

FMHAC Chatter

Facilities Maintenance & Hardware Acquisition Center

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Director's Corner - by Debbie Harms



Annual FMHAC Industry Event a Win-Win for Industry and the Center

Wow, what a resounding success the FMHAC Industry Event, held in St. Louis March 24th – 26th was for our Center and hopefully for all of you! I wanted to take this space to personally thank both the Center associates and attending industry partners for your contributions to making this year's event such a success. I heard nothing but positive comments throughout the three day event.

While many view the annual show as primarily being beneficial to our contract holders, I see the event as being a win-win for both industry and our Center associates.

From a training perspective, I feel the twenty class offerings allowed us to concurrently learn about the latest information affecting our joint mission of increasing Schedule's 03FAC and 51V federal sales.

From a networking perspective, not only is industry able to collaborate with fellow industry, but Center associates are also able to network with industry as well. This enables us both to better understand the companies that make up our federal market niche.

I also believe the hundreds of face-to-face meetings were beneficial to both Center associates and industry. We spend countless hours conducting business with each other telephonically, and it is so nice to be able to put a face with a name.

In addition, I thought the information provided by the guest speakers was informative to both industry and the Center associates as well. We both significantly learned about the latest in the federal government's journey in going "Green".

All in all, a big **THANKS** to both industry and my Center associates for both your collaborative efforts in making this year's event a smashing success.

Debbie Harms

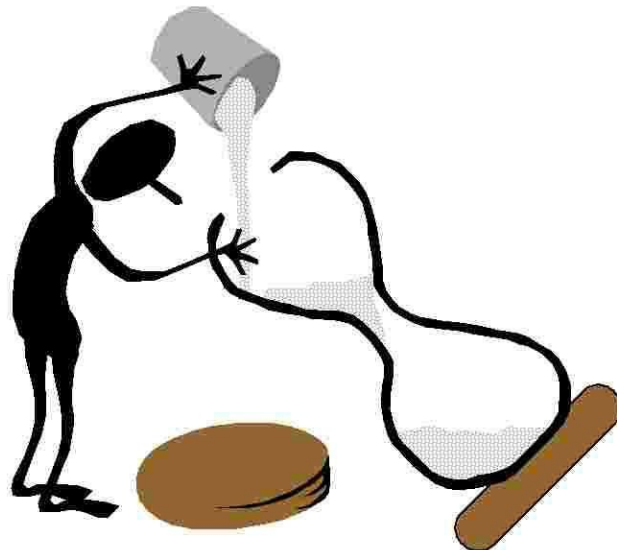
03FAC Schedule changes

Schedule 03FAC was updated on February 8, 2011 with Refresh 15 and posted to FedBizOpps. The update includes the deletion of SIN 800 1000, Other Direct Costs, from the solicitation. Two SINs for Ancillary Supplies and/or Services (871 100, specifically for energy and 003 100 for all other services under 03FAC) were added to Schedule 03FAC with Refresh 13 in 2010 with the intention of replacing SIN 800 1000. The new SINs provide a better description of what can be provided and will alleviate confusion with Other Direct Costs as defined by the FAR.

At this time, SIN 800 1000 can only be removed from a schedule contract upon eMod request from the contract holder, so if your company hasn't done this yet, please contact your Contracting Officer immediately for instructions on how to pursue deletion of SIN 800 1000 and adding the appropriate new Ancillary Supplies and/or Services SIN with firm fixed pricing.

SIN 800 1000 no longer appears on GSA eLibrary, which means that customers will not know if your company can provide support supplies and/or services unless you modify your contract to add the new SIN. If action is not taken by your company to make these changes, SIN 800 1000 may be unilaterally removed from the contract by the Contracting Officer.

A mass modification will be issued through the Vendor Support Center website (vsc.gsa.gov) to update all contracts to the current refresh. If your company has not yet accepted the mass modification from the previous refresh (A092), please log into the Vendor Support Center website to do so.



51V Going Green

The Facilities Maintenance and Hardware Acquisition Center (FMAHC) recently refreshed the solicitation for 51V, Hardware Superstore. This refresh implemented various clause changes due to the standardization of all schedule solicitations. Modifications are now being issued to all contractors to incorporate these changes. FMHAC is moving forward with actions which will bring Schedule 51V into compliance with the provisions of Executive Order 13514. These procedures will apply to Special Item Numbers (SINS) 105 001 Hardware Store, Home Improvement Center or MRO – Store, Front, 105 002 Hardware Store, Home Improvement Center, or MRO – Catalog, 639-001 Domestic Appliances and 639 002 Export Appliances.

The FMHAC has developed an aggressive green plan which will be rolled out over the next several months focusing on several product categories within the 51V Schedule. Executive Order (EO) 13514 requires that 95% of all new contract actions be designated as “green” products and/or services through certification guidelines established by governmental agencies. To assist the Federal acquisition community with meeting this mandate, the FMHAC will begin requiring that new products under four Schedule 51V, Hardware Superstore, categories be designated as “green” products.

The initial focus of this effort will be on the following product groups as they apply to the designated Schedule 51V categories: 105-1, 105-2, 639-001, 639-1002.

Appliances	Heating & Cooling	Plumbing
Clothes Washers	Air Conditioning, Central	Water Heater, Gas
Dehumidifiers	Air Conditioning, Room	Condensing
Dishwashers	Room Air Cleaners & Purifiers	Water Heater, Heat
Freezers		Pump
Refrigerators		Water Heater, High
Room Air Cleaners and Purifiers		Efficiency Gas Storage
Water Coolers		Water Heater, Solar
		Water Heater, Whole
		Home Gas Tankless

In order to begin implementation, the Center will immediately require “green” certification on all new offers and modifications of products in the above categories. These new items must meet Energy Star requirements and be certified Energy Star compliant or FEMP approved.

FMHAC 12th Annual Industry Day

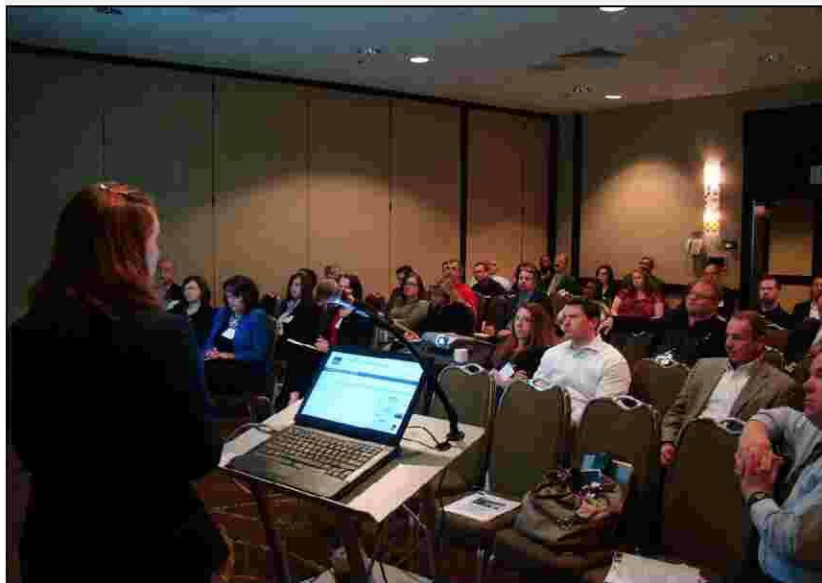
The Facilities Maintenance and Hardware Acquisition Center held the 12th Annual Industry Event on March 22- 24, 2011 in St. Louis, Missouri at the Hilton St. Louis at the Ballpark. There were 380 attendees that represent Schedules 03FAC and 51V. The speakers for the main event were: Jason Klumb, Regional Administrator for GSA's Heartland Region; Mayor Bob Dixon of Greensburg, Kansas; Lunch Speaker, Bob Hirschfeld; Mark Lee, GSA, FAS, Chief of Policy, MAS Program Office; Jeff Koses, GSA, FAS, Director GSS Office of Acquisition Operations; Roger Waldron, President, The Coalition for Government Procurement; Emile Monette, GSA, FAS, Acquisition Management, Director, Program Analysis Division; and Marvin Steinlauf, Marketing Subcommittee, Vice President Sales, All Foam Products Company.

The event had 27 classes that included many topics of interest to Industry. Some of the class topics were: "Greening" the Schedules, e- Tools, Marketing to the Federal Government, the GSA Mentor/Protege Program, AbilityOne, two video teleconference classes conducted by PBS, and several focus meetings. In addition, Industry Partners had 20 minute sessions to meet with their Contracting Officer and/or Business Development Specialist.

The event also included a Networking Reception and a Networking Dinner.

The event was well received and participants' comments recognized this event as a premier Schedules event in the Midwest.

Presentations from the event can be found at <http://www.gsa.gov/portal/content/210705>



You spoke and we listened!

We are aware that some of the classes at the FMHAC Industry Event last month were too crowded. In planning for the next event, we are looking for a venue that has much larger breakout rooms.

In addition, many of you have expressed the need for a better registration process for the FMHAC Industry Event. We are looking into ways to make this easier. One process improvement we will be implementing is registration will be open the evening before the event starts. Stay posted for more registration improvements!

According to our survey results over 90% of the attendees thought the 12th Annual FMHAC Industry Event was an excellent or above average event.



FMHAC Industry Day 2011

Comments from the event;

- I found the event very successful, informative and very well organized. I appreciate the guidance and directions provided to us. I will forever remain grateful for this opportunity, and I look forward to the next year's event. Congratulations to you and your team and Kudos to the GSA.
- I just wanted to formally thank you for a GREAT conference last week. We were impressed with the timely and informative topics of your breakout sessions along with the quality of the speakers and the presentation materials.
- Was good seeing you in St. Louis; your group did a superb job and, from our perspective, much was accomplished.
- This is the best of all seminars that I have attended. Incidentally, I have been attending these events for 40 years.



New Member of FMHAC!



Andrew Pong:

I have been with GSA since January 31, 2011. I was born and raised in Hawaii. Married for 9 years to Lynn and have two girls Alyssa (5 yrs) and Cassidy (3 yrs). We live in Mililani, Hawaii which is in the middle of the island of Oahu and about 15 miles Northwest of Honolulu. I graduated from California State Polytechnic University, Pomona with a Bachelors of Science in Mechanical Engineering.

My professional background includes working for Cedric D.O. Chong and Assoc. which is a mechanical and electrical consulting engineering firm in Honolulu doing HVAC, plumbing, and fire protection design. I also worked for Honeywell International as a Performance Contracting Engineer doing Energy Engineering for Air Force and Army bases in the U.S. and South Korea. After eight years with Honeywell, I went into sales for Joseph H. Schauf Company, selling large HVAC equipment in Hawaii and Guam. I returned to Honeywell as a Service Sale Representative, selling mechanical service contracts and energy retrofit projects. Finally, I opened my own consulting firm Andrew K.C. Pong and Assoc., specializing in building simulation modeling, ESPC proposal generation, and energy consulting.

My first three months with FMHAC has been very enjoyable and the camaraderie in the group is remarkable. I am looking forward to working with other associates in FMHAC and am excited to be a part of the GSA family.



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Visit us on the web!
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**Facilities Maintenance & Hardware
Acquisition Center (FMHAC)
- Financial Outlook**

FY11 Q1 Compared to FY10 Q1			
QUARTER 1 ONLY			
	<u>FY10 Q1</u>	<u>FY11 Q1</u>	<u>% Change</u>
51V	191,072	193,887	1.47%
03FAC	<u>84,836</u>	<u>100,683</u>	<u>18.68%</u>
Total	275,908	294,570	6.76%

FY11 Q1 Compared to FY10 Q1			
CUMULATIVE			
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51V	191,072	193,887	1.47%
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Total	275,908	294,570	6.76%

The 51V Schedule is very mature. We continue to anticipate flat to very modest growth in this schedule. The 1.47% growth represents very solid performance for this schedule.

The 03FAC Schedule grew at nearly 20% for the first quarter. It continues to be one of the fastest growing of all the GSA Schedules.

Welcome New Industry Partners!

Cont No	Contr Name	Sched No	Cont No	Contr Name	Sched No
GS21F0098X	BROWN'S ELECTRIC, INC.	03FAC	GS21F0096X	INDUSTRIAL MAINTENANCE SUP- PLY LL	51V
GS21F0091X	SIGALA INDUSTRIAL & MECHANI- CAL C	03FAC	GS21F0097X	THINK GLOBAL, LLC	51V
GS21F0090X	THERMASERVE, INC.	03FAC	GS21F0095X	AREA EQUIPMENT, LLC	51V
GS21F0086X	ADVANCE AIR SYSTEMS	03FAC	GS21F0094X	VETSOURCE SOLUTIONS LLC	51V
GS21F0087X	CAMPBELL INDUSTRIAL CON- TRACTORS,	03FAC	GS21F0093X	KOSER ENTERPRISES INC	51V
GS21F0085X	EMO ENERGY SOLUTIONS, LLC	03FAC	GS21F0092X	SPECIALTY PRODUCTS, INC.	51V
GS21F0082X	SELECTTECH SERVICES CORPORA- TION	03FAC	GS21F0089X	TRM SALES MANAGEMENT LLC	51V
GS21F0078X	SSOE, INC.	03FAC	GS21F0088X	NEW CENTURY TECHNOLOGIES, INC.	51V
GS21F0079X	DAVIS ELECTRIC, INC.	03FAC	GS21F0084X	MESA EQUIPMENT & SUPPLY COMPANY	51V
GS21F0080X	J.L. TREE SERVICE, INC.	03FAC	GS21F0083X	COOK'S SAW MANUFACTURING, LLC	51V
GS21F0081X	M.E. GROUP, INC.	03FAC	GS21F0075X	3M COMPANY	51V
GS21F0073X	TRUSTED HAND SERVICE, INC.	03FAC	GS21F0077X	CIRCLE ACE HARDWARE STORES INC	51V
GS21F0074X	HALLBERG ENGINEERING, INC.	03FAC	GS21F0076X	BK - JS, INC.	51V
GS21F0071X	COPPER STATE BOLT & NUT COMPANY,	51V	GS21F0072X	CCJJ LLC	51V
GS21F0070X	SOURCE ONE MRO	51V			