

# Acquisition Update

Your Source For Federal Health Care Contract Information

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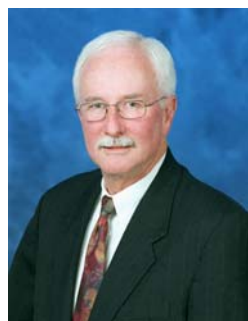
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We would like your comments! What topics do you want covered? What information do you want to see? Please contact:

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## *The "Green" Side of Acquisitions: Environmental Considerations in VA Contracts*

*By: David S. Derr, Deputy Assistant Secretary for Acquisition and Materiel Management*

The acquisition process is a significant part of a multifunctional approach to pollution prevention. By purchasing environmentally-friendly products and services, we can preserve natural resources, reduce the generation of solid and hazardous waste, and provide a healthy, sustainable environment for our Nation's veterans and our VA employees. That is why, in addition to my role as the Deputy Assistant Secretary for Acquisition and Materiel Management, I serve as the VA Deputy Environmental Executive (DEE). As DEE, I would like to take this opportunity to discuss the "green" side of acquisitions - the environmental requirements that we as acquisition professionals need to consider in executing our responsibilities in acquisition planning, solicitations, and contract administration.

Numerous laws, regulations, and Executive Orders exist to protect the environment and promote economic growth through Federal purchases of "green" products and services. "Green" refers to a wide range of products and services, including recycled content, biobased, Energy Star®, energy - and water-efficient, and environmentally preferable. It also encompasses the use of non-ozone depleting substances, alternative fuel vehicles, and alternative fuels. In the July/September issue of the *Acquisition Update* Newsletter, we

addressed the mandate to purchase recycled content products designated by the U.S. Environmental Protection Agency (EPA) in its Comprehensive Procurement Guideline (CPG). Let's now take a closer look at how the green purchasing requirement applies to contracting activities.

Contracts account for 90 percent of Federal spending on goods and services and are an ideal mechanism for maximizing the purchase of green products. The most successful green purchasing efforts occur when we "think green" from the start of the acquisition process. As required by the Federal Acquisition Regulation (FAR), specifications, product descriptions, standards, requirements, and even source selection criteria must incorporate energy and environmental considerations. Consultation and input by environmental, engineering, program managers, and other appropriate staff in the early stages of contract development are essential. Coordination throughout the contracting process will further ensure that environmental considerations are well integrated and can be presented in the event of an audit.

What types of contracts should be "greened?" According to the FAR, all contracts need to be reviewed for environmental consideration. Supply

contracts for the procurement of goods may include purchase orders, blanket purchase agreements, or indefinite delivery contracts. Are there EPA-designated products in the contract? Are there green alternatives for the product(s) specified? Has a life cycle assessment been conducted? Beyond supply contracts, look carefully at service contracts. In performing the specified services, what supplies will be procured or used? The following is a list of some of the common service contracts that may involve one or more of the categories of green products:

Janitorial	Construction/Renovation
Landscaping	Maintenance (Buildings, Roads)
Administration	Overall Facility Management
Material/Waste Management	Fleet Service Agreements
Copier Services	Document Printing

To illustrate, let's use the example of a janitorial contract. First, identify which EPA-designated CPG products may be purchased or supplied as part of the contract. Commercial sanitary tissue (including restroom towels, toilet paper, and tissue) and trash bags are EPA-designated items. Other "green" products could be purchased and used in the performance of janitorial services as well, including carpet shampoo, deodorizers, furniture polish, spot remover, window cleaner, bathroom cleaners, disinfectants, and liquid hand soap. The contract specifications could stipulate that less hazardous, water-soluble alternatives be used in place of caustics or cleaners with hazardous constituents. A green janitorial contract helps to minimize negative impacts to both the environment and human health.

Construction and renovation of VA medical centers and facilities constitute a large share of VA's expenditures and may involve significant environmental impact. As such, we need to take full advantage of the opportunity to green VA construction contracts. There are many EPA-designated CPG products that may be purchased or supplied as part of the construction contract, including building insulation, structural fiberboard, cement and concrete containing coal fly ash, carpet and carpet cushion, floor tiles, shower and restroom dividers/partitions, and modular threshold ramps. Strawboard walls are a biobased product that may also be used in building construction. A final step in greening the construction contract could be the requirement to collect and recycle the demolition and construction debris, where possible. A contract that incorporates CPG along with other green products and recycling/waste reduction is the optimal realization of green purchasing.

To help Federal building project managers and acquisition personnel meet various mandates as established by law and Executive Orders, the EPA recently announced the

availability of its draft "Federal Guide for Green Construction Specifications" on the Whole Building Design Guide Web site at <http://fedgreenspecs.wbdg.org>. The EPA also has posted sample contract language and a "Promising Practices Guide for Greening Contracts" on its Environmentally Preferable Purchasing Program Web site at <http://www.epa.gov/oppt/epp>.

In conclusion, VA is committed to being a good steward of the environment through compliance with both the letter and spirit of all Federal green purchasing mandates. We must strive to increase our acquisition of green products and services consistent with the demands of the VA mission, efficiency, and cost-effectiveness and with continual improvement toward VA and Federally-established procurement goals. Green purchasing is good for the environment, good for the economy, and good for public health and safety.

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*Correction:* On page 5 of the July/September edition, the first paragraph under Buying "Green": EPA Expands List of Recycled Content Products should have read:

On April 30, 2004, the U.S. Environmental Protection Agency (EPA) issued a final rule in the Federal Register amending its Comprehensive Procurement Guideline (CPG) by designating seven new products that are or can be made with recycled content. These products are: modular threshold ramps, non-pressure pipe, roofing materials, office furniture, rebuilt vehicular parts, bike racks, and blasting grit. EPA has issued recycled content recommendations, known as Recovered Materials Advisory Notices (RMANs), for all seven products. In addition, EPA added new recycled content options to the existing designations for cement and concrete and railroad grade crossing surfaces, and revised the designation to polyester carpet for moderate end-uses only. **The rule becomes effective on May 2, 2005, but that doesn't mean we should wait until then to purchase any of these new items that are applicable to the Department of Veterans Affairs (VA). For example, if furniture is needed at a VA facility prior to the rule's effective date, it is recommended that it be purchased with recycled content. This will demonstrate VA's leadership in environmental stewardship and commitment to buying "green."**

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*Tomorrow hopes that we have learned something from yesterday. - John Wayne*

# *Contracting With Service-Disabled Veteran-Owned Small Businesses: What About the Opportunity Costs?*

*By Scott Denniston, Director, Office of Small and Disadvantaged Business Utilization*

There is concern among some VA acquisition professionals over the perceived opportunity cost in contracting with Service-Disabled Veteran-Owned Small Businesses (SDVOSB). You will recall from ECON 101, opportunity cost is what you give up in order to get something else. Let's put this into proper perspective.

The primary focus on socioeconomic accomplishments in VA at this time is the SDVOSB category. The Secretary and Deputy Secretary have both expressed their commitment for VA – as the chief advocate for veterans at the Federal level - to become the Federal Government's leader in contracting with SDVOSBs. VA's senior career and political leadership, including VA's Procurement Executive, have embraced this policy, as evidenced by various memoranda, Office of Acquisition and Materiel Management ILs and other communications to the acquisition and logistics community. Service-disabled veterans are the core constituency of VA and contracting with SDVOSBs is a logical extension of our mission, VA putting its dollars into the veteran community.

From our perspective, all of the building blocks are in place for VA contracting activities to meet the statutory goal that .03 cents of every Federal acquisition dollar be spent with SDVOSBs (P.L. 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999). This goal is attainable, but as with any challenge requires a concerted and dedicated effort to do so.

Since establishment of the statutory 3 percent goal, many reasons have been given for why this goal is not being met. For some time, the reason was that acquisition professionals had difficulty in identifying and locating SDVOSBs. Thanks to the efforts of so many people, the Vendor Information Pages (VIP) database at the [www.vetbiz.gov](http://www.vetbiz.gov) website was established and populated. VIP now contains approximately 2,500 SDVOSBs and over 5,000 VOSBs. Acquisition professionals have this tool to aid in locating SDVOSBs and VOSBs. Numerous e-mailings across the acquisition mail group are being sent that also identify SDVOSBs.

Once this reason was rendered moot, a new one arose - not having a mechanism to get to SDVOSBs. Implementation of P.L. 108-183, the Veterans Benefits Act of 2003, has taken that reason off of the table.

Contracting officers now have the authority to set-aside acquisitions for SDVOSBs, and under certain circumstances, award sole source contracts to SDVOSBs pursuant to the act.

Now concerns as to the potential opportunity cost are being raised. Contracting officers have contacted us to express concerns that in meeting their SDVOSB goals there may be corresponding declines in other categories, chiefly Section 8(a) awards. They express concern about likely complaints from 8(a) contractors when opportunities are not offered to the 8(a) Program and offer as an example, construction opportunities normally satisfied through the 8(a) Program that will be conducted in accordance with FAR Part 19.14, Service-Disabled Veteran-Owned Small Business Procurement Program.

While it is tempting to look at the acquisition "pie" as getting smaller, with each new program cutting into others, the reality is we must do a better job of creating and maintaining opportunities for the small business community as a whole. Opportunities provided to the SDVOSB community need not come at the expense of the 8(a), HUB Zone, or any other small business program. We need to maximize contracting opportunities with less consolidation of requirements and, better, and more thorough market research, and providing guidance and assistance to those small businesses wishing to team with other small businesses, particularly SDVOSBs.

In closing, most program officials and acquisition professionals are keenly aware of the competing interests intrinsic to acquisitions, and must carefully balance these interests in determining acquisition strategies that support VA's mission and simultaneously achieve VA's socioeconomic goals, consistent with sound business judgment. We find that they, too, want to do the right thing by small businesses, especially SDVOSBs, and we are counting on them to make VA the Federal leader in these important programs.

Everyone's continued support of VA's small business programs is greatly appreciated.

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## *Trivia...*

"Almost" is the longest word in the English language with all the letters in alphabetical order.

"Happy Birthday" was the first song to be performed in outer space, sung by the Apollo IX astronauts on March 8, 1969.

There are 119 grooves on the edge of a quarter.

In Tokyo, a bicycle is faster than a car for most trips of less than 50 minutes.

# ***GITSS Available to Support Your IT Needs***

*By: David Peterson  
Program Manager, BuyIT.gov  
Chief, Acquisition Management Section  
Austin Automation Center*

In the July/September edition of the *Acquisition Update*, we told you about an excellent new acquisition tool available across VA. GITSS or Global Information Technology Support Services is a suite of 10 indefinite delivery/indefinite quantity (ID/IQ) contracts that can be used to meet any VA customer's IT services needs.

The GITSS contracts were awarded on a competitive basis to three small businesses, Centech Group, NCI Corp., and STG Inc.; and seven large businesses, Computer Sciences Corp., IBM Corp., Lockheed Martin Corp., MacAuley-Brown Inc., Northrop Grumman Information Technology, SAIC, and Unisys Corp. Each of these GITSS prime contractors has assembled an impressive team of subcontractor partners. Together, the over 200 firms of the GITSS Team represent one of the largest collections of IT professionals available under a single acquisition vehicle. Like the GITSS prime contract holders, the labor rates of their team members have been determined fair and reasonable and are fixed for the full 8-year period of performance.

Key features of the GITSS contracts include: a \$3 billion program ceiling and broad scope that covers virtually any IT or telecommunication service to be provided anywhere in the world, quick and simple ordering procedures, excellent data rights provisions, and competitive rates for 149 labor categories.

Since we first announced GITSS, the VA Acquisition Operations Service and the Cleveland Business Office have been designated as GITSS ordering activities and have used GITSS with great success. All other VA contracting activities are encouraged to make the maximum use of GITSS in supporting the IT services needs of their customer organizations. Chief Logistics Officers representing contracting activities wanting to use GITSS should contact [www.BuyIT.gov](http://www.BuyIT.gov) to receive a delegation of authority as a GITSS ordering activity.

For more information about BuyIT.gov or the GITSS contracts, please visit [www.BuyIT.gov](http://www.BuyIT.gov) or contact us at [info@BuyIT.gov](mailto:info@BuyIT.gov).

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# ***Paradigms of Success***

*By: Howard Swartzman, Acquisition Resources*

My boys generally get along well with their peers, in school or at play. However, when it comes to their relationship with each other, it is quite a different situation. Often, just the prospect of sitting within 3 feet of each other in the confines of the back seat of the car will evoke major hostilities in less than 23 seconds.

It has always amazed me how each one can immediately identify the owner of what has to be a gazillion collector's cards that can be found in every room of the house. Interesting, how when one wants to review their possessions, they always own the exact card they happen to be holding at the time. Yet, when under the penalty of the feared "no television" (about the worst punishment a parent can administer), I demand that a certain card be picked up, that particular card will always belong to the other guy. Fortunately, we become more reasonable as we mature. Yet, I can't help but feel that most of us retain just enough of our childhood instinct of protection of property and position to make life at work sometimes seem a bit like a long trip on a hot day in the back seat of our parent's car.

While we are often involved with working in collaboration with others who may share a common goal, it's a good thing to remember that we all view the path to a goal from our own unique perspective. The majority of the time we will want to take the path that we are most comfortable or feel safest with. That path will often represent the least risk to our programs and to us. Not so dissimilar to our childhood, when we may have been ardent defenders of what was ours when there was benefit to ownership, or seek to shift ownership when some risk or penalty may be involved.

There is nothing inherently wrong with risk mitigation, as long as all the parties involved understand that each may be coming to the table from a different perspective. In these instances, a real key to reaching a common goal is an understanding of where each party is coming from, what their unique perspective is. This will require an open mind and good communication skills. In some instances, an impartial third party, acting as a facilitator, may prove invaluable.

When faced with differences in the paths proposed by members of a group or team, the best way of reaching an agreement is to first understand the perspectives of the other parties. Utilize a facilitator if necessary. Better yet, be a facilitator if you can. But remember, you can't go in two directions at the same time, so always pull over and come to a complete stop before trying to facilitate the back seat of your own car.

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## ***Celebrate the Javits-Wagner-O'Day (JWOD) Program During National Disability Employment Awareness Month in October!***

October is National Disability Employment Awareness Month, and a perfect time to celebrate the Javits-Wagner-O'Day (JWOD) Program.

Created in 1938, this unique Federal procurement program employs over 42,000 individuals who are blind or have other severe disabilities, enabling them to lead more productive and independent lives. The JWOD Program uses the purchasing power of the Federal Government to buy quality products and services at a fair market price from participating, community-based nonprofit agencies dedicated to training and employing individuals with disabilities.

According to President Bush, "All of our citizens should have the opportunity to live and work with dignity and freedom. Every October, we observe National Disability Employment Awareness Month, to recognize the talents, skills, and dedication of disabled Americans who are a vital part of our workforce." Not only are people who are blind or have other severe disabilities a vital part of the country's workforce, under the JWOD Program, they are also essential suppliers of SKILCRAFT® and other JWOD products and services to the Federal Government and U.S. Armed Forces. Everything from office supplies, such as pens and notepads; military unique items, such as chemical protective suits and first aid kits; food items that support Government international relief feeding programs; and services, such as janitorial/custodial, food services, call center operations and digital imaging. The JWOD Program also works closely with the VA Blanket Purchase Agreement vendors, including [www.jwod.com](http://www.jwod.com), to supply quality products and services to VA customers nationwide.

National Disability Employment Awareness month provides Federal employees with the opportunity to recognize those individuals within their agencies who support the JWOD Program, and to learn more about JWOD capabilities that meet their procurement needs.

There are a number of different activities Federal employees may consider in order to recognize the JWOD Program, both in October or any time throughout the year.

Please contact the JWOD Program if you require any assistance in planning a JWOD celebration during National Disability Employment Awareness Month at [jwodworks@jwod.gov](mailto:jwodworks@jwod.gov) or visit [www.jwod.gov](http://www.jwod.gov) for more information.

### *Departing VA JWOD Associate Liaison Honored*

Ms. Mary Elliott, VA OA&MM, was presented with the Most Valuable Liaison Award by the Committee for Purchase From People Who Are Blind or Severely Disabled, the Federal agency that administers the Javits-Wagner-O'Day (JWOD) Program, at the Committee's September meeting. Ms. Elliott, who has served as VA's Associate Liaison to the JWOD Program since 2002, will be stepping down from her JWOD duties to fulfill her new role at VA as Management and Program Analyst in the Office of the Assistant Secretary for Management.

Continuing his role of VA JWOD Liaison is Mr. Arthur East, Chief of OA&MM's Business Development and Marketing Office (VA Central Office). Mr. East may be contacted at (202) 273-6107 or via email at [Arthur.east@mail.va.gov](mailto:Arthur.east@mail.va.gov) for the latest guidance and information on the JWOD Program and its ability to meet VA requirements.

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*Did you know?...*The National Acquisition Center's "**Contract Catalog Search Tool**" has been introduced to allow users to browse Medical/Surgical and Pharmaceutical products and services available under Federal Supply Service (FSS) contracts. The search tool allows users to locate items and contracts using a variety of search criteria, including item description, Special Item Number (SIN) and contract number. Each record contains detailed information regarding both the item and the vendor, including contract number; contractor name; contact terms; ordering information; vendor and NAC contracting officer contact information; as well as the program/schedule under which the contract was awarded. The tool also allows users to locate FSS contract holders matching specific socioeconomic criteria, including those that are small, small disadvantaged, women-owned, veteran-owned, 8(a), and hub-zone.

The "Contract Catalog Search Tool" is available to users in two convenient forms: A real-time web-based version available to VA users within the VA network at <http://vaww1.va.gov/nac>, and a portable version available for download to anyone with an Internet connection at <http://www1.va.gov/oamm/nac/scr.htm>. Questions may be directed to either Eric Davis at (708) 786-5144 ([Eric.Davis@med.va.gov](mailto:Eric.Davis@med.va.gov)) or to John Blankenship at (708) 786-5211 ([John.Blankenship@med.va.gov](mailto:John.Blankenship@med.va.gov)).

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*There is less to fear from outside competition than from inside inefficiency, discourtesy and bad service.*

*Anonymous*

# TROY UNIVERSITY

## VA Employees Take Advantage of Troy University's Acquisition College Degree Pilot Program

Not long after VA and Troy University announced the start of their new undergraduate degree pilot program for VA's acquisition workforce to meet the requirement of the Federal Acquisition Reform Act of 1996, better known as the Clinger-Cohen Act, VA employees of all ages and backgrounds began signing up for this opportunity to advance their careers and receive their college degrees.

"I turned 50 years old and unfortunately had not acquired a degree as of yet," says Martha Reinoso-Reyes, Systems and Procedures Analyst and VA employee for over 20 years. "So, when I read about the VA Pilot Program being implemented at the beginning of this year, in spite of the fact that I had my son recuperating from a severe illness and hospitalization, I enrolled at Troy."

Reinoso-Reyes joined 75 other VA employees from across the nation who enrolled in the pilot program's first enrollment term in March to work towards their Bachelor of Applied Science degree.

"I have for years been trying to finish up my Bachelor's degree. When the opportunity to participate in the VA's acquisition workforce pilot program with Troy University was announced, I was one of the first in the NAC to jump in head first," says Sharon A. Mosher, contract specialist with the VA National Acquisition Center (NAC) in Hines, Illinois, and VA employee for 21 years. "This program was almost too good to be true."

Joseph Boggs, 43 year-old chief, Acquisition Management Section, VA Medical Center in Cincinnati, Ohio, and VA acquisition workforce employee for over 17 years, also decided to take advantage of this opportunity to advance within the GS-1102 series and gain the personal satisfaction of obtaining his college degree. "The [Acquisition College Degree] pilot program affords an individual the opportunity to complete the assignments on their own time via internet access and still devote 100 percent to the challenging issues all Contracting Officer's are faced with daily," says Boggs.

As with many working adults, many VA employees had their apprehensions about returning to school. But, Troy University created an online program that is flexible and

convenient to assist in making the transition back into the educational environment as smooth as possible.

"All courses are online and the ease of using the online Blackboard for classes has been amazing," say Mosher. "I love the flexibility of doing my assignments when I am available at home, at work, or even on the road. Registration, buying books and even an E-Library are all available at my fingertips...and if I hit a snag, there's always online help by emailing my questions."

Troy University's Acquisition College Degree Pilot Program is available to all VA acquisition/contract specialists. To gather additional information on this program, VA employees can visit [www.tsuar.edu/va/Va.htm](http://www.tsuar.edu/va/Va.htm), call Les Wright at 1-800-641-8769 or e-mail him at [leswright@troyst.edu](mailto:leswright@troyst.edu).

"My advice to any other Acquisition family members would be to 'go for it' and take advantage of this excellent opportunity to get a degree," says Boggs.

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## Small Business Awards

### Pharmaceutical Products Awarded

Five-year contracts, covering generics and brand name pharmaceutical products, were awarded to the following four companies: *Caraco* (V797P-5683X), a small business; *Beutlich LP* (V797P-5680X), a small/veteran-owned business; *Duckworth & Kent* (V797P-5679X), a small business; and *Deca Pharmaceuticals* (V797P-5672X), a small/ disadvantage business.

A new 5-year contract (V797P- 5728X) was awarded to *Blaine Pharmaceuticals*, a small woman-owned business, for various strengths and package sizes of Magnesium Oxide.

Contract V797P-5742X was awarded to *Amphastar-IMS, Ltd.*, a small business that provides generic pharmaceuticals.

### Staffing Services Awarded

*Nurse's Etc. Staffing Services*, a service connected, disabled, veteran-owned business, was awarded a contract (V797P-4687A) for per diem Registered Nurses (General, OR, Medical Surgical, Nurse Practitioner, and Critical Care), LPNs, Medical Assistants and CNAs throughout the state of Texas.

An award (V797P-4685A) was made to *STG International Inc.*, a small, disadvantaged, woman-owned firm, for various labor categories, including General Practitioners, Registered Nurses, and other Allied Health Care categories. The contract also includes Certified

Dental Hygienists and Assistants, along with Certified Pharmacy and Radiological Technicians.

*Medical Business Consultants, Inc.*, a small and small disadvantaged, 8(a) certified, Vietnam Veteran-owned business, was awarded a contract (V797P-4692A) for general and specialized nurses and licensed vocational/practical nurses.

A new contract, V797P-4697A, was made to *Specialty Professional Services*. The company is a small, Vietnam Veteran-owned business, providing general/specialized nurses, licensed vocational/ practical nurses, and surgical technicians.

Contract V797P-4712A was awarded to *Arbor Temporary Services, Inc.*, a Vietnam-era Veteran-owned small business which provides Traveling and Per Diem Registered Nurses, Respiratory Therapists, Physical Therapists/Assistants, Occupational Therapists/Assistants, LPNs, CNAs and Radiologic Technologists throughout the state of Florida.

### Medical Equipment/Supplies Awarded

Contract V797P-4677A was awarded to *Wizzard Software*, a small business who specializes in speech related products and services for talking prescription vials. The vial is a one push button operation and is disposable. The product receives, via Health Level Seven interfacing, a transaction format and then records the patient instructions including any patient warnings.

Contract V797P-4674A was awarded to *Commerce Atlantic Corporation/DBA Apis Footwear*, a small, woman-owned business that offers a full line of therapeutic footwear, which provides relief for individuals with diabetes, bunions, hammertoes, corns and other foot related problems that are common with many patients.

*Guldmann Inc.*, a small business, was awarded contract V797P-4680A. Guldmann is a manufacturer of fifth generation modular-designed custom lifting and transferring equipment. The complete product line includes ceiling lifts, mobile hoist, bed, accessories, and training.

Contract V797P-4707A was awarded to *Enhanced Vision Systems*, a small business, for a low vision system with accessories, helping patients with macular degeneration and other low vision impairments regain their visual independence.

A contract was awarded to *National Endoscope Services* (V797P-4729A), a small veteran-owned business specializing in endoscope preventative maintenance and repair. The service provided by the company entails both rigid and flexible endoscopes.

### Patient Mobility Products Awarded

A 5-year contract (V797P-3015M) was awarded to *Van Wart Enterprises*, a veteran-owned small business. Products offered include the classic curved handled cane, as well as, the newly patented "Getty-Up Stick." This product is designed with a "T" shaped handle and is marketed as an alternative to the more expensive lift chairs and other patient aids available under the schedule.

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## *The Vietnam Veterans Memorial*

Congress authorized the Vietnam Veterans Memorial to be constructed in the Constitution Gardens of Washington, DC, on July 1, 1980. A jury of 8 anonymous artists voted on the 1,421 entries submitted. The winner was then a 21 year old college student, Maya Ying Lin of Ohio. In 1979, when the Vietnam Veterans Memorial Fund Inc., decided to petition for a memorial, they set out four criteria: the monument had to be reflective and contemplative, had to blend with its surrounding, had to contain the names of all those who died or were missing, and it could make no political statement about the war.

The design Maya Ying Lin came up with did all those things. On the polished black granite of the monument are the 58,209 names of those who died during the war, listed in order from the first casualty to the last. Included in this number are the names of the 1,150 people who were not confirmed dead and were listed as missing and unaccounted for at the end of the war.

Those confirmed dead have a diamond placed by their name on the wall. Those who were reported missing bear a cross next to their name. If they return alive, a circle is placed around the cross to symbolize life. If their remains are returned or their death is confirmed, a diamond is placed around the cross.

Visitors leave thousands of mementos and flowers at the memorial each year as a remembrance to those who are gone or missing. Every night, members of the National Park Service collect the mementos left and deliver them to the Smithsonian Museum who displays them on a rotating basis in the National History Museum.

### **Did you know?**

- ❖ Every Sunday morning the monument is cleaned by a different group of veterans.
- ❖ The letters are 0.53 inches high, and were grit blasted in 0.038 inches.
- ❖ The walls, bearing the names, are 246.75 feet long.
- ❖ The granite used in the monument came from Bangalore, India, and was cut and fabricated in Barre, Vermont.

Courtesy of [www.coolquiz.com/trivia](http://www.coolquiz.com/trivia)

# New FSS and National Contract Awards

Listed below are some recently awarded contracts. For complete information, go to [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac).

## Federal Supply Schedules

### 621 I

Professional Medical Healthcare Services	Contract# V797P-	Business Size
STG International, Inc.	4685A	Small
Southern Healthcare Agency, Inc.	4678A	Small
Medical Business Consultants of San Antonio	4692A	Small
Medical Solutions Inc.	4689A	Small
Specialty Professional Svc	4697A	Small
Moore Enterprises dba Firstat Nursing Services	4694A	Small
Medical Contracting Svc	4693A	Large
CareSource LLC	4698A	Small
PhyAmerica Gov't Services	4701A	Large
Systems Assessment & Research, Inc.	4703A	Small
EnSURE, Inc.	4704A	Small
Ghost Rx Inc.	4676A	Small
24/7 BrightStar Healthcare	4710A	Small
Contemporary Nursing Solutions Inc.	4705A	Large
Prime Care Nursing, Inc.	4715A	Small
Advanced Hospital Staffing	4716A	Small
Arbor Temporary Services	4712A	Small
Liberty Healthcare Corp.	4724A	Large
AspenMed Services, Inc.	4728A	Large
National Medical Registry dba NMRhealthpros Inc.	4726A	Large
Absolute Staffers, LLC	4730A	Small
Washington-Harris Group	4727A	Small
National Healthcare Alliance	4734A	Small

### 65 II A

Medical Equipment and Supplies	Contract# V797P-	Business Size
TR Group Inc.	4687A	Small
Crown Medical Services	4696A	Small
Healthco International, LLC	4695A	Small
Summit Medical Equipment	4691A	Small
Mini Mitter Company, Inc.	4708A	Small
Foot Management	4699A	Small
Pacific Consolidated Industries	4700A	Small
Belmont Instrument Corp.	4706A	Small
Enhanced Vision Systems	4707A	Small
The Citmed Corporation	4702A	Small
Data Management & Reporting dba DMR, Inc.	4713A	Small
Visual Telecom Network, Inc.	4714A	Small
International Hospital Supply	4711A	Small

Sundance Enterprises, Inc.	4720A	Small
Ekla Corporation	4719A	Small
National Endoscopy Services	4729A	Small
Right Medical Products, Inc.	4722A	Small

### 65 II C Dental Supplies

Contract #	Business Size
V797P-	
Instrumentarium Imaging, Inc./ Div GE Medical System	3007M Large
Massco Dental	3009M Small
Provision Dental Systems	3012M Small

### 66 III Cost-Per-Test

Contract #	Business Size
V797P-	
Sysmex America, Inc.	4709A Large

### 65 Part 1B Pharmaceuticals

Contract #	Business Size
V797P-	
Vistakon Pharmaceuticals	5000X Large
Alamo Pharmaceuticals, LLC	5678X Large
R & R Lotion, Inc.	5706X Small
LorAnd Corporation	5707X Small
Bertek Pharmaceuticals, Inc.	5701X Large
Genzyme Corp.	5702X Large
FEI Women's Health LLC	5711X Large
Xcel Pharmaceuticals	5712X Small
PRAECIS Pharmaceuticals	5713X Small
Parenta Pharmaceuticals, Inc.	5714X Small
MedImmune Vaccines, Inc.	5699X Large
Braintree Labs	5709X Small
Bausch & Lomb	5718X Large
Gilead Sciences, Inc.	5708X Large
The Purdue Frederick Co.	5715X Large
Savage Laboratories	5716X Large
Orphan Medical, Inc.	5721X Small
Sirius Laboratories, Inc.	5723X Small
INO Therapeutics, Inc.	5726X Small
Bristol Myers Squibb Pharma	5722X Large
GIV	5719X Large
(General Injectables & Vaccines)	
Blaine Pharmaceuticals, Inc.	5728X Small
Nestle Nutrition	5725X Small
Zila Pharmaceuticals	5720X Small
Cura Pharmaceutical Co.	5736X Small
Boehringer Ingelheim Pharmaceuticals, Inc.	5705X Large
Pacific Pharma	5677X Small
Grifols Biologicals, Inc.	5740X Small
Able Laboratories, Inc.	5731X Small
Schwarz Pharma	5734X Large
Geritrex Corporation	5727X Small
Glades Pharmaceuticals, LLC	5735X Large
Stiefel Laboratories, Inc.	5732X Large
Konsyl Pharmaceuticals, Inc.	5748X Small
Solvay Pharmaceuticals, Inc.	5754X Large
Accorda Therapeutics	5730X Large
Amphastar-IMS, Ltd.	5742X Small
UDL Laboratories, Inc.	5743X Large
Presutti Laboratories, Inc.	5694X Small



Alliant Pharmaceuticals, Inc.	5686X	Large
Jacobus Pharmaceutical	5747X	Small
Qualitest Pharmaceuticals	5756X	Small
American Biotech Labs	5762X	Small
Axcan Scandipharm, Inc.	5759X	Small
Salix Pharmaceuticals, Inc.	5724X	Small

**65 Part VII**

**Invitro Diagnostics/  
Reagents**      **Contract#**      **Business**  
**V797P-**      **Size**

Branan Medical Corporation	5739X	Small
Germaine Laboratories, Inc.	5746X	Small
Microgenics	5752X	Small
OraSure Technologies, Inc.	5755X	Small

**65IIF**      **Contract #**      **Business**  
**Patient Mobility Devices**      **V797P-**      **Size**  
**(Including wheelchairs, scooters, walkers, etc.)**

Alabama Medical Equipment & Supplies	3010M	Small
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**65 VA**      **Contract #**      **Business**  
**X-Ray Equip/Supplies**      **V797P-**      **Size**

Nexadental	3013M	Small
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**National Contracts**

**Pharmaceutical Items:**      **Contract #**      **Business**  
**Product**      **V797P-**      **Size**

Specialty Distribution Services/Express Scripts	9130	Large
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**Blanket Purchase Agreements:**

**Product**      **Contract #**      **Business**  
**VANAC-90NP1**      **Size**  
**V797P-**

ScripTalk	2064	Small
Disposable Prophylaxis Angles	2065	Small

For additional information, contact Ronald E. Jenkins at (708) 786-4929 or [Ron.Jenkins2@med.va.gov](mailto:Ron.Jenkins2@med.va.gov).

**Prosthetic Item**      **Contract #**      **Business**  
**Product**      **V797P-**      **Size**

Telemessaging Device	9131	Small
Telemonitoring Device	9132	Small
Telemonitoring Device	9133	Small
Telemonitoring Device	9134	Small
Telemonitoring Device	9135	Small

For additional information, contact Patty Benson at (708) 786-5253 or [Patricia.Benson@med.va.gov](mailto:Patricia.Benson@med.va.gov).

**Direct Delivery:**      **Contract #**      **Business**  
**X-Ray**      **V797P-**      **Size**

Nucletron Corporation	6994A	Large
Imaging Dynamics, Ltd.	6997A	Small
Shimadzu Medical Sys	6998A	Small

**Ultrasound**

None

**CT/MRI**

None

**Laundry Equipment**

None

**PACS**

None

**Nuclear Medicine**

None

**Radiation Therapy**

None

**Replacement Glassware**

None

For additional information, contact Steve Bense at (708) 786-5175 or [Steve.Bense@med.va.gov](mailto:Steve.Bense@med.va.gov).