

FMHAC Chatter

Facilities Maintenance & Hardware Acquisition Center

Volume 1, Issue 13

January 2011

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Director's Corner - by Debbie Harms



I want to use this issue of the Chatter to make you aware of the FY11 goals we have developed for our Acquisition Center. While responsibility for these goals rests on the shoulders of myself and the FMHAC associates, our ultimate performance on three out of seven of these goals will also depend on successful collaboration with Industry. For example, on the first goal, FMHAC had developed new SIN language and modified the solicitation to make the Appliance Department a home for green offerings, but successful performance will result only if our appliance contractors continue to work with us to "green" their offerings throughout FY11. Likewise, on the second and fifth goal, I see successful marketing and increased sales as being a joint effort between the Center's Business Development Group and private industry.

- Integrate green products and services into our Schedule offerings. Make "green" a priority for the Center to focus on from an industry partner/customer perspective.
- Continue emphasis on marketing energy services to customer agencies and keeping abreast of current sustainability practices.
- Continue to refine and monitor the FMHAC Telework Optimization Program (TOP) to ensure its continued success in the Center and to promote the Zero Environmental Footprint (ZEF goal) of the Administration.
- Continue with digitization of contract files and continued emphasis of increased use of technology in our Center.
- Expand sales in an environment of reduced Federal Customer budgets while effectively managing direct costs.
- Promote future FMHAC success by developing interns and career employees through individualized training opportunities.
- Continue to implement internal controls in the Center to ensure we maintain integrity in all that we do

Overall, I believe we have established a set of goals aimed at continued, robust, sales growth for Schedules 51V and 03FAC, and I look forward to working collaboratively with you throughout FY11 to ensure we attain a high level of performance.

Debbie Harms

Schedule Changes

Both of our Schedules 51V and 03FAC will have their solicitation refreshed around the first part of February. You should be seeing modification requests from the Administrative Contracting Officer (ACO) for your contract within the next few weeks. Once you receive the modification request, if you should have any questions, please contact your FMHAC Contracting Officer.

The most signification changes are outlined below:

Schedule 03FAC:

- The language for SINs 003-100 and 871-100 has changed slightly. However, the intent and purpose of these clauses remains unchanged.
- For SIN 811-004, language has been added to include cabling services.
- For SIN 811-006, language has been added to include smart building consulting services.
- The language for SIN 871-208 has been changed to better stipulate the use of a Resource Efficiency Manager that can provide on-site services.
- The language for SIN 871-209 has been changed to focus this SIN on renewable energy services.
- For SIN 871-211, language has been added to include consulting services for networked energy management systems and services that utilize IPv6 enabled systems.

Schedule 51V:

- The language for 639-001, 639-002, 105-001, and 105-002 has been changed to include language in regard to Appliances, Heating & Cooling, and Plumbing. For more information about this change, please see the Chatter article "**51V Going Green**". The following is the language added:

SIN's 105 001, 105 002 639 001, and 639 002, currently have both Executive Order 13514 compliant and non compliant items; We are identifying compliant items as meeting the requirements listed for the FAS environmental icons in GSA Advantage!

- Effective immediately, non-compliant items in the categories listed below will no longer be accepted. "Green" products shall meet the requirements of the FAS environmental icon standards as listed in *GSA Advantage!* and are required on all new offers submitted under the solicitation and modification requests to current contracts.
- One other change to be incorporated for both Schedules is the addition of the Executive Compensation Clause (52.204-10). There has been quite a bit of press about this; anyone who wishes to review the clause prior to receiving the modification request can go to
- <http://farsite.hill.af.mil/VFFAR1.HTM>.

51V Going Green

The Facilities Maintenance and Hardware Acquisition Center (FMAHC) is moving forward with actions that 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 that 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 Condensing
Dehumidifiers	Air Conditioning, Room	Water Heater, Heat Pump
Dishwashers	Room Air Cleaners & Purifiers	Water Heater, High
Freezers		Efficiency Gas Storage
Refrigerators		Water Heater, Solar
Room Air Cleaners & Purifiers		Water Heater, Whole
Water Coolers		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.

The Center will also be working with Industry on an implementation plan for removal of non-green items under current offerings in the above categories. Look for more information on this during our Industry Day in St Louis.

FMHAC wins Commissioner's Award

The Facilities Maintenance and Hardware Acquisition Center (FMHAC) was part of a team that won one of the 2010 FAS Commissioner's Awards for participation in the Heartland Telework Optimization Program (TOP). The Center is being honored as part of a team that is moving toward GSA's Zero Environmental Footprint goal. They are part of a pilot that is supporting the implementation of sustainable solutions and encouraging the reduction of carbon emissions produced by the Federal government. GSA's Strategic Sustainability Performance Plan calls for increased telework rates (60% by FY 2012), and the Center's efforts are helping to meet that goal.

The Center has made many changes to allow for TOP to be a success. Some employees are teleworking from a home office 2-5 days a week. The Center has also reduced the amount of square footage that it occupies. Employees are hoteling, i.e., sharing desks with another person. In the event that both are in the office, a conference room has computer connectivity available through Wifi. The Center has monthly lunches where staff can meet face-to-face, and there is a Lotus Connections Community website that serves as a blog for anything from office protocols to water cooler talk. They have established a weekly fitness challenge that runs in 90-day increments to help promote exercise, and there is an events committee that helps promote community charities and office outings.

Early results show decreased cycle times for contract offers and modifications, along with substantial reductions in sick leave utilization and carbon emissions. For more information on TOP, please contact Debbie.Harms@gsa.gov.

FMHAC Exceeds \$1 Billion in Sales



For the first time in history, the Facilities Maintenance and Hardware Acquisition Center surpassed \$1 Billion in annual sales. The Center actually ended FY10 with total sales of \$1.1 billion. Exceeding the \$1 Billion mark in sales represents a major milestone for the Center. Robust sales on both Schedules helped boost Center sales over \$1 Billion. Schedule 51V sales were up 8.2%, and Schedule 03FAC sales were up 60.7%. This resulted in a combined sales increase for both schedules of 21.6% over FY09.

The Facilities Maintenance and Hardware Acquisition Center (FMHAC) acknowledged reaching a Billion Dollars in Sales in 2010 with an Award Celebration. The Celebration included remarks by Jeff Koses, Director, Acquisition Operations, General Supplies and Services; remarks by Mike Brinks, FAS Regional Commissioner; and remarks by Debbie Harms, Director, FMHAC. In addition, Jeff Koses presented the Center with a glass vase award honoring the accomplishment. The Center associates enjoyed cake and punch while walking the red carpet to have their pictures taken with a Billion Dollar Check in front of a life-size Oscar figure.

03FAC Sustainable Solutions Team

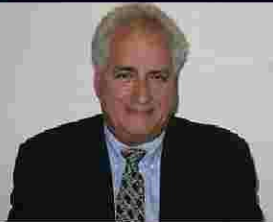
The signing of Executive Order 13514 requires Federal agencies to meet sustainability goals that lead to a reduction in greenhouse gas (GHG) emissions. GSA is looking for ways to help government customers meet these goals by providing green or sustainable products and services. The greening of various Multiple Award Schedules is one approach GSA is taking. To green the Facilities Maintenance and Management (03FAC) Schedule, the Facilities Maintenance and Hardware Acquisition Center (FMHAC) has established the 03FAC Sustainable Solutions Team. The Team consists of GSA FMHAC contracting and business management associates and industry representatives from the 03FAC Schedule.

The kick-off meeting for the 03FAC Sustainable Solutions Team was held December 1, 2010. FMHAC provided the background of why this Team was established and provided some direction on an initial project for the Team. The overarching goal is to stay ahead of where the acquisition community is heading to green their purchasing of services.

The initial project was to develop a Green Designation Matrix. While FMHAC had put together a rough draft of this matrix, input from industry was vital to produce a usable product. The matrix is a listing of most special item numbers (SINs) from the 03FAC Schedule with language explaining how that SIN can be considered green. This language will be used for marketing purposes such as to green the FMHAC web portal and to enhance eLibrary SIN language to show how this schedule can meet the green requirement of the Federal community. With this project nearing the end, the Team is looking at future undertakings.

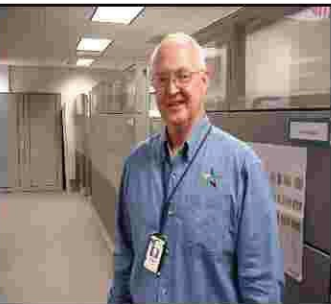
If you would like to be a member of the 03FAC Sustainable Solutions Team, please contact Mary Snodderly at mary.snodderly@gsa.gov.

FMHAC Marketing Subcommittee



Marvin Steinlauf, Vice President
Sales and Marketing

Marvin Steinlauf is pleased to announce that the Marketing Subcommittee will be holding a one-hour, face-to-face meeting at the FMHAC Industry Event in St. Louis, March 22 - 24. The meeting will be open to all current subcommittee members and those companies interested in joining. Please join Marvin and other members as they explain the numerous networking and collaborative learning opportunities available through the Marketing Subcommittee.



Dave Schaad Retired!

Dave Schaad retired from GSA on December 31, 2010. Dave worked in the Business Management Division for the Center for Facilities Maintenance and Hardware Acquisition Center. We would all like to wish him nothing but the best in his future endeavors.



**Facilities Maintenance & Hardware Acquisition Center (FMHAC)
- Financial Outlook**

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	<u>FY10 Q1</u>	<u>FY11 Q1</u>	<u>Percent Change</u>
51V	191,072	193,887	1.5%
03FAC	84,836	100,683	18.7%
Total	275,908	294,570	6.8%

Visit us on the web!
www.gsa.gov/cfmh

Upcoming Events:

The FMHAC 12th Annual Industry Day

The FMHAC 12th Annual Industry Event will be March 22-24, 2011 in St. Louis, Missouri at The Hilton St. Louis at the Ballpark. This forum allows current 51V and 03FAC Industry partners to attend training classes, meet one-on-one with Contracting and Business Development associates, hear from the Mayor of Greensburg Kansas, network with other Industry Partners and GSA staff, and hear from GSA's Senior Management. Space is limited so please sign up as soon as possible!

For more information please contact Kristy Wilbur at kristy.wilbur@gsa.gov.

[GSA EXPO 2011](#)

Find Inspiration, Discover Innovation and Interact with Colleagues at the GSA Training Conference and Expo 2011 May 10-12, 2011 | San Diego, California.

Register today at expo.gsa.gov

Welcome New Industry Partners!

Cont No	Contr Name	Sched No	Cont No	Contr Name	Sched No
GS21F0004X	MS JS INC	51V	GS21F0002X	SANBORN SEWER SERVICE INC	03FAC
GS21F0007X	BCGM COMPANY	51V	GS21F0003X	KLDL INC.	03FAC
GS21F0009X	LAGUNA TOOLS, INC	51V	GS21F0005X	LANGE MECHANICAL SERVICES, L.P.	03FAC
GS21F0011X	BEEBEE ISLAND INDUSTRIES LTD	51V	GS21F0006X	BCV SOLUTIONS, INC.	03FAC
GS21F0013X	GILL METAL FAB, INC.	51V	GS21F0010X	CORVAL GROUP, INC.	03FAC
GS21F0015X	WRIGGLESWORTH ENTERPRISES INC	51V	GS21F0014X	CIMARRON LIGHT & POWER SYSTEMS,	03FAC
GS21F0016X	OPEN ROAD ENTERPRISES, INC.	51V	GS21F0017X	BOWMAN CONSULTING GROUP, LTD.	03FAC
GS21F0021X	LURA ENTERPRISES, INC.	51V	GS21F0018X	ADVANCED ELECTRICAL SOLUTIONS, I	03FAC
GS21F0025X	INTERNATIONAL CHEM CRETE CORP	51V	GS21F0019X	CHINOOK SYSTEMS, INC.	03FAC
GS21F0028X	MURALO COMPANY, INC., THE	51V	GS21F0020X	PIPKINS ELECTRIC	03FAC
GS21F0027X	FEDERAL PROCESS CORPORATION	51V	GS21F0022X	HENDERSON ENGINEERS, INC.	03FAC
GS21F0031X	PRODUCTS/TECHNIQUES, INC.	51V	GS21F0023X	TUCKER, YOUNG, JACKSON, TULL, IN	03FAC
GS21F0029X	MOTION INDUSTRIES, INC.	51V	GS21F0024X	LAS VEGAS BUILDING COMMISSIONING	03FAC
GS21F0033X	TOP SECRET COATINGS INCORPORATED	51V	GS21F0026X	CHESAPEAKE TOWER SYSTEMS INC	03FAC
GS21F0035X	A-L SUPPLY, LLC	51V	GS21F0030X	CFP GROUP, INC., THE	03FAC
GS21F0038X	B & S SUPPLY, INC	51V	GS21F0032X	GRD CONSTRUCTION CONSULTANTS, IN	03FAC
GS21F0039X	LOWE'S HOME CENTERS, INC.	51V	GS21F0036X	MWS ELECTRIC, INC.	03FAC
GS21F0044X	TRAVERS TOOL CO., INC.	51V	GS21F0037X	SMITH SECKMAN REID, INC.	03FAC
GS21F0046X	JCB CONSTRUCTION, INC.	51V	GS21F0040X	THERMAL CONCEPTS, INC.	03FAC
GS21F0050X	U Z ENGINEERED PRODUCTS LLC	51V	GS21F0043X	CADMELEON PRODUCTS LLC	03FAC
GS21F0052X	SURVEILLANCE EQUIPMENT GROUP INC	51V	GS21F0041X	MURPHY ELEVATOR CO. (THE)	03FAC
GS21F0054X	THE OFFICE GROUP INC	51V	GS21F0042X	ALARES LLC	03FAC
GS21F0060X	GMS INDUSTRIAL SUPPLY, INC.	51V	GS21F0045X	FISHER, R F ELECTRIC CO, LLC	03FAC
GS21F0068X	UNIVERSAL LASER SYSTEMS, INC.	51V	GS21F0047X	CENTERLINE MECHANICAL, L.L.C.	03FAC
GS21F0066X	FULTON SUPPLY COMPANY	51V	GS21F0049X	NISH	03FAC
GS21F0059X	U.S. FACILITIES MANAGEMENT, LLC	03FAC	GS21F0051X	RAVEN ELECTRIC, INC.	03FAC
GS21F0062X	ALL CLEAN SWEEPING, INC.	03FAC	GS21F0048X	OLYMPUS BUILDING SERVICES, INC	03FAC
GS21F0061X	LEVEL GREEN LANDSCAPE LLC	03FAC	GS21F0053X	CENTRIC ELEVATOR CORP OF OREGON	03FAC
GS21F0063X	MARK SCOTT CONSTRUCTION, INC.	03FAC	GS21F0056X	LIFE SAFETY SERVICES, LLC	03FAC
GS21F0064X	EINHORN YAFFEE PRESCOTT, ARCHITE	03FAC	GS21F0055X	MID-OHIO AIR CONDITIONING CORP	03FAC
GS21F0065X	NATIONAL GLASS & GATE SERVICE, I	03FAC	GS21F0057X	SOUTHWEST ENERGY SYSTEMS, LLC	03FAC
			GS21F0069X	COMMISSIONING & GREEN BUILDING S	03FAC