



# FMHAC Chatter

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Check out the NEW FMHAC Chatter Newsletter!!

## Director's Corner



For this edition of the Chatter, I am going to

utilize the Director's Corner to solicit ideas to make next year's Industry Days even better than the last. The Center's next Industry Days will be held in St. Louis on February 28<sup>th</sup> through March 1<sup>st</sup>, 2012. Although the event will not occur for several months, the event's planning committee is already diligently working on the logistics for the next show.

I believe one of the reasons this event has grown so rapidly in popularity over the last few years is the Center's ability to tailor each successive year's agenda based on industry feedback and recommendations. For example, those of you that have been around awhile will have noticed the increased emphasis on training during the last few years, and I am sure you recognized that last year's

event had fewer "talking heads" presentations, and that these presentations were spread throughout the two and a half days. We made all of these changes based on your feedback.

To continue the popularity growth, I invite you, once again, to provide recommendations for enhancing next year's show. The planning committee would especially like your feedback in the following areas:

**Training:** What training would you find most beneficial as an attendee? In the past, we have tried to have a healthy mix of both marketing and contracting classes, but we are always looking for new classes to add to the agenda.

**Speakers:** Please let us know if you have a topic you would like to have a guest speaker address, and please let us know if you happen to have heard a very good speaker recently address issues that you think would be germane to Schedule

03FAC or 51V contract holders.

**Networking Event:** We always try to encourage networking at our show, and barring alternative recommendations, we will probably again host a mixer one evening and a group dinner on another.

**Video Teleconference Training:** Last year was the first time we allowed a couple of course presenters to participate via video teleconference. With decreased federal budgets, we are anticipating that we might receive requests for virtual participation again this year. While we received good reviews on these two courses, I would like to hear your thoughts regarding some of the course presenters participating via video teleconference.

Please provide feedback to Dana Fairley, Industry Event Program Manager, at [dana.fairley@gsa.gov](mailto:dana.fairley@gsa.gov) Thanks.

Debbie

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## 51V and Greening

As many of you know we have been focused on the Greening of Schedule 51V over the past year or so. This was the result of GSA taking the lead in response to Executive Order 13514 which requires 95% of new contracts to contain recycled content and sustainable materials. Other legislation, such as Federal Acquisition Regulation (FAR) 23.204, also requires agencies to purchase environmental products and services. Federal agency customers are required more than ever to buy environmentally-friendly products whenever possible.

51V Contract holders offer a diverse line of products that meet many of the EO 13514's requirements and you can help GSA assist customer agencies meet environmental requirements by offering federal agencies thousands of green products.

GSA promotes Advantage's Environmental Aisle as an easy way to help federal agencies meet their unique needs with green products.

In most cases, vendors self-certify that their products meet environmental standards and market them with a variety of industry-established, eco-friendly symbols. Visit the Vendor Support Center, [https://vsc.gsa.gov/common/articles/MAS\\_vendors\\_031011.doc](https://vsc.gsa.gov/common/articles/MAS_vendors_031011.doc), to view a current list of these symbols and their meanings. If there is a question about a particular product and how well it meets regulatory standards, customers are advised to contact the Schedule vendor for confirmation prior to placing an order, so you need to be familiar with these descriptions and requirements.

Everyone knows about EnergyStar® and FEMP, but there are many others out in the commercial market place. The following are some examples.

- Recycled Products - Reduce waste by purchasing Environmental Protection Agency Consumer Product Guideline (CPG)-designated recycled products
- Water-Efficient Products - Reduce water consumption with water-efficient products, such as WaterSense
- Biobased Products - Biobased materials, like ethanol ( corn-based), soy-based lubricants, bioplastics and other BioPreferred products ensure sustainability
- Environmentally Preferable Products - Electronic products certified by the Electronic Product Environmental Assessment Tool (EPEAT) help reduce toxins and protect health
- Non-Ozone Depleting Substances - Purchase ozone-safe products to protect the earth's atmosphere

All this is described on GSA Sustainability page, [www.gsa.gov/sustainable](http://www.gsa.gov/sustainable)

# 03FAC Update: Refresh 16



The 03FAC Schedule solicitation provisions and clauses were updated on June 10, 2011 to Refresh 16. Visit [www.FedBizOpps.gov](http://www.FedBizOpps.gov) to see the revised solicitation. As with previous refreshes, a mass modification was issued to all schedule holders by the Administrative Contracting Officers (ACOs) to accept the updated clauses into the schedule contract. This modification was issued on August 15, 2011. The primary POC for the contract received an e-mail notification with instructions for accessing the modification through the Vendor Support Center website ([vsc.gsa.gov](http://vsc.gsa.gov)). Accessing the modification does not require a digital certificate but does require your contract PIN. If you do not know your PIN, please contact your ACO. Your PCO does not have access to this information.

This modification must be accepted before any other contract modifications will be completed for your 03FAC schedule contract. Many contract holders have not yet accepted previous refresh modifications, so please visit the Vendor Support Center as soon as possible to check the status of your company's refresh modifications.

Large businesses: As we near the end of the fiscal year please remember to submit your Individual Subcontract Report (ISR) and/or Summary Subcontract Report (SSR) through the eSRS website ([esrs.gov](http://esrs.gov)).

The reports are due October 30, which is a Sunday.

## Employee Spotlight

The results are in and eleven GSA staff members have been chosen as part of a competitive application process to participate in the six-month long Sustainability in Procurement Fellowship program (ending February 2012).

The program provides participants with training on how to integrate sustainability considerations into procurements, hands on experience working on GSA sustainability initiatives and a leadership role in the government-wide sustainability community.

Andrew Pong was accepted into the Procurement Fellowship program from FMHAC. The projects Andrew is working on are supply chain greenhouse gas emissions and the Section 13 Working Group that is focused on standardizing how industry completes GHG emissions inventories and the system used to report that information to the Federal government.

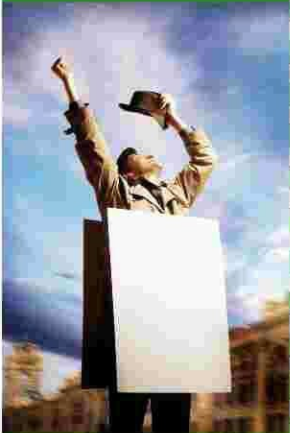


## Did you know?

Did you know that GSA offers many tools to help you get the most out of your MAS Contract?

Training Resources for Industry Partners can be found at the following site:

<http://www.gsa.gov/portal/category/27104>



## Helpful Hints...

Is your company registered and up to date in all the right places? For example, eBuy is an electronic Request for Quote (RFQ) / Request for Proposal (RFP) system designed to allow government buyers to request information, find sources, and prepare RFQs/RFPs online for millions of services and products offered through GSA's Multiple Award Schedule (MAS) and GSA Technology Contracts. Government buyers can use eBuy to obtain quotes or proposals for services, large quantity purchases, big ticket items, and purchases with complex requirements.

If you're not registered, or if your company's information is no longer valid, you could be missing out on opportunities. To register, go to [www.vsc.gsa.gov](http://www.vsc.gsa.gov) and under the Business Opportunities tab select "eBuy registration" to begin the process.

Interested in a free marketing session? This 3 hour webinar will provide you with tips and information on how to market your company to the Federal Government along with how to maneuver in some of the most common websites Federal agencies use. If you're interested, please send an email to "kristy.wilbur@gsa.gov" with your name and company information to be signed up for the next session!



## Around the Center

The FAS Facilities Maintenance and Hardware Acquisition Center in Kansas City, Mo., is reaching its goal of a zero telecommuting footprint by planting trees to offset carbon dioxide (CO<sub>2</sub>) emissions. For the last year, the Center has been the focus of a mobile work pilot program in which all associates have the ability to work at home up to five days per week. The team reduced their commuting emissions from 140.40 to 39.33 metric tons of CO<sub>2</sub> annually by participating in the pilot. To achieve zero, the team partnered with an organization called America's Portfolio to plant maya nut trees in Central and South America. Every 90 days, America's Portfolio certifies the center is responsible for planting enough trees to offset the remaining balance of emissions produced while commuting. So far, employees have voluntarily donated more than \$500 to cover the cost of the trees.

## Going Green in the Office

Tips on how to "green" your own office:

- *Copy on both sides of the paper.* The average office worker goes through 10,000 sheets of paper a year. When a company with 100 people "duplexes", it saves more than 50 trees annually.
- *Go for filtered, not bottled H<sub>2</sub>O,* and keep a cup at your desk. Producing bottled water requires as much as 2,000 times more energy than using the tap – never mind the plastic bottles!
- *Bring a meatless lunch.* If every American went vegetarian for just one meal a week, emissions-wise, it would be like taking 5 million cars off the road!
- *Research composting programs* in your area to discover how to get your company's cafeteria involved. (Search "composting" at [epa.gov](http://epa.gov).) Food scraps account for 12.5 % of U.S. trash – garbage that could be turned into soil-nurturing compost.
- *Set your computer to sleep* when you leave your desk (it takes less energy than the screen saver) and dim your monitor. At night, power off. The emissions reduction is equal to replacing six standard light bulbs with the compact fluorescents.

Self Magazine, April 2011



## October is NDEAM (National Disabilities Employment Awareness Month)

### What is National Disability Employment Awareness Month?

Congress designated each October as National Disability Employment Awareness Month (NDEAM). This effort to educate the American public about issues related to disability and employment actually began in 1945 when Congress enacted a law declaring the first week in October each year "National Employ the Physically Handicapped Week." In 1962, the word "physically" was removed to acknowledge the employment needs and contributions of individuals with all types of disabilities. In 1988, Congress expanded the week to a month and changed the name to "National Disability Employment Awareness Month."

### Why is NDEAM necessary?

Despite their continued gains in employment, people with severe disabilities remain one of America's greatest untapped labor resources, with nearly 70 percent not employed or underemployed. NDEAM continues to be a time to celebrate and promote people with disabilities enjoying fuller participation in their communities and successfully marketing their AbilityOne learned skills into other public and private sector jobs.

### What does this have to do with the AbilityOne Program?

The AbilityOne Program, is a cost effective way to help people who are blind or have other severe disabilities achieve greater independence, as it enables many individuals to reduce dependence on Government support and join the ranks of taxpayers. NDEAM continues to be a time to celebrate and promote people with disabilities enjoying fuller participation in their communities and successfully marketing their skills into other public and private sector jobs.

### What is the AbilityOne Program?

By providing job opportunities to over 40,000 people, the AbilityOne Program is the largest single source of employment for people who are blind or have other severe disabilities in the United States. The AbilityOne Program leverages a large, national network of nonprofit agencies to develop and expand the array of solutions it provides to Federal customers. Today, more than 600 nonprofit organizations employ individuals who are blind or have other severe disabilities while delivering a wide array of SKILCRAFT and other AbilityOne products and services to the Federal Government.

### What can we do to get involved?

There is really no limit to the ways in which you can get involved, below are just a few ideas.

- Plan an "AbilityOne Customer Appreciation Day" at your Federal customer's location and let us know of your plans
- Send thank you notes to your Federal customers during this special month, indicating that you appreciate their support of our Program through their purchase of SKILCRAFT and other AbilityOne items.
- Distribute NDEAM flyers and posters to your Federal Customers.
- Post NDEAM information on your website
- Email NDEAM information, including info on SKILCRAFT and AbilityOne, to your Customers
- Attach NDEAM information to your invoices to your Federal Customers, thanking them for their support of the AbilityOne program.

For more information on NDEAM or to order NDEAM marketing collateral please contact Jason Endicott at 703-310-0451 or at [jendicott@nib.org](mailto:jendicott@nib.org)



## Facilities Maintenance & Hardware Acquisition Center (FMHAC)

Our 51V Schedule is very mature. We continue to anticipate very modest growth in this schedule. A 5.83% cumulative growth is a very large number for this schedule.

The 03FAC Schedule grew at nearly 24% for the three quarters of FY11. It continues to be one of the fastest growing of all the GSA Schedules.

FY11 Q3 Compared to FY10 Q3				FY11 Q3 Compared to FY10 Q3			
QUARTER 3 ONLY				CUMULATIVE			
	<u>FY10 Q3</u>	<u>FY11 Q3</u>	<u>% Change</u>		<u>FY10 Q3</u>	<u>FY11 Q3</u>	<u>% Change</u>
51V	145,129	152,426	5.03%	51V	493,757	522,552	5.83%
03FAC	84,278	99,781	18.40%	03FAC	239,883	297,255	23.92%
Total	229,407	252,207	9.94%	Total	733,640	819,807	11.75%



### Facilities Maintenance & Hardware Acquisition Center (FMHAC)

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Room 1085  
Kansas City, MO 64131

Phone: 816-926-6760

Fax: 816-926-1661

Email: [hssmarketing@gsa.gov](mailto:hssmarketing@gsa.gov)

## Welcome New Industry Partners!

Cont No	Contractpr Name	Sched No	Cont No	Contractor Name	Sched No
GS-21F-0195X	GARCETE CONSTRUCTION COMPANY	03FAC	GS-21F-0156X	SUPERIOR HOME SERVICES INC	03FAC
GS-21F-0192X	TRI-M MECHANICAL SERVICES INC.	03FAC	GS-21F-0157X	NATIONAL WATER SERVICES, INC.	03FAC
GS-21F-0191X	BOATWRIGHT & COMPANY, P.A.	03FAC	GS-21F-0158X	INTEGRATED MARINE SERVICES, INC.	03FAC
GS-21F-0001Y	W.B. MCCLOUD & CO., INC.	51V	GS-21F-0155X	MICON CONSTRUCTIONS INC	03FAC
GS-21F-0188X	MITCHELL INDUSTRIAL CONTRACTORS,	03FAC	GS-21F-0154X	ADVANCED ENGINEERING SYSTEMS, IN	03FAC
GS-21F-0189X	CORE MECHANICAL INC.	03FAC	GS-21F-0151X	AIR QUALITY INNOVATIVE SOLUTIONS	03FAC
GS-21F-0190X	CLEAN TEAM JANITORIAL SERVICE, I	03FAC	GS-21F-0148X	ALTERNATE ENERGY TECHNOLOGIES, L	03FAC
GS-21F-0186X	LUTHIN ASSOCIATES INC.	03FAC	GS-21F-0149X	MURPHY COMPANY MECHANICAL CON-	03FAC
GS-21F-0180X	ENEGIS, LLC	03FAC	GS-21F-0145X	AUDIT MASTERS & COMMUNICATIONS,	03FAC
GS-21F-0182X	WESTERN INDUSTRIES-SOUTH, LLC	03FAC	GS-21F-0146X	INVASIVE PLANT CONTROL, INC.	03FAC
GS-21F-0183X	ASPEN FULFILLMENT SERVICES, INC.	51V	GS-21F-0141X	ABBAY SPRING	51V
GS-21F-0181X	ATRIAX, P.L.L.C.	03FAC	GS-21F-0144X	NORTHWEST EXTERMINATING CO., INC	03FAC
GS-21F-0179X	ECLIPSE MECHANICAL SERVICES, INC	03FAC	GS-21F-0142X	WELCH AND RUSHE, INC.	03FAC
GS-21F-0176X	INTEGRAL GROUP LLC	03FAC	GS-21F-0143X	JAFARIKAL CORPORATION	51V
GS-21F-0178X	NEXGEN ENERGY SYSTEMS, INC.	03FAC	GS-21F-0136X	AMERICAN HOFMANN CORPORATION	51V
GS-21F-0177X	NATIONALDISPOSAL.COM, LLC	03FAC	GS-21F-0139X	VALLEYSAPES INC.	03FAC
GS-21F-0172X	POWERS OF ARKANSAS, INC.	03FAC	GS-21F-0140X	DTGROUP	03FAC
GS-21F-0174X	CLIMATE SOLUTIONS, LLC	03FAC	GS-21F-0134X	RD3, INC.	03FAC
GS-21F-0175X	EQUIPOIS INC.	51V	GS-21F-0135X	MICAH GROUP ENVIRONMENTAL CON-	03FAC
GS-21F-0173X	COVE ELECTRIC OF NEVADA INC	03FAC	GS-21F-0137X	K R WOLFE INC	03FAC
GS-21F-0171X	MIRADOR ENTERPRISES, INC.	03FAC	GS-21F-0130X	C. H. BRIGGS COMPANY	51V
GS-21F-0167X	ROMANYK CONSULTING CORPORATION	03FAC	GS-21F-0133X	BENCHMARK CONSTRUCTION, INC.	03FAC
GS-21F-0170X	SHELTON AND SONS LAWN AND TREE I	03FAC	GS-21F-0131X	LATICRETE INTERNATIONAL, INC.	51V
GS-21F-0168X	KRN CONTRACTORS, L.L.C.	03FAC	GS-21F-0132X	RTD HARDWARE, INC.	51V
GS-21F-0169X	AMERICAN MECHANICAL SERVICES OF	03FAC	GS-21F-0126X	BLACK HILLS TOOLS	51V
GS-21F-0166X	TEMPROL AIR CONDITIONING, INC.	03FAC	GS-21F-0129X	PEPCO GOVT SERVICES	03FAC
GS-21F-0164X	KYOEISHA U.S.A., INC.	51V	GS-21F-0128X	HAWTHORNE PAINT COMPANY, INC.	51V
GS-21F-0165X	AC & R SUPPLY CO INC	51V	GS-21F-0127X	UNEX CORPORATION	51V
GS-21F-0163X	PATHIAN INC	03FAC	GS-21F-0125X	SERVI-TECH CONTROLS, INC.	03FAC
GS-21F-0160X	FUTRON, INCORPORATED	03FAC	GS-21F-0124X	KUHNS POWER EQUIPMENT, LLC	51V
GS-21F-0159X	UTILITY SYSTEMS SOLUTIONS, INC.	03FAC			

Please send any questions, comments or suggestions about the FMHAC Chatter to: [kristy.wilbur@gsa.gov](mailto:kristy.wilbur@gsa.gov)