policies and Procedures (Course #1405). This course will incorporate material from **Assignment and Utilization of Space (Course #1490)** which has been cancelled.

Personal Property Utilization and Disposal (Course #1430). This course has been updated to include changes mandated by recent legislation.

For more information, call the ITC at 703/603-3216

2nd Quarter Travel Classes Revised

The following courses for 2nd Quarter FY 1997 have been revised:

Temporary Duty Travel (Course #1600, \$380.00)

1760-05	January 21-24	Washington, DC
1760-06	February 18-21	Philadelphia, PA
1760-07	February 18-21	Washington, DC
1760-08	March 17-20	Washington, DC
1760-09	March 24-27	Denver, CO
1760-10	March 31-April 3	Washington, DC

Federal Travel Regulation (FTR) teaches students how to identify travel allowances for Federal agency personnel on temporary duty (TDY) travel in accordance with the FTR. It covers such things as travel vouchers, commercial transportation, and categories of travel authorizations.

Temporary Duty Travel: Department of Defense JTR, Vol. II (Course #1770, \$395.00)

#1770-02	February 10-13	Washington, DC
#1770-03	March 3-6	Washington, DC
#1770-04	March 24-27	San Diego, CA

Identifies travel allowances and entitlements for Department of Defense (DOD) civilian personnel on temporary duty (TDY) in accordance with the Joint Travel Regulations, Vol. II.

Relocation Allowances: FTR and JTR, Vol. II (Course 1745, \$465.00)

#1745-03	January 28-31	Washington, DC
#1745-04	February 11-14	Denver, CO
#1745-05	February 11-14	Washington, DC
#1745-06	February 25-28	Seattle, WA

Explains how to determine eligibility for allowances for civilian employees making a permanent change of station.

ITC also offers computer-based travel courses

Travel Manager Plus DOS 4.0 Temporary Duty (TDY) (#1766, \$350.00)

#1766-04	January 21-22	Washington, DC
#1766-05	February 24-25	Washington, DC
#1766-06	March 3-4	Washington, DC

Enables the user to automate many routine tasks and cut processing time in half.

Travel Manager Windows 5.0 (#1769, \$350.00)

#1769-04	January 22-23	Washington, DC
#1769-05	February 27-28	Washington, DC
#1769-06	March 5-6	Washington, DC

Teaches students to use computer software to automatically calculate travel costs and allowances to produce a correct travel form.

If you have a computer class-room, these courses can be presented on-site. The times can also be changed to 2 days for your convenience. For more information, call the ITC at (703)603-3216.

Please Note: Customer Supply Center Phone Number Changes

Schofield Barracks, HI

(808)655-1284

(808)655-1356

(808)655-7156

Fax: (808)655-0452

Chicago, IL CSC

Discrepancy/Inquiries

(312)347-6782



PAINTS & CHEMICALS

Important News Bulletin About "High Purity No Flash" (formerly "No Flash") Cleaning Compound

Attention Users of "High Purity No Flash" Replacement for CFC 113/Freon 113 (1,1,1-Trichloroethane) for Cleaning Breathing Oxygen Equipment and Various Other Applications.

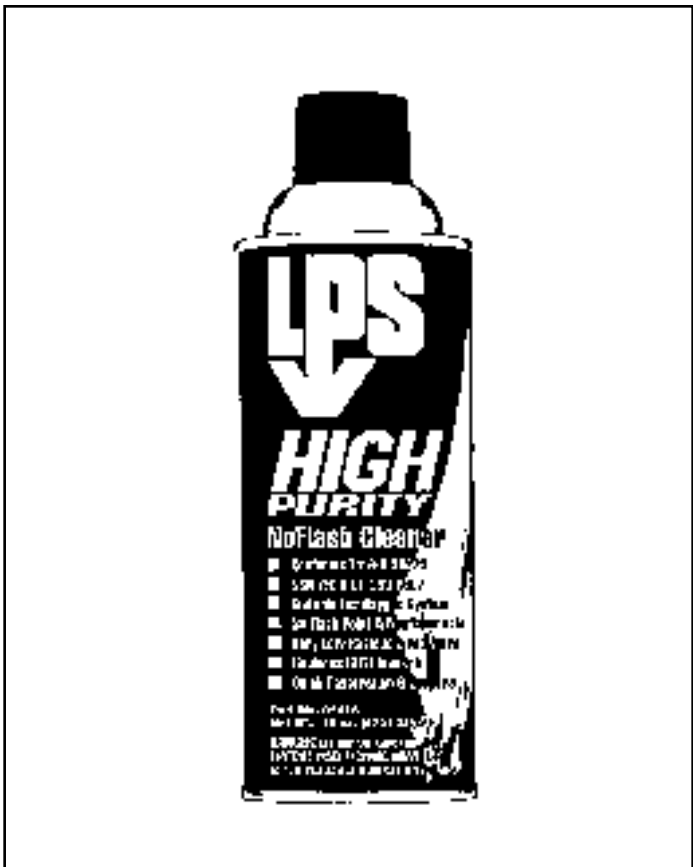
GSA is now distributing NSN 7930-01-398-0987, cleaning compound for breathing oxygen equipment. The quality deficiency previously reported in our December 1995 Marketips has been corrected. Ample stock is now available for immediate issue to all Military and Federal Civilian Agencies. This product:

- Conforms to A-A-50425
- Suitable for Cleaning Oxygen System Apparatus
- No Flash Point/Nonflammable
- Very Low Residue and Moisture
- Quick Penetration and Evaporation
- Replaces CFC Cleaners

Order through normal FEDSTRIP/MILSTRIP procedures.

7930-01-398-0987
BX
12 15-oz Aerosol Cans
\$189.43

Contact: Warren Hayashi, (206)931-7050 or 1-800-241-7246, ext.7050



New Type of Paint Stripper Added to Program

A new type of chemical paint stripper has been added to our Commercial Architectural Paint Products Program. Safe for you, your employees and the environment, this paint remover is biodegradable, and does not contain methylene chloride, chlorinated solvents, dibasic esters, glycol ethers, ketones, alcohols, or caustic alkalis. It is non-flammable, non-caustic and ozone-safe. As a gel it can be brushed, rolled or pressure sprayed to strip paints, varnish enamel and lacquers. It can be wiped or rinsed away, has excellent vertical cling, and a VOC of 600 g/L. Order through normal FEDSTRIP/MILSTRIP procedures. There is a \$100 minimum order quantity.

NSN: 8010-01-434-2090
 U/I: BX (4 - 1 gallon cans)
 Price: \$122.92

NSN: 8010-01-434-2093
 U/I: CN (5 gallons)
 Price: \$145.95

Contact: Yolanda Trevino, (206) 931-7090

Pass It On...Paints and Chemicals Center Gathers Customer Testimonials On Rust Inhibitive Primer Coating

We get calls periodically from customers who have found great applications and/or results with products provided by the Paints and Chemicals Center. We love to pass this information on....so here goes. This issue highlights one of our rust inhibitive primer coatings.

Our engineering department has received several calls on what a great job NSNs 8010-00-056-9522 and 8010-00-852-8013 do to stop rust on previously rusted steel surfaces. Unlike some corrosion conversion products, this primer coating produces a smooth, uniform layer over the entire surface. One testimonial we received was from a Forest Service Fire Cache. The primer was tried on fire fighting tools during the refurbishing process. At less than half the price of the conversion coating they were using, the Fire Cache found a great product, saved money, and is now recommending it to 10 other Fire Caches.

If you would like to try this Rust Inhibitive Primer Coating, order it through your normal process using the following information:

<u>NSN</u>	<u>U/I</u>	<u>Price</u>
8010-00-056-9522	CN (5 GL)	\$108.90
8010-00-852-8013	GL	\$ 21.14

Contact: Irv Ostrich at (206) 931-7173

New Nonslip Aerosol Coating Now Available

What could be simpler? An aerosol spray-on nonslip coating, that's what. GSA now has under contract a slip-resistant epoxy coating spray that dries to a hard, flat, gritty textured finish. The long-lasting grit helps prevent slips from water, slush, oil and grease. The synthetic grit contains no sharp edges. Use it on steps, ramps, public restrooms, around machinery, running boards, ladders, boats, shower areas, or anywhere slippery conditions exist. It dries in 2 hours to walk on, and covers 75 to 100 square feet per can. A simple spray application - what could be easier?

NSN: 8010-01-434-2116
U/I: BX (12 16-ounce cans)
Price: \$225.40
Color: Gray

NSN: 8010-01-434-2095
U/I: BX (12 16-ounce cans)
Price: \$225.40
Color: Yellow

NSN: 8010-01-434-2100
U/I: BX (12 16-ounce cans)
Price: \$225.40
Color: Clear

NSN: 8010-01-434-2091
U/I: BX (12 16-ounce cans)
Price: \$225.40
Color: Black

Contact: Donna Beyer, (206) 931-7882

New Products Available under GSA's New Line of Commercial Cleaning Supplies Program

Customers continue to rave about our new line of commercial cleaning products. Additional vendors have been awarded contracts and now provide more new products for your cleaning needs. Following is a listing of the new contractors and products now available under this program. Our program is continually expanding. To keep our customers informed of new contractors and products, we are publishing them in MarkeTips. Over 75 vendors and over 1,250 items are published in our free commercial products catalog. Look below to see how you can receive yours.

Knight Marketing Corporation (Contract GS-10F-40217, effective November 1996)

Total Look Premium Tire & Vinyl Dressing

NSN	P/N	U/I		Price
8030-01-347-0967	24317	BX	12 - 16 OZ	\$58.73
7930-01-418-1488	24301	BX	4 - 1 GL	\$92.71
7930-01-418-1491	24305	CN	5 GL	\$102.59
7930-01-418-1495	24315	DR	15 GL	\$291.80
7930-01-418-1496	24355	DR	55 GL	\$972.74

Vitrik Premium Cream Wax

7930-01-383-7942	28116	BX	12 - 16 OZ	\$ 61.93
7930-01-418-1497	28164	BX	6 - 12 GL	\$ 78.49

Odor Eliminator - Odor Neutralizer & Air Freshener

7930-01-418-1499	23016	BX	12 - 16 OZ	\$ 42.48
7930-01-418-1503	23732	BX	12 - 32 OZ	\$ 55.41
7930-01-418-1506	23701	BX	6 - 1 GL	\$ 88.65
7930-01-418-1508	23755	DR	55 GL	\$660.24

Grez-off "Top Rated" Heavy Duty Degreaser

7930-01-383-7926	22732	BX	12 - 32 OZ	\$ 44.20
7930-01-418-1509	22701	BX	6 - 1 GL	\$ 58.92
7930-01-423-1292	22705	CN	5 GL	\$45.96
7930-01-418-1510	22715	DR	15 GL	\$133.44
7930-01-418-1513	22755	DR	55 GL	\$392.76

Gloss Car Wash Ultra High Sudsing Car Wash Soap

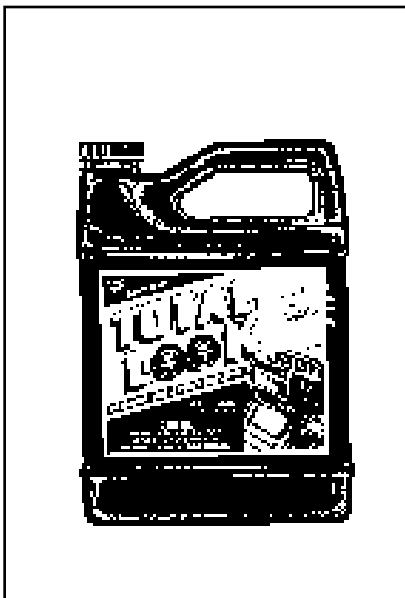
7930-01-418-1473	21716	BX	12 - 16 OZ	\$ 33.12
7930-01-418-1474	21101	BX	6 X 1 GL	\$ 66.30
7930-01-418-1476	21105	CN	5 GL	\$ 49.84
7930-01-418-1480	21115	DR	15 GL	\$146.36
7930-01-418-1481	21155	DR	55 GL	\$462.17

Suds 'N Glo

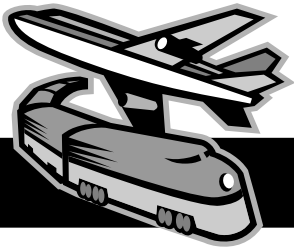
7930-01-418-1482	16105	CN	5 GL	\$ 58.64
7930-01-418-1483	16155	DR	55 GL	\$537.67

Glass & Stainless Steel Cleaner

7930-01-383-7923	23323	BX	12 - 23 OZ	\$ 28.53
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If you have a copy of this commercial products catalog, please add this information to it. To receive a copy of our new free March 1997 Commercial Cleaning Supplies Catalog (CAMP-T001), call or FAX your Activity Address Code, agency name, contact name, address, telephone number and FAX number to the Centralized Mailing List Service, PO Box 6477, Fort Worth, TX 76115 (817) 334-5215, FAX (817) 334-5227. If you have questions about our program, call (800) 241-RAIN (7246) or (206) 931-7109 for assistance.



TRAVEL & TRANSPORTATION

HOUSEHOLD GOODS “MOVE MANAGEMENT” SERVICES CONTRACT

Part VI of a VII part series pertaining to specific contract requirements and services to be performed by the Contractor under the General Services Administration (GSA) Move Management Services Contract (GS-06F-94013).

Part VI

Staffing. The Contractor provides a staff under the terms of the contract which includes a full-time Project Manager with at least 3 years of experience in similar household goods brokerage service management; full-time customer service representatives/counselors who have at least 1-full year similar experience in arranging first proviso move management services; and claims personnel experienced in intrastate, interstate, American offshore, and international household goods claims preparation, filing and adjudication. The claims person(s) must have at least 1 full year of experience in the review and settlement of household goods claims.

Optional Services. If requested by the employing Federal agency, and at an additional cost, the Contractor will provide on-site quality control personnel at origin and destination to conduct inspection service of the carrier performance. Such inspection service includes, but is not limited to, inventory coding verification; proper packing, crating, and wrapping materials and techniques; equipment and personnel suitability; article servicing and disassembly; and appropriate protection for the residence and adjacent real property.

Compensation. The employing Federal agency shall pay the Contractor a fee for each shipment as defined as a basic move. A

basic move for a domestic shipment is defined as one surface shipment of household goods. A basic move for an international and offshore shipment is defined as one surface shipment of household goods, one unaccompanied air baggage shipment, and one vehicle shipment. The Government shall also pay the Contractor a fee for each shipment in addition to those as defined as comprising the basic move. For example, for a domestic relocation composed of the basic move and two additional shipments for the same shipper, the sum of the basic move and the additional shipments is three.

The fee for the additional shipment is then computed by dividing one (1) by three (3), or 33.3% of the fee per move for each additional shipment. The fees for the current period of April 1, 1996, through March 31, 1997, are as follows: Basic move domestic - \$173, and Basic Move for International and Offshore - \$192.

Payments should be made by the agency, contingent upon written certification by the Contractor on the invoice that certain services have been performed and any and all remaining services will be performed and completed according to the terms of the contract.

Look in the March 1997 MarkeTips for “Part VII: Management Reports,” the last installment in this series of articles about GSA’s Move Management Services Program.

Contact: Richard J. Johnson, Jr., (816) 823-3646, Fax (816) 823-3656, E-mail at richardj.johnson@gsa.gov

NOTICE!!

NOTICE!!

NOTICE!!

Watch the March 1997 issue of MarkeTips for details on the upcoming GSA NATIONAL HOUSEHOLD GOODS AND FREIGHT CONFERENCE, to be held in Atlanta, Georgia, May 7-9, 1997. For information, contact: Richard J. Johnson, Jr., (816) 823-3646, Fax (816) 823-3656, E-mail at richardj.johnson@gsa.gov

**THE OFFICE OF
TRANSPORTATION AUDITS**

presents

**A WORKSHOP ON TRANSPORTATION
PAYMENT PROCEDURES
AND TRAFFIC AND TRAVEL MANAGEMENT**

The Office of Transportation Audits invites you to attend a 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. Obtain the latest information 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**

And more. . .

COMING TO A LOCATION NEAR YOU IN 1997 !

**AtlantaFebruary 5
San Francisco.....April
Fort WorthMay
PhiladelphiaJune
Chicago.....June
DenverJuly
AnchorageAugust**

Look for more details in the next issue of MarkeTips or call Barbara Lyons on 202-208-1528 for more information.

Federal Disposal System (FEDS): Making It Better

Many of our customers know what FEDS is. They know it is the Federal Supply Service (FSS) computer system that tracks and controls the movement of excess and surplus personal property through the disposal cycle. However, they may not know the extent to which FEDS is a system driven by customer requirements.

FEDS began in 1975 primarily as an internal system to be used by FSS in the management of the personal property program. It was referred to as FSS-23. At that time, customers desiring excess and surplus property would present their requirements to regional property managers and/or area utilization officers (AUOs). They in turn would manually review FSS-23 hard copy reports for matching and available equipment. Some customers advised that they wished to assist FSS in matching their requirements to available property. FSS responded by providing customers hard copies of FSS-23 generated reports. When customers then complained that paper copies were cumbersome, we provided microfiche copies of the reports.

More and more, computers became part of the everyday work environment for Federal employees. Customers then requested electronic access to the FSS nationwide inventory of excess and surplus property. FSS responded in the 1980s by adding a property module (Section C) to MUFFIN (Multi-Use File for Inter-agency News). In 1993, we changed the name from FSS-23 to FEDS to stress the importance of building the system around customer requirements. In April 1995, when customers asked for automated transfer requests to replace the manual completion of standard forms, we added a data base to our flat files and implemented SCREEN (Screen by Computer and Request Excess by Electronic Notification). In response to recent requests for improvement, we have implemented the following enhancements to SCREEN:

1. Make the system more user friendly.

--- Screens have been redesigned and reformatted. Screens continue to be in a blue on white format. However, a reverse video feature (black space) shows where an entry is required and data displays are highlighted in white.

--- The option bar now requires only a one letter entry in lieu of one word. For example, "Q" instead of "QUIT" or "NP" rather than "NEXT PAGE". "S" rather than "STOP".

--- The Activity Address Code (AAC) is no longer a required entry. After the initial freeze and user entry of the 6-digit code, the system automatically displays the AAC when doing a freeze. This 6-digit code is based on the customers access code.

--- Activities may now call up a screen displaying all of their pending freezes and select freezes they want to drop in lieu of waiting for the system to drop the freeze in 15 days.

2. Allow additional ways to search the nationwide inventory of excess and surplus property.

We added the following search criteria:

- All Civilian Agencies
- One Civilian Agency
- Activity Address Code
- Surplus Release Date

Customers continue to provide us with suggestions for the improvement of FEDS/SCREEN. Accordingly, we are working on such enhancements as the creation of multiline freezes and the placement of SCREEN on the Internet. Look to future articles of MarkeTips for an implementation status of these and other enhancements.

If you have an idea to make FEDS/SCREEN better, let us know about it. Please contact Roman Marciniak by mail, telephone, fax, or the Internet:

Mail

Federal Supply Service
Property Management Division (FBP)
Attn: Roman Marciniak
CMBg 4, Rm. 812
Washington, DC 20406

Telephone

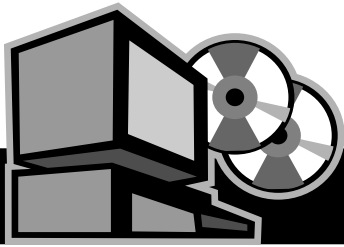
(703) 305-7257

Fax

(703) 305-7728

Internet:

roman.marciniak@gsa.gov



ADP ACQUISITION

The Question Is: Will Your Computers Run In the Year 2000?

Some of the most important computer software used in government and industry may not work correctly starting in the year 2000 because it can only use single years or decades in performing calculations; it will not be able to recognize a change to the new century. Most computer systems represent dates in the format MMDDYY, where 12/31/95 represents December 31, 1995. The century is not represented in the date and we simply assume that 12/31/95 refers to a date in the twentieth century. Problems arise when the century changes. Subtracting 12/31/95 from 12/31/05 to determine someone's age for example, does not produce the correct answer of 10. It actually produces a result of -90. Benefits-paying agencies like the Social Security Administration and the Internal Revenue Service, logistics and communications applications in the Department of Defense, and scheduling and forecasting computer software used by agencies like the Department of Transportation (e.g., air traffic, railroads) are some examples of potential problems that agencies face unless the problem with their software is corrected.

Not restricted to only mainframe computers, Year 2000 problems can occur with local area networks (LANs), personal computers (PCs) and even telecommunications systems like private branch exchanges (PBXs) because they all depend upon software. Even some of the most commonly used software used for PC applications will suffer from the same "Year 2000" problem unless upgraded to Year 2000 compliant versions.

What makes this Year 2000 issue such a challenge is its sheer size. Dates are everywhere in computer systems and software. Neither industry nor the Federal government has yet definitively identified the scope of this situation. However, estimates as high as \$30 billion are projected to fix the problem for Federal agencies.

Most government and private sector organizations are just beginning to address the issue. In the Federal arena, the General Services Administration has partnered with some other agencies through an Office of Management and Budget sponsored Year 2000 Interagency Committee led by the Social Security Administration. This is an effort to gauge its size and take the first steps toward addressing the Year 2000 problem. In concert with that working group, GSA has already begun an awareness campaign to bring this issue to the attention of the Federal community. Moreover, GSA has been helping to facilitate the government-wide activities of the interagency committee by meeting with industry to better define the scope of the issue.

GSA's current steps to promote "Year 2000" awareness include supporting the Year 2000 Interagency committee, and alerting the Federal community through GSA publications such as the IT Newsletter which serves the community of Federal information professionals. GSA also developed a Year 2000 "Home Page" on the Internet (<http://www.itpolicy.gsa.gov>) to facilitate agencies' access to a variety of sources of "Year 2000" information. Also, GSA is exploring use of the Schedules to identify Year 2000 compliant products. Finally, GSA is developing a clause for use by agencies in awarding information technology contracts to ensure Year 2000 compliance.

The ADP Acquisition Center is incorporating a range of Year 2000 services into the Multiple Award Schedules. In the Group 70 contracts, vendors are indicating whether their products are Year 2000 compliant. And the following contracts with special item number 132-41 covering millennium conversion are available under ADP MAS Schedule 70A:

<u>Contractor</u>	<u>Phone Number</u>
IBM	301/564-2000
Information Builders	703/276-9006
Sylvest	301/459-2700
WANG	703/827-3039

For the latest version of product and services contractors available on the ADP MAS Schedules, please call our automated faxback service at (703)305-6695 and follow the prompts to get a copy sent to your fax machine; or look under "ADP Contract Award Data" on the FSS home page at <http://www.fss.gsa.gov>.



Lower Re-refined Oil Prices Set for FY1997

The Defense Supply Center, Richmond, Va., is pleased to announce the new re-refined 10W30 motor oil prices for Fiscal Year 1997 - they are now lower than ever! See below:

<u>NSN</u>	<u>Viscosity</u>	<u>Unit of Issue</u>	<u>Price</u>
9150-01-413-6897	10W30	Box of 12 Quarts	\$ 11.52
9150-01-413-6892	10W30	5 Gallon Container	\$ 18.25
9150-01-413-6990	10W30	55 Gallon Drum	\$158.50

This oil is procured in accordance with Commercial Item Description A-A-52039, with a minimum 25 percent re-refined base stock. It meets the American Petroleum Institute (API) "SH" performance classification and the International Lubricant Standardization and Approval Committee (ILSAC) "GF-1" standard.

These products are on a Direct Vendor Delivery (DVD) contract, so the oil is fresh and shipped directly from the manufacturer's plant to your door within 15 days (for overseas customers, delivery may take slightly longer to reflect shipping times). And, for your convenience, there is no minimum order quantity for these DVD deliveries.

February 1997 brings us a new, highly anticipated re-refined 15W40 in accordance with MIL-L-2104! If you want to be advised of the new re-refined 15W40 MIL-L-2104 NSNs, prices, etc., be sure to obtain a copy of the new Fiscal Year 1997 DSCR Motor Oil Brochure by calling **Robin Champ at DSN 695-4908, Commercial (804)279-4908, or 800-345-6333.**

InstaKey: One way to change all your locks with the turn of a key!

The Defense Industrial Supply Center, in Philadelphia, is pleased to introduce a revolutionary new system that increases security of your operation by putting you in total and immediate control. Known throughout the lock industry as InstaKey, this system marries a patented technology that allows you to re-key your own locks. If your operation experiences frequent personnel turnover, security violations or mandatory re-keying requirements, you will want to learn more. If you have ever worried about the existence of a key you didn't know about, or the whereabouts of a key you did know about, you will want to understand the tools now available to you. InstaKey addresses all these security related issues while at the same time offering you the

ability to dramatically reduce "life cycle costs." DISC and InstaKey Lock Corporation have developed a contracting vehicle to provide you with all the aspects of a controlled keying system you need (design expertise, materials, software controls, tools and accessories -- even installation service if your site is without a locksmith or public works staff).

Regardless of your location, InstaKey will assist you in surveying your site, assessing your requirements and helping you to determine the best security system for you.

By ordering your locking system through DISC, you can assure yourself of a cost-effective, cohesive solution to your security needs. The DISC/InstaKey agree-

ment provides customer choice and item selection and saves you the trouble of performing base contracting and incurring a marked-up, single-order type pricing format.

You can order any InstaKey system with one NSN: 5340-01-419-5272. Once you submit your requisition, DISC and InstaKey will work with you in defining your system requirements. Your order will then be filled to match your needs.

For more information about InstaKey, or for a free catalog, contact: Connie Osborn at (215) 697-5605 or DSN 442-5605, email: cosborn@disc.dla.mil

Update to "Save a Tree---Starve a Termite, Part 2" Article (MarkeTips 11/96)

The plastic lumber items referenced in this article (page 26) are now managed by the Defense Industrial Supply Center in Philadelphia, PA. The new contact point is Dan Dilossai who can be reached on commercial: (215) 697-6353 or DSN 442-6353.

“Windows Are Open” to the DLSC’s CD-ROM Future

The Defense Logistics Services Center (DLSC) is opening a new window in its CD-ROM product offering and development capability by introducing Windows versions of its internally produced Federal Logistics Information System (FLIS) publications. The major FLIS products, Federal Logistics Data on Compact Disc (FED LOG) and Expanded Medical Catalog (MEDCAT-X) have had contractor-developed Windows versions for some time. All other products have operated only in the DOS environment.

DLSC released FED LOG in 1992 and its first internally developed CD publication in 1994. DLSC is now one of the world’s largest producers of CDs, distributing more than 1.1 million discs, annually. This distribution covers 14 separate products, each with a unique combination of data elements and search capabilities for various users.

Our work in developing and marketing these products has shown that Windows is the environment of choice for many customers. They like the convenience of starting sessions from icons instead of going to the DOS prompt, and doing tasks with the click of a mouse rather than using function keys. Many customers have asked when Windows would be available for all DLSC publications. Providing Windows versions will open the FLIS product line to even more members of the logistics community.

The Medical Catalog (MEDCAT) CD with the Windows option was released in October, with the H-Series (Federal Supply Classification (FSC), DOD Ammunition Codes, Commercial and Government Entity (CAGE) Codes, and Federal Item Name Directory (FIND)) released for December. Below is our plan for

adding Windows to the remaining DLSC FLIS publications which may be of interest to either DOD or non-DOD agencies. Those users not installing the Windows versions should still plan to spend some time becoming familiar with the new products. To provide the Windows option, we have upgraded the software used for developing the search capabilities and data screens in the publications. Even if the user continues to install the DOS versions, differences in look and operation are apparent. All standard features remain, with some new ones, such as the ability to search for value ranges on all numeric fields and highlighting the original search term on the final data screen.

Some features have new names: Browse replaces Index Wheels for determining available search values, the Result List is now called Display List, and the View screen is now Full Display. In the DOS versions, some functions require different keystrokes. All information necessary for using the revised products is printed on their instruction sheets, and included on the publication Help screens.

The production schedule for these CDs is as follows: **1/97:** Demilitarization Data and Master Cross-Reference Data (MCRD); **2/97:** DOD Consolidated Ammunition Catalog (AMMO); **3/97:** Management Data/Interchangeability and Substitutability.

For more information on DLSC’s Windows CDs, contact: Gary Klann at DSN 932-4669, commercial (616) 961-4669, or email: gklann@dlsc.dla.mil

GSA UPDATE ON DOMESTIC FAST FREIGHT DELIVERY

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. The next step will be to request “Fast Freight” volumes and service requirement information from Federal activities and essentially follow the same procedure as outlined above for the international project. We will contact agencies which have worked with us on the domestic small package contract (currently with FedEx), and the international small package procurement. If you have not heard from us on these programs but are interested in fast freight services, let us hear from you.

GSA points of contact for these fast delivery projects are Mr. Hugh Pollon, Mr. Raymond Price, and Mr. Blaine Jacobs at (703) 305-6579, (703) 305-7536, or (703) 305-7317, respectively. If you prefer, you may communicate via Internet using hugh.pollon@gsa.gov, raymond.price@gsa.gov, or blaine.jacobs@gsa.gov. Our fax number is (703) 305-6026.

FSS

Fleet Management

CHANGES----- CHANGES-----CHANGES Interagency Fleet Management System Directory

ERRATA SHEET (NOTE CHANGES AND ADDITIONS)

Your calls are important to us! Please look on the Internet for our most up-to-date information: <http://www.fss.gsa.gov/fleet.html>

Fleet Europe

Fleet Management Office - Europe
6th ASG
CMR 432 Building 3314
APO AE 09107
Phone: Commercial: 011-49-711-7292-885
DSN: 421-2885
Fax: 9-011-49-711-7292-066
DSN: 4212-066

National Capital Region

Fleet Management Office (3FBTF-W)
470 East L'Enfant Plaza, SW
Washington, DC 20407
Phone: (202) 619-8992
Fax: (202) 619-8947

Northeast/Caribbean Region

Maintenance Control Center
850 Third Avenue
Building M-3
Brooklyn, NY 11232-1521
Phone: (718) 965-5261
Fax: (718) 965-5240
(within NY) (800) 522-2513
(outside NY) (800) 927-7622
(within PR & VI) (787) 749-4344 or (787) 749-4345

Hartford FMC (01-02-00)
450 Main Street, Room G28
Hartford, CT 06103
Phone: (860) 240-3314
Fax: (860) 240-3490

San Juan FMC (02-04-00)
GSA Center
651 Federal Drive, Suite 118-03
Guaynabo, PR 00965
Phone: (787) 749-4440
Fax: (787) 749-4373

Southeast/Sunbelt Region

Camp LeJeune Subcenter (04-04-02)
Bldg. 1502 East Road
P.O. Box 8130
Camp LeJeune, NC 28547-8130
Phone: (910) 577-1526
Fax: (910) 577-6217

Miami Subcenter (04-06-02)
15600 SW 130th Avenue
Building 60
Miami, FL 33177-6701
Phone: (305) 233-4944
Fax: (305) 252-9079

Great Lakes Region

Fleet Management Office (5FBF)
230 South Dearborn Street, M/S 34-7
Chicago, IL 60604-1696
Phone: (312) 347-1090
Fax: (312) 353-0989

Maintenance Control Center
P.O. Box A3804
Chicago, IL 60690-3804
Phone: (312) 347-1112
(800) GSA-AUTO
Fax: (312) 353-1135

Cleveland FMC (05-02-00)
2525 East Royalton Road
Broadview Heights, OH 44147-2821
Phone: (216) 522-8280
Fax: (216) 522-8449

GSA Dayton FMC (05-08-00)
P.O. Box 20267
Dayton, OH 45420-0267
Phone: (937) 225-2748
Fax: (937) 225-2547

Heartland Region

Maintenance Control Center
4400 College Boulevard, Suite 175
Overland Park, KS 66211
Phone: (816) 823-3475 or (800) 325-2958
Fax: (816) 823-3630

Greater Southwest Region

Fleet Management Office (7FF)
819 Taylor Street, Room 7A29
Ft. Worth, TX 76102-6105
Phone: (817) 978-2381
Fax: (817) 978-7506

Maintenance Control Center (7FF-C)
819 Taylor Street, Room 7A29
Ft. Worth, TX 76102-6105
Phone: (817) 978-4670 AND (800) 826-4237
Fax: (817) 978-4667

Fort Worth FMC (07-01-01)
1018 Taylor Street
Ft. Worth, TX 76102-4647
Phone: (817) 978-3135
Fax: (817) 978-3376

Pacific Rim Region

Honolulu FMC (09-09-00)
Bldg. 1726
Hickam AFB, HI 96853
Phone: (808) 448-0695 and (808) 448-3918
Fax: (808) 449-1045

Northwest/Arctic Region

Fleet Management Office (10FBF)
GSA Center
400 15th Street, SW
Auburn, WA 98001-6599
Phone: (206) 931-7402
Fax: (206) 931-7573

Medford FMC (10-08-00)
4890 North Runway Drive
Central Point, OR 97502-3104
Phone: (541) 776-4284
Fax: (541) 776-3606

Customer Alert

Customers with 4-wheel drive Law Enforcement carryalls: GSA Bulletin FPMR G-198 published the new motor vehicle service rates effective October 1, 1996. Unfortunately, an error was discovered after the bulletin was submitted for printing. The correct rates are:

<u>Equipment Code</u>	<u>Monthly</u>	<u>Mileage</u>
6143	\$240	\$0.185
6243	\$260	\$0.195
6343	\$280	\$0.215

We apologize for any inconvenience this may cause. Please annotate your bulletin appropriately.

GSA Introduces New Fleet Card

A contract was awarded to Wright Express Corporation for a fleet card that will result in greater convenience to its users and operating efficiency for Federal vehicle fleets. The Wright Express Universal Fleet Card is accepted at over 100,000 locations -- **and new merchants are being signed up every day!** The card will allow users to:

- **Complete purchases electronically at point of sale**
 - **Capture detailed fuel data electronically at the pump**
 - **Pay for maintenance and repair where card is accepted**
 - **Obtain customer service 24 hours a day, every day, toll free**
 - **Order cards off Internet or by other convenient electronic methods**
 - **Track individual transactions from purchase through invoicing, possible disputes, to resolution,**
- PLUS MANY MORE BENEFITS!**

Both fleet managers and their drivers will benefit from this new easy-to-use fleet card which will replace both the SF149 and the SF149A (U.S. Government National Credit Card). The General Services Administration will use this card to purchase fuel and maintenance and repair services for each of the 150,000 vehicles in the Interagency Fleet Management System. Other agencies will also be able to take advantage of the benefits this new fleet card offers. Agency representatives will be contacted individually to offer this purchasing device, explain its use and benefits and determine interest. Agencies interested will be phased in over the next several months and all users will be up and running prior to May 31, 1997.

Over the next several months, General Services Administration will be working closely with Wright Express to bring these conveniences and savings to you as swiftly as possible. General Services Administration is excited about this new advanced technological development and will be passing on the details as they become available. **STAY TUNED for new news coming your way in MarkeTips, and through the IMEAC network, FedFleet, and other customer contacts as this new technology is phased in.**

General Services Administration welcomes this new card and the arrival of technology that will lead us into the 21st Century. We hope you will, too.

1997 Calendars... Don't Start the New Year Without One

Start the year with UNICOR printed calendars from GSA - Two of the most popular 1997 calendars featured in your GSA Supply Catalog are printed in UNICOR plants. The Weekly Appointment Book makes scheduling a breeze with a two-page spread per week. It allows ample space for appointments and reminders to be scheduled in 15 minute increments. Federal holidays are printed in red. Another calendar that has become an essential office tool is the three months at a glance calendar. This easy to read calendar is perforated and punched so that three months can be displayed at once. Printed in black with Federal holidays in red. GSA also offers a board to mount the calendar pages. It is constructed of heavy cardboard with reinforced, fold over hooks.

<u>ITEM</u>	<u>NSN</u>	<u>Price</u>
Weekly Appointment Book	7530-01-337-4698	\$2.15
Wall Calendar	7510-01-337-4707	\$3.29
Wall Calendar Board	7510-00-789-2455	\$1.64

UNICOR offers wood calendar frames in oak or walnut with brass hooks. Call the UNICOR Customer Service Center at (800) 827-3168 for more information on genuine wood calendar frames.

GSA Contact: Albert Viscione, (202) 264-4887

1997 UNICOR Schedule of Products Now Available

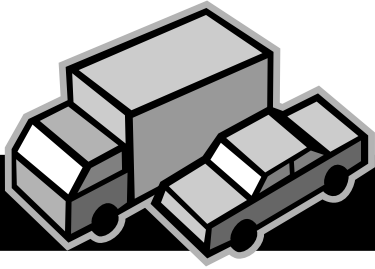
The 1997 edition of the UNICOR Schedule of Products is now available from the Centralized Mailing List Service in Fort Worth. The Schedule of Products is a generalized listing of goods and services available from UNICOR. It lists items by Federal Classification Code for quick reference and offers an easy alphabetical listing as well. The schedule can also serve as a quick reference to items covered under the mandatory source provision of Title 18, USC, Sec 4124 (a); Federal Acquisition Regulation, subpart 8.6. The schedule of products can also be obtained by calling the UNICOR Customer Service Center toll-free at (800) 827-3168.

UNICOR's Trade Expo 97 Set for San Antonio, TX

The 1997 Trade Expo will be held at the Henry B. Gonzalez Convention Center in San Antonio, Texas, on May 7-8, 1997.

UNICOR will display several new product lines, including new lines of office furniture. Several informative seminars will be offered as well as a presentation of the electronic catalog on the Internet and an exciting motivational super session. Also, you can talk with UNICOR's Chief Operating Officer, Steve Schwalb, at a reception coffee each morning. All trade show events are free. For more information call (800) 827-3168.

UNICOR Federal Prison Industries, Inc. is a Government-owned corporation established in 1934 as part of the Federal Bureau of Prisons. Since its beginning, UNICOR has been a unique corporation. While its primary mission is to train, educate and employ inmates, the benefits to you are high quality products and services at a competitive price. The corporation is a self-sustaining correctional program and receives no congressional appropriations for its operating funds. 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 web-site at <http://www.unicor.gov>.



AUTOMOTIVE

It's Here... The Long-Awaited, Ultimate Option... The Option of CHOICE!

The Option To Choose The Vehicle That Best Meets Your Needs!

For over 25 years our customers have wanted the option to choose their vehicle of CHOICE, and now the Automotive Center offers a CHOICE for light trucks. A CHOICE to choose without justification. While you must consider each manufacturer's products, you may choose the product which best meets your needs without the requirement for a sole source justification. We know there are factors that go into the decision process when you purchase a vehicle. You may have automotive supplies of a particular manufacturer, and/or your mechanics training could be geared toward a particular manufacturer's product. With that in mind, you can now choose that Ford, Chrysler or General Motors product of CHOICE. You can now decide on a light truck because of the location of a dealership, and/or because of disposal value of a particular model.

For years "you asked for it," now you've got it. Without doubt, we at the Automotive Center can now say "you always get your way." And that way is taking the "window" of opportunity to pick and choose, but you have to hurry, because this window will only be open through the end of the manufacturer's model year production cycles.

The Automotive Center has been able to secure contracts with the auto manufacturers that will allow you to choose the light truck of your CHOICE. **Check out these contract features:**

- 1) Contractors may reduce the contract price on any order at any time during the course of the contract.
- 2) Indefinite Delivery is 65 to 90 days for most basic units.
- 3) Contracts are Indefinite Delivery/Quantity with one base year and two one year option periods.
- 4) Quantity discounts end of year close-out reductions used in the commercial sector are also included.

Remember, if you would like to take advantage of the opportunity to pick and choose the light truck of your CHOICE, call the Automotive Center at 703-308-CARS and let our light trucks team "put you in a CHOICE seat." **Contact: Denise Banks, (703) 308-4148.**



GSA ADVANTAGE!™

MUFFIN Users Invited To Use GSA Advantage!™ For Business

(NOTE: This article-- with the addition of a mailing address and fax number-- is reprinted from the 11/96 issue of MarkeTips.)

In order to better serve our Multi Use File For Interagency News (MUFFIN) customers, we invite you to take your business to us through a new doorway called **GSA Advantage!™** Say good-bye to the clunky DOS menus and the terminal emulation type and say hello to many new capabilities!

Unlike MUFFIN, the GSA Advantage!™ ordering system offers more product information, such as product photos and graphical illustrations; stronger product search capability (i.e., by National Stock Number, manufacturers part number, vendor or manufacturers name, product description or key word search!) and most importantly, more commercial products to choose from! In fact, **GSA Advantage!™** is bringing together all GSA sources of supply into one electronic mall! The system provides a simplified method for browsing, order assembly and order placement.

It's simple! **GSA Advantage!™** has opened its doors on the Internet's world wide web. Our address is <http://www.gsa.gov>. Simply select the **GSA Advantage!™** button and you are in!

As a MUFFIN user, your account (Your Activity Address Code) and MUFFIN password is already loaded! You can order today!

If you do not have access to the Internet's world wide web, we haven't forgotten you!. We have developed software for folks who have a stand alone personal computer, Microsoft Windows ver 3.1 and a modem. The software, called **GSA Advantage!™ Access**, will dial a 1-800 phone number - right into **GSA Advantage!™** (NOTE: At this time, Advantage Access will not support overseas connections.)

As an active MUFFIN user, you are very important to us! **Please take a moment to fill out the mailing list update form below.** If you wish, we will have a GSA representative contact you to provide assistance to you and your organization with the transition from MUFFIN to **GSA Advantage!™**. If you have any questions, please contact the GSA MUFFIN helpline on (703)305-7200, between 8:00am-4:30pm, E.S.T.

The response form that appears in this space in the printed version of MarkeTips will not scan legibly for this

Internet version... but you can respond nevertheless by calling one of the telephone numbers provided, and we invite you to do so.

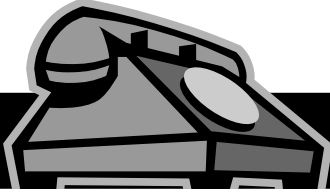
If you would like your own hard copy of this issue of MarkeTips, call the MarkeTips editor at (703) 305-7316.

You can either mail the application to:

**General Services Administration
Federal Supply Service
Business Mgmt. and Mktg. (FML)
Attn: GSA Advantage!™
Washington, DC 20406**

or Fax the application to:

(703) 308-0190



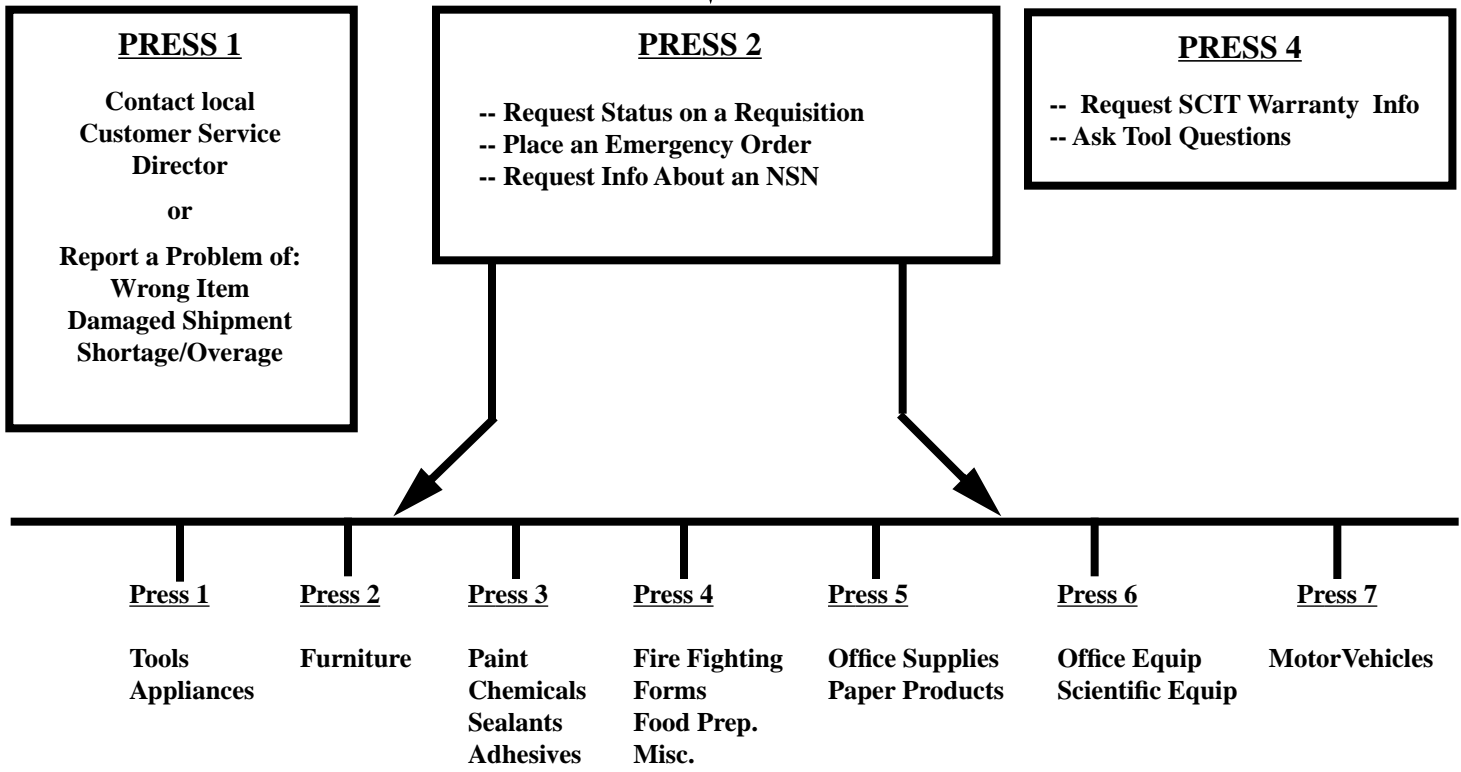
NATIONAL CUSTOMER SERVICE CENTER

**Here Are A Few Tips On Using the FSS National Help Line
(1-800-488-3111 or DSN 465-1416)**

for:

**Product Information
Requisition Status
Placing Emergency Requisitions
Reporting Problems with orders from:
FEDSTRIP
MILSTRIP
TTOS
MUFFIN**

...with a Touch-Tone telephone



(Press 9 to speak to a Customer Service Representative)



NEWS & INFORMATION

Great Lakes Region Announces Telephone Number Changes

All Area Codes 312 Unless
Otherwise Noted

NAME NEW NUMBER OLD NUMBER

FLEET MAINTENANCE CONTROL CENTER

Baltimore, Karen	353-9418-9425 & 347-1113	353-9418-9425
Carrington, Jim	353-9418-9425 & 347-1112	353-9418-9425
Flores, Margaret	347-1118	353-5452
Helm, Deborah	347-1119	353-0994
Jamie, Arturo	353-9418-9425 & 347-1116	353-9418-9425
Lamazzi, John	353-9418-9425 & 347-1115	353-9418-9425
Norris, Gee	347-1120	353-0823
Perez, John	353-9418-9425 & 347-1114	353-9418-9425
Southern, Al	347-1111	353-2996

NAME NEW NUMBER OLD NUMBER

Hillyard, Richard	347-1104	353-0818
Burmeister, Jani	347-1105	353-6054
5FB Main No.	347-1106 & 353-5375	353-5375

UTILIZATION & DONATION

Billups, Doris	347-1078	353-6062
Brown, Ruth	347-1076	353-0805
Flores, Greg	347-1075	353-1121
Hogan, Charla	3478-1080	353-0134
Lopez, Maria	347-1077	353-6063
Wheeler, Yvette	353-6060 & 347-1079	353-6060

SALES-PERSONAL PROPERTY

Sales Main No.	353-6061 & 347-1081	353-6061
Sales Hotline	353-0246 & 347-1089	353-0246
McClain, Jeannine	347-1084	353-0135
Payne, Gina	347-1083	886-1663
Price, Natalie	347-1082	353-4281
Sera, Al	347-1085	353-6064
Whithers, Pat	347-1086	353-0142

FLEET MANAGEMENT

Adams, Barb	347-1091	353-5377
Benson, Scott	347-1098	353-0993
Dillon, Connie	347-1097	886-5249
Foster, Luwauna	347-1095	353-3511
Irby, Judy	347-1094	353-2656
Jahr, Grant	347-1092	353-0827
Jemkins, Warren	347-1107	353-0985
Knigh, Cheryl	353-5380 & 347-1093	353-5380
Martin, John	347-1099	353-0996
Moses, A.J.	347-1096	353-7199
Mowatt, Winnie	353-5379 & 347-1090	353-5379
Nicchia, Pete	347-1108	353-5486

New Website Set For Schedules Information

We are proud to announce a new website is now available on Federal Supply Schedules. We hope this website will assist our customers, vendors and contracting staff with all the new changes and other valuable information. We cover the entire spectrum of the program from ordering procedures, listing of schedules, to the most recent changes under the program. Please take a few minutes to check it out:

<http://pub.fss.gsa.gov/fcoc/sched.htm>

or go to the FSS Home Page and look for Federal Supply Schedule Program under Customer Information. We would appreciate your feedback.

You're Invited...


**1997 GSA National Products and Services
Fair
April 15-17, 1997**

Come see all the goods and services available from GSA! It's free and it'll save your agency money, time, and much more!

Featuring:

- **170 vendors** in 63,000 sq. feet of exhibition space
- **Seminars** on dozens of money saving GSA programs
- Fair held at the **Georgia International Convention Center** (free parking, minutes from Atlanta's Hartsfield International Airport and MARTA, shuttle service to Convention Center)
- Sheraton Gateway Hotel show headquarters (1-800-784-9400) is adjacent to the Convention Center, offering a **great Government rate**. Also, the Hampton Inn (770-997-2220) is within walking distance. Space is limited, so reserve now !

Register today
... and learn how to save your agency money!



For agenda and additional information, call Teresa Gould at 404-331-2987.

**GSA, Federal Supply Service's Pre-Registration Form for the
National Products and Services Fair
Georgia International Convention Center, Atlanta, GA
April 15 - 17, 1997**

First Name _____ Last Name _____

Organization _____

Address 1 _____

Address 2 _____

City _____ State _____ Zip _____ - _____ Country _____

Phone _____ - _____ - _____ Fax _____ - _____ - _____

E-Mail _____

Schedule

Tues. April 15	Show set-up	Noon-4 PM
	Customer/Vendor Reception	5 PM
Wed. April 16	Show Opens	9 AM
	Displays, Workshops	9 AM-5 PM
	Customer/Vendor Social	5 PM-7 PM
Thurs. April 17	Displays, Workshops	9 AM-2 PM

Will you attend the reception Tuesday evening?

YES	NO
<input type="checkbox"/>	<input type="checkbox"/>

Will you attend the social Wednesday evening?

YES	NO
<input type="checkbox"/>	<input type="checkbox"/>

Please indicate which topics you are interested in:

- | | | |
|---|---|--|
| <input type="checkbox"/> ADP | <input type="checkbox"/> GSA Advantage!
On-line Ordering | <input type="checkbox"/> Personal Property
Management |
| <input type="checkbox"/> Appliances | <input type="checkbox"/> Office Supplies | <input type="checkbox"/> Scientific Equipment |
| <input type="checkbox"/> Fleet Management | <input type="checkbox"/> Office Equipment | <input type="checkbox"/> Tools |
| <input type="checkbox"/> Freight Services | <input type="checkbox"/> Paints and Chemicals | <input type="checkbox"/> Travel Services |
| <input type="checkbox"/> Furniture | <input type="checkbox"/> Paper Products | <input type="checkbox"/> Vehicle Acquisitions |
| <input type="checkbox"/> General Products | | |

Watch MarkeTips for workshop schedules.

Please fax to: 770-399-3170

Or mail to: GSA National Products and Services Fair
c/o Meeting Consultants
5591 Chamblee Dunwoody Road
Bldg. 1350 Suite 100
Atlanta, GA 30338

For more information call: Teresa Gould 404-331-3026



NIB/NISH

Introducing New JWOD Picture Frames

Attractive, commercial-grade hardwood frames. Includes clear glass and beveled-cut matboard with gold trim along the inner edge of the frame. Easel backs for desktop use (sizes 5" x 7", 8" x 10", 8.5" x 11", 10" x 12") and velcro attachments for hanging in modular offices (sizes 5" x 7", 8" x 10", 8.5" x 11", 10" x 12").

Available in a wide variety of sizes through FEDSTRIP/MILSTRIP, MUFFIN and *GSA Advantage!*TM. See listing below.

<u>Size</u>	<u>NSN</u>	<u>Finish</u>	<u>Price</u>	<u>U/I</u>
*5" x 7"	7105-01-424-6482	Mahogany	\$41.06	BX of 12ea
	7105-01-424-6483	Oak	41.06	
	7105-01-424-6494	Black	41.06	
	7105-01-419-5305	Walnut	41.06	
	7105-01-419-5302	Gold	41.06	
*8" x 10"	7105-01-424-7865	Mahogany	\$55.12	BX of 12ea
	7105-01-424-6475	Oak	55.12	
	7105-01-424-6473	Black	54.58	
	7105-01-419-5293	Walnut	55.12	
	7105-01-419-5318	Gold	46.68	
*8.5" x 11"	7105-01-424-6476	Mahogany	\$61.04	BX of 12ea
	7105-01-424-6471	Oak	61.04	
	7105-01-424-6477	Black	61.04	
	7105-01-419-5322	Walnut	61.04	
	7105-01-419-5329	Gold	51.70	
9" x 12"	7105-01-424-6497	Mahogany	\$76.51	BX of 12ea
	7105-01-424-6488	Oak	76.51	
	7105-01-424-6484	Black	76.51	
	7105-01-419-5319	Walnut	76.51	
	7105-01-419-5339	Gold	76.51	
*10" x 12"	7105-01-424-6486	Mahogany	\$81.41	BX of 12ea
	7105-01-424-6499	Oak	81.41	
	7105-01-424-6501	Black	81.41	
	7105-01-419-5338	Walnut	81.41	
	7105-01-419-5350	Gold	81.41	
10" x 14"	7105-01-424-6491	Mahogany	\$36.54	BX of 6ea
	7105-01-424-6487	Oak	36.54	
	7105-01-424-6489	Black	36.54	
	7105-01-419-5351	Walnut	36.54	
	7105-01-419-5358	Gold	36.54	



<u>Size</u>	<u>NSN</u>	<u>Finish</u>	<u>Price</u>	<u>U/I</u>
11" x 14"	7105-01-424-6478	Mahogany	\$87.25	BX of 12ea
	7105-01-424-6472	Oak	87.25	
	7105-01-424-6479	Black	87.25	
	7105-01-419-5332	Walnut	86.13	
	7105-01-419-5298	Gold	73.90	
14" x 18"	7105-01-424-6503	Mahogany	\$63.11	BX of 6ea
	7105-01-424-6495	Oak	63.11	
	7105-01-424-6498	Black	63.11	
	7105-01-419-5353	Walnut	63.11	
	7105-01-419-5347	Gold	63.11	

<u>Size</u>	<u>NSN</u>	<u>Finish</u>	<u>Price</u>	<u>U/I</u>
16" x 20"	7105-01-424-6474	Mahogany	\$63.81	BX
	7105-01-424-6480	Oak	63.81	of
	7105-01-424-6481	Black	63.81	6ea
	7105-01-419-5344	Walnut	63.81	
	7105-01-419-5389	Gold	54.04	
18" x 24"	7105-01-424-6490	Mahogany	\$78.55	BX
	7105-01-424-6492	Oak	78.55	of
	7105-01-424-6485	Black	78.55	6ea
	7105-01-419-5355	Walnut	78.55	
	7105-01-419-5309	Gold	66.54	

<u>Size</u>	<u>NSN</u>	<u>Finish</u>	<u>Price</u>	<u>U/I</u>
20" x 24"	7105-01-424-6493	Mahogany	\$110.23	BX
	7105-01-424-6404	Oak	110.23	of
	7105-01-424-6505	Black	110.23	6ea
	7105-01-419-5296	Walnut	110.23	
	7105-01-419-5360	Gold	110.23	

*includes easelback and velcro

GSA Contact: Terry Robinson, (703) 305-6835, fax (703) 305-6032

NIB 100% Recycled Plastic Bags Benefit Both Users and Society

It has been said that one third of our nation's landfills will be full in the next decade.

You don't have to be a rocket scientist to see how both users and society will benefit alike from the new NIB Recycled Plastic Bags, which are available through GSA's New Item Program (NIP). They are made from plastic that would otherwise clutter our increasingly precious landfill space, and because they come from the Wichita Industries and Services for the Blind, every order creates employment for blind workers.

These bags are workhorses: They will handle heavy workloads and are available in medium and heavy weights. They can be used as garbage bags, liners for office trash cans, outdoor trash cans, and janitorial carts or drums.

The bags are made of 100% recycled low density or linear low density polyethylene with at least 30% post consumer recycled material. The bottoms are star or gusset sealed. U/I - BX (100), except for #2289, which has 250 bags per box.

Material will be shipped directly from the manufacturer. Minimum order: 100 BX. For orders of less than 100 BX, call for prices, which will be determined on an order-by-order basis, with a \$50 minimum. ORDER TODAY using FEDSTRIP/ MILSTRIP and/or MUFFIN.

<u>NSN</u>	<u>Size (W x L)</u>	<u>Load/Capacity</u>	<u>Price*</u>
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Medium Duty Bags

8105-01-386-2289	24" x 24"	15 lb/10 gal	\$14.06
8105-01-386-2312	33" x 40"	51 lb/33 gal	\$14.21

Heavy Duty Bags

8105-01-386-2290	30" x 39"	75 lb/30 gal	\$13.08
8105-01-386-2323	33" x 40"	75 lb/33 gal	\$17.70
8105-01-386-2329	40" x 48"	75 lb/40-45 gal	\$22.73
8105-01-386-2362	43" x 49"	75 lb/56 gal	\$24.68
8105-01-386-2399	38" x 60"	75 lb/60 gal	\$25.44
8105-01-386-2410	36" x 58"	75 lb/60 gal	\$23.19
8105-01-386-2428	50" x 51"	75 lb/65 gal	\$28.73

* For quantities over 999 BX, call for prices

GSA Contact: (FEDSTRIP/MILSTRIP Ordering) (212)264-8201/8210

(Technical Information, Samples) Mike Stephens, (316)267-2244, Wichita Industries for the Blind, 801 East Lincoln, Wichita, KS 67211. (Pricing) Sabrina Jones, (212)264 2306

Yes... ! MarkeTips Is Printed On Recycled Paper, Using Soy-Based Inks!

The Roughest Clean-ups Deserve the Toughest Towels from SKILCRAFT®

SKILCRAFT® industrial strength two-ply towels offer maximum absorbency and enhanced durability. Reinforced with a nylon scrim, these towels get the job done for housekeeping, vehicle maintenance, machine shops, and all-purpose cleanup jobs. Made from 100 percent recycled materials and available in two sizes.

Mail, phone or Fax orders using FEDSTRIP/MILSTRIP or MUFFIN or order through your local Customer Supply Center. This product meets the mandatory source requirements of the Javits-Wagner-O'Day (JWOD) program. Refer to the following NSNs when ordering SKILCRAFT® paper towels.

<u>NSN</u>	<u>U/I</u>	<u>Price</u>
7920-00-823-9773 (185 sq. in)	MX	\$37.93
7920-00-823-9772 (235 sq. in.)	MX	\$43.63

Each box holds 10 banded packages of 100 towels.
Prices are subject to change.

Purchasing SKILCRAFT® paper towels furthers employment opportunities for American workers who are blind in New Jersey, Kansas, Texas and Tennessee. For SKILCRAFT® product information or information on the JWOD program, please call NIB Customer Service at 1-800-433-2304.

GSA Contact: Maria White, (817)978-3492, FAX: (817)978-8600 or e:Mail: maria.white@gsa.gov

SKILCRAFT® Transparency Film for use With Plain Paper Copiers!

Three varieties of Transparency Film give your presentations MAXIMUM IMPACT! Easy to use, just place the transparency film in your copier paper tray instead of regular paper. Operate your copier in the normal way and out comes clear, easy-to-read presentation visuals...text or graphics. It's that easy! Manufactured by people who are blind at Industries of the Blind, Inc., an NIB affiliated industry in Greensboro, NC, using materials from the 3M Corporation.

Available in three attractive varieties: clear, color assortment, and clear with a removable strip. This exciting new product provides the following features:

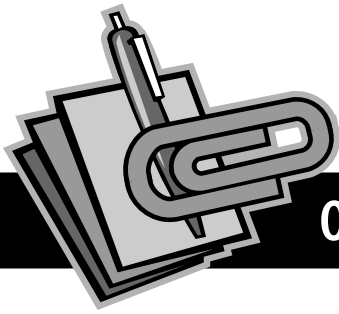
- Black image on clear or black image on assorted colors
- Reliable feeding
- Water-based, low solvent coating
- 100 sheets per box
- Limited warranty
- Convenient size: 8-1/2 x 11 or 215 mm x 279 mm

Mail, phone or Fax orders using FEDSTRIP/MILSTRIP, MUFFIN or order through your local Customer Supply Center.

- 7530-01-386-2356 - Clear.....\$15.31
- 7530-01-386-2371 - Color Assortment..... \$19.63
- 7530-01-386-2376 - Clear with a removable sensing strip.....\$18.40

Color flyers are available! To find out more about SKILCRAFT products or the JWOD program, contact NIB Customer Service at 1-800-433-2304.

GSA Contact: Glen VanBoven (212)264-8207.



OFFICE SUPPLIES & PAPER PRODUCTS

FSS Offers Even Broader Delivery Options for Customers Seeking Office Supplies

FSS has recently completed its full range of savings and delivery options by adding a new service for customers needing office supplies within 24 hours.

Over the years, FSS has provided products through an array of ordering and delivery methods. Passing along deep discounts to our customers for over 13,000 frequently used products, FSS Wholesale Distribution Centers have had as their hallmarks savings and delivery reliability. More recently, FSS has added improved expedited delivery provisions to its Federal Supply Schedules, which are known for discounted prices and broad product range -- over 4 million to be exact. And for more than a decade, our customers have picked up the phone and called our popular, easy-to-use Customer Supply Centers (CSC) with confidence

that their orders will be on their way to them within 24 hours and delivery within 3-4 days, again at discounts commensurate with aggregate buying and additional service.

In April 1996, responding to customers who told us that they sometimes needed a more immediate delivery of CSC-type office supplies, FSS created Federal Supply Schedule 75 III Section A. When delivery becomes the first priority, this desk-top delivery Federal Supply Schedule fits the bill, offering prices better than individual customers would achieve if they were to strike out on their own to obtain items for next day, to their desk delivery.

So whether time is of the essence or price is the principal factor, we put the full

range of decision making in the hands of our customers. The choice is yours. And we're always listening and looking for better ways to serve you. So keep the ideas coming!

Federal Supply Schedule 75 III Section A is identified under Mailing List Code (MLC) 00SC 7520.

You can request your own copy of MLC 00SC 7520 from GSA's Centralized Mailing List Service (CMLS), at one of the following numbers:

Phone: (817) 334-5215

Fax: (817) 334-5227

E-Mail: cmls.gsa@gsa.gov

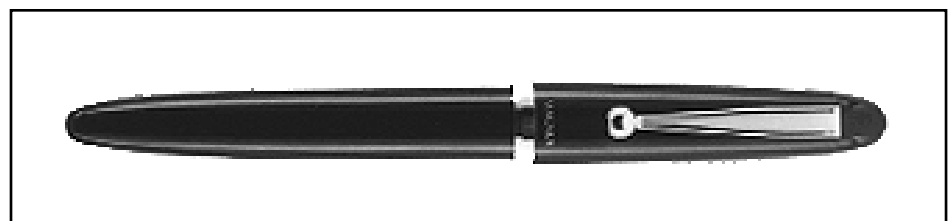
Internet Page: <http://www.gsa.gov>

MAGNUS Pens: Smartly Styled, Beautifully Engineered, Affordable

The MAGNUS from Skilcraft® is a smartly-styled from clip to tip, exceptionally engineered quality rollerball pen. From the tough black finish to the gold-plated trim to the ceramic ball tip, the MAGNUS exemplifies the quality you normally find only in the highest priced pens. The MAGNUS pen features:

- Exceptional smooth writing
- Gold plated trim
- Dense ink lay-down
- Precision engineering
- Will not corrode
- Choice of Barrel Color
- 0.7mm thickness

The MAGNUS Pen comes with black ink only, but both blue and black ink refills are available for order.



Item	NSN	Color	U/I	Price
Pen (black ink)	7520-01-424-4861	Black Barrel	EA	\$4.54
Pen (black ink)	7520-01-424-4882	Burgundy Barrel	EA	\$4.54
Cartridge Refill	7510-01-425-5709	Black Ink	DZ	\$11.75
Cartridge Refill	7510-01-425-5710	Blue Ink	DZ	\$11.75

Order today using FEDSTRIP/MILSTRIP or MUFFIN. Or point and click at GSA Advantage!TM on the Internet, at <http://www.gsa.gov>.

GSA Contact: Peggy Bouyer, (212) 264-4320

The Environment Gets a Boost, Buyers Get a Break As FSS Cuts Recycled Copier Paper Prices

FSS has taken a bold step in enhancing the environment by sharply lowering the price of heavily-used bright, white recycled #20 copier paper to 5 cents below the virgin variety. This will decrease pressure on landfills and help Federal agencies comply with the President's Executive Order on recycling. Check these prices. FSS defies you to find better, cheaper, smoother running copier paper.

<u>NSN</u>	<u>Size</u>	<u>Depot Price</u>	<u>CSC Price</u>
7530-01-335-2623	8-1/2" x 11"	\$24.87	\$25.23
7530-01-334-7817	8-1/2" x 14	\$32.45	\$35.70

By lowering prices, FSS responds to the needs of agencies who until now, under constraint by budgetary restrictions, felt that they could not afford to use recycled copier paper, because of the higher cost.

In addition, reluctant buyers who may have felt that recycled papers' appearance did not meet their standards, or who felt that the recycling process left contaminants or other harmful waste that would contribute to machine jams, have only to look at laboratory test results and recycled copier papers' several years' experience in high speed presses for assurance of the papers' ability to perform as well -- and have an appearance as good as - virgin paper.

Looks are not Deceiving -- Recycled Copier Paper Equals Virgin Paper in Brightness, Opacity.

Laboratory tests conducted in the GSA Lab in San Francisco proved conclusively, that there is complete parity in quality between recycled and virgin copier paper. FSS copy paper had fewer contaminants, reflected 84 levels in brightness (The Joint Committee on Printing [JCP] standard calls for only 83) and measured thicker than virgin paper. (Thicker paper jams less frequently than thin paper). "On press" testing in high-speed printers revealed that FSS paper had fewer jams than the private sector paper.

Recycled paper samples of three national brands, Hammermill, Mead and Xerox -- were tested against virgin samples from those same mills, as well as against "generic" virgin paper marketed by Staples and Office Depot.

The FSS recycled papers ranked within 1 percentage point of virgin paper in both opacity and brightness. In some cases, the recycled samples actually exceeded the opacity and brightness of the virgin papers: in the case of Office Depot's unbranded virgin paper, by some eight full percentage points in opacity. In other

words, FSS recycled paper proved to be significantly superior to the virgin paper of a leading discount chain!

Recycled

	<u>Opacity</u>	<u>Brightness</u>
Hammermill	88.4	84
Mead	87.5	85
Xerox	88.8	85

Virgin

	<u>Opacity</u>	<u>Brightness</u>
Hammermill	87.9	85.3
Mead	87.9	84.4
Xerox	86.8	83.7
Staples (no-name)	88.4	85.8
Office Depot (no-name)	88.2	84

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 virgin paper in high speed presses and slower desktop copiers, but its high brightness and opacity make it equally suitable for use in PC laser printers and plain paper FAX machines.

The program is the product of concerted effort by FSS and industry, and unremitting pressure by the Office Supplies & Paper Products Center's Specifiers and Contracting Officers. For a viable market for recycled paper to be created, a steady supply of reconstituted material from recycling efforts streaming into pulp mills was needed to allow production to reach levels that would guarantee continued product supply and resulting lower prices.

FSS's initiative should remove any vestigial barriers of reluctance and will encourage greater use. In the meantime, private sector suppliers continue to keep their recycled products at higher price levels. Only FSS has lowered its prices to affordable levels as part of its proactive program to help agencies comply with the Executive Order.

If You can Find Better Looking, Better Running, Better Priced Recycled Copier Paper...BUY IT!

Order through FEDSTRIP/MILSTRIP and/or MUFFIN. Or, point, click and shop at **GSA Advantage!**TM on the Internet, at <http://www.gsa.gov>.

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

Safe and Secure Mailers for Your Diskettes, Photos

People who mail critical material need assurance that important diskettes, photos or documents will arrive undamaged, without folds, creases or is otherwise compromised. They can have that assurance with new FSS mailers for diskettes and photos.

Both are made of stiff, white padded board that resists folding or bending during handling. Both have printed spaces for addressing and return and are closed by flaps with pressure-sensitive adhesive covered with a removable strip.

Pre-assembled. Made of fiberboard or flat paperboard: Fiberboard contains a minimum of 40% postconsumer recovered materials (PCM). Closure by flap with pressure-sensitive adhesive covered by a removable strip; paperboard contains a minimum of 80% PCM.

Diskette Mailer, NSN 8105-01-386-2202, features static protective lining on all surfaces which may contact the diskettes. Size: 7-1/2" x 6," Holds up to four (4) Diskettes, either 3-1/2" or 5-1/4." Printed recycled material logo, plus warning statement against bending, and avoiding moisture and magnetic fields. U/I - PG (25). Price, \$8.20

ORDER TODAY using FEDSTRIP/MILSTRIP or MUFFIN. Or point, click and shop at *GSA Advantage!*TM on the Internet, at <http://www.gsa.gov>.

Photo/Document Mailer protects photos and keeps important material at its best condition while in transit. NSN 8105-01-434-3492, Size: 9-3/4" x 12" holds photos and/or documents up to 1/2" in thickness. Printed recycled material logo, plus warning statement, "PHOTO MAILER, DO NOT FOLD OR BEND." U/I - PG (25). Price, \$9.78

Available at your local Customer Supply Center. Order by phone or FAX. Use your Visa IMPAC card for easy billing.

Contact: Glen VanBoven (212)264-8207

Low Price Set for Microperf Computer Paper

Quality microperforated computer paper with special sprocket feed that allows paper to flow through printers easily with faster, jam-free performance and less printer wear.

Single-part, flat-fold paper with microperforated edges that tear neatly and sharply so that each page has an individually-typed appearance. Portrait orientation; Size, 9-1/2" x 11".

NSN	U/I	Sheets	Price Old	Price New
7530-00-800-0996	BX	2550	\$22.51	\$19.60

Contact: (Technical) Debbie Paralemos, (212)264-8248;
(Inventory) David St. Louis, (212)264-3537

Multi-Part Computer Paper Prices Drop Sharply

Quality computer paper saves you money in two ways. Lower price helps your bottom-line operating costs, while less printer wear means less down time and less printer replacement. Sharp printing paper flows through printers with ease resulting in faster, jam-free performance.

Landscape-oriented, 14-7/8" x 11.". Features three horizontal printed lines per inch, with the third line printed darker. The multi-part papers are carbon-interleaved. Contain 20% PCM U/I - BX (Number of sheets per set noted below).

NSN	Part Sets	Sheets	Price Old	Price New
7530-00-145-0414	Single	2550	\$26.70	\$24.59
7530-00-145-0415	2	1500	\$46.99	\$40.79
7530-00-145-0416	3	950	\$50.93	\$35.32
7530-00-145-0417	4	700	\$52.09	\$35.78

Contact: (Technical) Debbie Paralemos, (212)264-8248;
(Inventory) David St. Louis, (212)264-3537

Discontinued Diskettes

Get 'em while you can! A few discontinued SYNCOM diskettes may still be available, but only while the supplies last. When we run out, the supply will not be replenished. The diskettes are excellent quality products, and are being eliminated from inventory only because the manufacturer has gone into bankruptcy.

7045-01-323-6435 5.25 DS/HD \$3.00
Unformatted disks have a storage capacity of 1.2MB; soft sectored.

7045-01-347-5289 5.25 DS/DD \$2.25
Unformatted, soft-sectored disks have 48 tracks.

7045-01-375-8545 3.5 DS/HD \$6.11
Preformatted to save time. 2-MB capacity

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

Contact: Murray Samowitz, (212) 264-0405

Do You Work Out of Your Vehicle?

Let the "Partner" Vehicle Work Station System Help You Stay Organized

When business takes you on the road, take your office with you ...The "Partner" Makes Your Vehicle, Your Office.

The Partner Vehicle Work Station Organizing System, available through GSA's New Item Program (NIP), gives anyone working out of a vehicle, the perfect means of keeping paperwork organized and readily accessible, and turning any car, truck or other vehicle into a mobile work station.

The Partner system enhances safety by eliminating vehicle clutter and unnecessary search for commonly-used items and increases accuracy of reports and forms by providing an efficient and convenient work area at the appropriate time when memory is still fresh.

Twelve vehicle desks/organizer models are available to fit most cars, trucks, vans, or minivans. They install securely and easily. Fleet users rave about saving half an hour per day by having a place where they can keep pens, pencils forms and reports, laptop computers, and car phones at the driver's fingertips. And there are many accessory items available to make working out of your vehicle even more convenient.

Ordering is easy. FSS will administer the purchase, but you'll receive direct shipment from the manufacturer. You can order using FEDSTRIP/MILSTRIP or MUFFIN and receive a single GSA invoice. Save by buying large quantities. To get these items at these low prices, at least \$50 total must be ordered. U/I - EA.

DESKS AND ORGANIZERS

Small size Pick-up, stick shift, bench seat

Dimension: 17" x 12.5" x 7
NSN: 7520-01-383-7968
Part No: 10-2000
Price: \$102.55

Full size Pick-up, bench seat, w/automatic shift

Dimension: 23" x 12.5" x 10"
NSN: 7520-01-383-7969
Part No: 10-3000
Price: \$102.55

Full size Pick-up, storage bench seat, w/automatic shift

Dimension: 21.5" x 14.5" x 9"
NSN: 7520-01-383-7974
Part No: 10-4000
Price: \$102.55

Full size truck or van w/bucket seat

Dimension: 24" x 13.75" x 11.75"
NSN: 7520-01-383-7977
Part No: 10-5000
Price: \$123.07

Small Pick-up or Minivan w/bucket seat

Dimension: 21" x 13" x 8.5"
NSN: 7520-01-383-7977
Part No: 10-6000
Price: \$132.35

Bench seat computer desk for laptops or fax machines

Dimension: 29 x 14.5" x 14.5"
NSN: 7520-01-383-8000
Part No: 10-7000
Price: \$169.24

Full size sport utility vehicle w/bucket seats

Dimension: 24" x 11.5" x 12"
NSN: 7520-01-439-3941
Part No: 10-5200
Price: \$112.81

Full size van or utility truck

Dimension: 25" x 14.5" x 24"
NSN: 7520-01-439-3953
Part No: 10-SCE
Price: \$186.73

Pick-up truck bed organizer

Dimension: 96" x 48"
NSN: 7520-010439-3925
Part No: 10-9010
Price: Call vendor

Pick-up truck bed organizer

Dimension: 88" x 40"
NSN: 7520-01-439-3928
Part No: 10-9010
Price: Call vendor

ITEMS FOR ANY VEHICLE

Steering Wheel Platform Style Desk

NSN: 7520-01-439-3933
Part No: 10-7100
Price: \$61.51

Trunk Office Supply Organizer

Dimension: 19" x 14" x 7"
NSN: 7520-01-439-3945
Part No: 10-9020
Price: \$90.24

ACCESSORIES

Truck Desk Bin. (For use with models 10-2000, 3000 and 4000.)

NSN: 7520-01-383-8005
Part No: 10-1500
Price: \$20.47

Truck Desk Risers. (For use with model 10-5000)

NSN: 7520-01-383-8013
Part No: 10-5500
Price: \$20.47

Drink Holder Attachment

NSN: 7520-01-383-8018
Part No: 10-9999
Price: \$13.29

Cellular Phone Holder

NSN: 7520-01-439-3923
Part No: 10-0200
Price: \$20.47

Goose Neck Light

NSN: 7520-01-439-3935
Part No: 10-0310
Price: \$20.47

Reading Light (Bracket Mounted)

NSN: 7520-01-439-3955
Part No: 10-0300
Price: \$20.47

12V Outlet

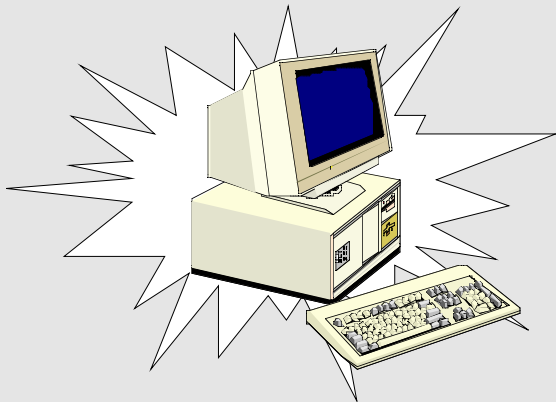
NSN: 7520-01-439-3955
Part No: 10-0400
Price: \$20.47

Laptop Glare Stopper

NSN: 7520-01-439-3920
Part No: 10-7020
Price: \$25.60

Contacts: FEDSTRIP/MILSTRIP Ordering:
(212)264-8201 or (212) 264-8210.

Technical Information and Literature: Dick Hirsch, SVP Manufacturing Corp, (800) 467-8729.



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



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

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

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NORTHWEST/ARCTIC REGION Washington, Oregon, Idaho, Alaska

Locations	Dates
Fairbanks, AK	December 1996
Lynwood, WA	January 1997e
Eugene, OR	February 1997
Coos Bay, OR	March 1997
Wenatchee, WA	April 1997
Couerd' Alene, ID	May 1997
Juneau, AK	June 1997
Klamath Falls, OR	June 1997
Boise, ID	July 1997
Tacoma, WA	August 1997

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

NORTHEAST & CARIBBEAN REGION

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

Locations	Dates
Puerto Rico, VI	February 1997
Long Island, NY	April 1997
Newark, NJ	May 1997
Atlantic City, NJ	June 1997

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

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SOUTHEAST REGION

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

Locations	Dates
Nashville, TN	January 23, 1997
Jackson, MS	February 6, 1997
Jacksonville, FL	March 6, 1997
Columbia, SC	March 20, 1997
Miami, FL	May 8, 1997
Pensacola, FL	May 15, 1997
Huntsville, AL	May 22, 1997
Dunn, NC	June 12, 1997
Savannah, GA	June 19, 1997
Asheville, NC	June 26, 1997
Orlando, FL	July 10, 1997
Charleston, SC	August 21, 1997
Atlanta, GA	September 11, 1997

Contact: Adrian Finney (404) 331-3026

PACIFIC RIM REGION

California, Hawaii , Nevada, Pacific and Far East

Locations	Dates
Travis AFB, CA	January 1997
Sacramento, CA.....	February 1997
Redding, CA	April 1997
Fresno, CA.....	May 1997
Lemoore NAS, CA	May 1997
San Francisco, CA	June 1997
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
Camp Pendleton, CA	January 1997
Davis Monthan, AZ	February 1997
Ft. Huachuca,A.Z	February 1997
Port Hueneme, CA	February 1997
Port Mugu, CA	February 1997
Vandenburg AFB, CA.....	March 1997
Marine ACS, Yuma,AZ.....	March 1997
Yuma ACS, Yuma, AZ	March 1977
Twenty-Nine Palms, CA.....	April 1997
Luke AFB, AZ	April 1997
Yuma Proving Grounds, AZ	April 1997
Flagstaff, AZ.....	April 1997
San Gabriel, CA	April 1997
San Diego, CA.....	April 1997
Tucson, AZ	May 1997
Phoenix, AZ.....	May 1997
Nellis AFB, CA	June 1997
San Bernardino, CA	June 1997
Long Beach, CA.....	June 1997
Edwards AFB, CA	August 1997
Las Vegas, NV	September 1997
Naval Station, No.Is.....	September 1997

Contact: Dilys Sunabe (213) 526-7500

Pacific and Far East

Locations.....	Dates
Yokusuka, Japan	January 1997
Yokota, Japan	January 1997
Osan AB, Korea	February 1997
Youngsan AB, Korea.....	February 1997
Camp Butler, Okinawa.....	March 1997

Kadena AB, Japan.....	March 1997
Honolulu, HI	April 1997
Iwakuni, Japan	May 1997
Camp Zama, Japan.....	May 1997
Kaneohe MC Base, HI.....	June 1997
Hickham AFB, HI.....	June 1997
US A Kwajalein, Agana, Guam	July 1997
Pago Pago, American Samoa	July 1997
Sasebo, Japan.....	August 1997

Contact: Melinda Eyre (808) 541-1776

ROCKY MOUNTAIN REGION

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

Locations	Dates
Salt Lake City, UT	January 1997
Richfield, UT	January 1997
Billing, MT	March 1977
Missoula, MT	March 1997
Pierre, SD	May 1977
Sioux Falls, SD.....	May 1997
Denver, CO	June 1997
Colorado Springs, CO	June 1997
Montrose, CO	June 1997
Casper, WY.....	September 1997
Jackson, WY.....	September 1997
Bismarck, ND.....	November 1997
Fargo, ND	November 1997

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

NEW ENGLAND REGION

Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont

Locations.....	Dates
Portsmouth, NH	March 1997
Burlington, VT	April 1997
Bangor, ME.....	May 1997
Rutland, VT.....	June 1997
Augusta, ME	July 1997
Manchester, NH	August 1997

Contact: Pam Lapointe (617)565-7302.

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	(907) 271-4298	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

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