

Volume 1, Issue 11

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Special points of interest:

- Director's Corner by Debbie Harms — Survey Results
- 03FAC New SINs
- ODC SIN
- Going Green!

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**Director's Corner - by Debbie Harms**

I would like to take this issue of the FMHAC Chatter to share a few of the survey results from the Center's Industry Event held in St. Louis last March. Overall, most ratings for the event were very positive. Survey respondents gave the *Hotel I* an "excellent rating", but several felt some of the breakout rooms were on the small side. We will work to remediate issues with classroom size next year.

When critiquing the *Training Tracks*, participants rated each class as "above average" or better. Several class averages even fell into the "excellent" strata. This year's curriculum was obviously germane to the issues you are currently facing in the federal market place. I also noted that the *Administration and Events* received above average ratings, and the Networking Dinner at Ruth Chris received one of the highest average ratings for the event. All in all, the FY10 Industry Event in St. Louis received some of the highest average ratings to date. Thanks to those who participated, and you have my commitment to incorporating your feedback and recommendations to make the FY11 event even better.

Please save the dates of March 21-24, 2011 for the next annual FMHAC Industry Event. The exact location and schedule has yet to be determined, but we will send out an official save the date as soon we have secured a location.

Debbie Harms

03FAC New SINS

There are 2 new Special Item Numbers (SINs) for the 03FAC schedule. If your company is qualified to perform the work described, contact your Contracting Officer to discuss adding them to your schedule contract. They are detailed below:

003 01 --- Smart Buildings Systems Integrator

Includes the comprehensive integration of building systems and technology using a non-proprietary and open architecture. Typical building systems to be integrated include: building automation, life safety, telecommunications, facilities management, security, energy and environmental control, HVAC, lighting, building envelope, access control, power management, cabling infrastructure/wireless, VOIP, video distribution, video surveillance, data network, etc. Typical integration functions include, but are not limited to: requirements analysis, strategic systems planning, system configuration, implementation alternatives, integration planning, system component acquisition, component integration, testing and analysis, interaction with Building Operations Centers, collection/manipulation of smart building component data, configuration management and control, design-guide development, operational training and support, monitoring, reporting and managing of the systems, and systems maintenance.

871 211 --- Energy Consulting Services

Contractors shall provide expert advice, assistance, guidance or counseling on energy related projects or initiatives to assist agencies in adhering to energy legislation and policy such as EPACT 2005, Executive Orders 13423 and 13514. Consulting services covered by this SIN include: Energy management or strategy Energy program planning and evaluations Energy related studies, analyses, benchmarking and reporting such as feasibility studies, vulnerability assessments, and energy security Assistance in meeting energy efficient building standards such as Leadership in Energy and Environmental Design (LEED), Green Globes and Energy Star. Advisory services in obtaining alternative financing for energy projects such as Energy Savings Performance Contracts, Power Purchase Agreements or Enhanced Use Leases Consulting on carbon emissions trading programs Consulting on where to obtain renewable energy credits/certificates Consulting on greenhouse gas measurement and management Strategic sustainability performance planning Consulting on obtaining high performance sustainable buildings.

Changes to Water Conservation SIN (871 210)

There have been some minor changes to language of SIN 871 210 (Water Conservation). If your company has already been awarded this SIN, there is nothing that you need to do to incorporate this language into your contract. If your company feels that it is qualified to perform the work described, contact your Contracting Officer to discuss adding it to your schedule contract.

871 210 --- Water Conservation

Water Conservation: Services and consulting related to the reduction of water usage, reduction of potable water consumption intensity, reduction of industrial, landscaping and agricultural water consumption, promoting, and implementing water reuse strategies, recycling of water for multiple purposes, retention of water, improvement of water quality and water flow. Also includes consulting on storm water run-off and property hydrology maintenance and restoration. These services can include, but are not limited to, consultation, facility water audits, water balance, and water system analysis.

ODC SIN Conversion

The SINs 800 1000 and 811 1000 are no more. They no longer show up on eLibrary and our office is in the process of removing them from contracts. You may notice that the language of the replacement SINs (003 100 and 871 100) are identical, but the titles are different. The titles are:

003 100 --- Ancillary Supplies and/or Services, Relating to Facilities Maintenance And Management Solutions For Real Property, Dockside Facilities Maintenance, Repair Services And Dry Docking Solutions and Industrial, Aerospace And Marine Coating Solutions

871 100 --- Ancillary Supplies and/or Services, Relating to Energy Management, Water Conservation and Support Services

As indicated by their titles, the difference between the two SINs are the primary services that the ancillary supplies/services apply to. If your company performs both energy and non-energy services under the 03FAC schedule and you wish to have ancillary supplies/services on schedule, then you will need to add both SINs.

The supplies/services for both of these SINs must be firm-fixed-priced, as cost-plus arrangements are no longer authorized. Contact your Contracting Officer for more information on how to request the new SINs. For any company that does not communicate with their contracting officer to remove the old SINs, the 800 1000 and 811 1000 SINs will be unilaterally deleted from their contracts beginning on June 14, 2010.

Going Green?

We have all heard about going green and being green. GSA is committed to provide world class products and services that minimize harm to the environment, safety, and health. GSA is living up to this commitment; not only in regards to the products and services we provide customers, but also in the way we have conducted internal operations. GSA gives preference to products that are recycled, non-toxic, or have other environmentally friendly attributes. In support of this the CFMH is looking at ways to make your Schedule products and services that meet the myriad of definitions of environmentally friendly attributes more visible under our schedules. This new direction comes from Executive Order 13514 which states that the Head of Federal Agencies shall ensure that 95 percent of new contract actions including task and delivery orders, for products and are energy-efficient (Energy Star or Federal Energy Management Program (FEMP) designated), water-efficient, biobased, environmentally preferable (e.g., Electronic Product Environmental Assessment Tool (EPEAT) certified), non-ozone depleting, contain recycled content, or are non-toxic or less-toxic alternatives, where such products and services meet agency performance requirements. This is an opportunity for you to make your contract more visible. If you offer products that meet these conditions you need to add them to your contract. Some of these designations require a certification process, and you need to make sure your product is identified by that process. Currently there is no real clear definition for the Federal Government for Green Services, some guidelines are offered from the EPA;

Guiding Principles from the Environmental Protection Agency (EPA)

The Environmental Protection Agency has developed five guiding principles which provide a framework for making green contracts.

They are:

1. Environment + Price + Performance = EPP

Include environmental considerations as part of the normal purchasing process.

2. Pollution Prevention

Emphasize pollution prevention as part of the purchasing process.

3. Life Cycle Perspective/Multiple Attributes

Examine multiple environmental attributes throughout the service's life cycle.

4. Comparison of Environmental Impacts

Compare environmental impacts when selecting services.

5. Environmental Performance Information

Collect accurate and meaningful environmental information about environmental performance of products and services.

If you have any questions please contact Gary Jenkins, gary.jenkins@gsa.gov or 816-823-1973

GSA Advantage

The next version of GSA Advantage is planned for release later this year. This new version will allow for the display of multiple photos for a single product or accessory. Having multiple views of a product will help customers with their buying decision. In preparation for this enhancement you may begin submitting more than one photo per product (beginning on June 7th) using Schedules Input Program (SIP) software version SIP 7.4 or EDI. See attached for more details and instructions. Please note that multiple photos will not appear with products until the GSA Advantage release later this year.

Additionally, there has been a change to the "Text File" submission process. Beginning June 7 you will no longer be able to submit a URL as your text file. The next version of GSA Advantage will improve indexing of text files especially those for services. Please submit a PDF or Word document instead.

SIP users will see an upgrade to SIP 7.4 beginning Monday June 7, 2010. Upgrade will begin automatically when you close the software. Please allow the software complete the upgrade.

If you have questions, please contact the VSC help desk at 877-495-4849 or send an e-mail to vendor.support@gsa.gov or gary.jenkins@gsa.gov.

Thank you!

GSA Advantage Team

CFMH Marketing Subcommittee



Marvin Steinlauf, Vice President
Sales and Marketing

The GSA Marketing Sub Committee continues to grow adding several new energetic Contractors during the recent Expo in Orlando last month. We are now up to 112 active members.

Our committee met during the Expo discussing the following topics:

ARRA American Recovery and Reinvestment Act. I raised the question if any of the 15 attending members received orders since this act became law and two said they did. This was encouraging.

T.A.A. and the Buy American Act. I handed out articles to help clarify the difference between the two laws and what a member should do if they find a violator to their product line.

Marketing your Contract. I pointed out several avenues to find help out there such as your own Business Development Dept in KC, PTAC, SBA, etc.

Teaming arrangements: We discussed the importance of finding a team member contractor or two in which to go forward and present a comprehensive Marketing and Sales plan to the Federal Government. Then look at Fedbizopps and any of the other government search engines when an opportunity for your products or services appears..

Problems making the \$25,000 annual sales threshold: I expressed the importance of contacting your Contracting Officer in letting them know you might be a few thousand dollars short of this minimum goal. Don't wait until you are contacted by GSA and then the chances of getting help might be too late. Be pro-active in this area not re-active.

Members please keep emailing me your questions and also answers to questions from the previous bulletin. This is your committee and it will be only as good as each of you make it.

CFMH Vendor Expo in St. Louis A Success!!!

This year's annual Vendor Expo was held in St. Louis for the first time in 10 years. The Center thought we needed a new venue to make this annual event fresh and provide a different experience than in past years. We had added a significant amount of classes this year and attendance was heavy.

From the comments and ratings provided by attendees this was successful in all aspects.

There were 123 responses to our online survey which was broken up into 4 categories:

Administration & Events, 2. Day #1 General Session, 3. Facilities, 4. Training Tracks

The results indicate an above average rating which was from "1" meaning unsatisfactory through "5" for Excellent. Here are the results of your input. There were many comments providing feedback that our Center will use for planning the next event. Here are the results of the survey

#1 Administration & Events	3.98
#2 Day 1 General Session	3.14
#3 Facilities	4.03
#4 Training Tracks	4.00
OVERALL RATING	3.98

Industry Partner Success Stories

Terminix Awards of Excellence (AOE) Winners Pack in Support for Haiti

Winning a ticket to the Terminix Awards of Excellence (AOE) trip is one of the highest honors Terminix associates can earn. It's a trip all sales, service and management associates work hard all year to achieve. With this year's AOE trip taking place in the Dominican Republic, the neighboring country of Haiti, AOE participants had a different perspective when it came time to pack their bags.

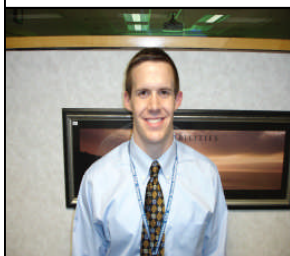
On the heels of the devastating earthquake that struck Haiti, Terminix President and Chief Operating Officer Tom Brackett encouraged AOE participants to pack their bags prior to leaving for AOE with a few extra items – first-aid relief items for Haiti to be exact.

"With more than 700 Terminix associates planning to attend AOE, we can make a real difference if we all bring one or two extra items in our luggage," said Tom. "It's a small way we can do the right thing for folks who really need help."

When participants arrived to AOE, they brought relief items that filled more than 35 boxes to the brim. "There were many associates who went above and beyond and donated entire suitcases full of items as well as the suitcases themselves," said Sally Archibald, executive assistant. "I was truly touched to see such an overwhelming amount of generosity pour out from our associates."

Fred Strickland, vice president of service and technical, introduced the opening ceremonies with a prayer and spoke about the Haiti relief efforts. "The significance of the Terminix family is exceptionally special tonight," said Fred. "All of the supplies and gifts you've transported here to help our Haitian neighbors has blown me away and will undoubtedly make a difference in their lives."

Who's new with CFMH?



Name: Eric Stonner

Birthplace: Kansas City, MO

University Attended: MU

Degree: MBA / BSBA

Why did you pick GSA in your job search? GSA offered substantive, interesting work and increasing responsibility along with attractive compensation, benefits, and career advancement

What does being a Federal Government employee mean to you? Being a Federal employee is a large responsibility (especially being on track to be a CO) because you are an agent of the government and spend taxpayers' dollars. However, I also take pride in this service to both citizens and their Government.

What has your first month of work been like? It was a whirlwind of acronyms, passwords, and systems access.

What has surprised you most about your job so far? Before applying for my current position, I knew very little about the GSA, and I think my understanding was pretty typical of the average person. With my current exposure, I am surprised that what the GSA is and does is not common knowledge because of the importance of being the acquisition arm of the Federal Government.

Hobbies: Fitness; Movies; Fishing; Travel

What would someone be surprised to know about you? I am getting married, closing on a house, and having my first panel all in the same month. Yikes.

If you were an American Idol contestant what would you sing? I would not want to put anyone through that.



Name: Josilyn Reed

Birthplace: Kansas City, MO

University Attended: Park University

Degree: BA in Business Admn, MBA

Why did you pick GSA in your job search? To expand my knowledge in contracting from a different agency standpoint.

What does being a Federal Government employee mean to you? It means I am making a difference by serving my community

What has your first month of work been like? Great!

What has surprised you most about your job so far? Flex-Time and Tele work

Hobbies: Working out and Church

What would someone be surprised to know about you? I love children

If you were an American Idol contestant what would you sing? His Eye is on the Sparrow



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Center for Facilities Maintenance & Hardware Financial Outlook

FY10 Q2 Compared to FY09 Q2			
QUARTER 2 ONLY			
	FY09 Q2	FY10 Q2	% Change
51V	173,568	157,556	-9.23%
03FAC	54,531	70,769	29.78%
Total	228,099	228,325	0.10%

FY10 Q2 Compared to FY09 Q2			
CUMULATIVE			
	FY09 Q2	FY10 Q2	% Change
51V	375,565	348,628	-7.17%
03FAC	109,566	155,605	42.02%
Total	485,131	504,233	3.94%

Welcome New Industry Partners!

<u>Company Name</u>	<u>Sched</u>	<u>Company Name</u>	<u>Sched</u>
4TELL SOLUTIONS LLC	03FAC	ABLE AEROSPACE ADHESIVES, INC.	51V
ALARIS COMPANIES, LLC	03FAC	ACCRABOND CORPORATION	51V
DAMARC QUALITY INSPECTION SERVIC	03FAC	AEROSAFE PRODUCTS INC	51V
DAV HEALTHCARE SERVICES, INC.	03FAC	BURLINGTON DESIGN CENTER INC	51V
DIAMOND SERVICES, INC.	03FAC	CARSWELL DISTRIBUTING COMPANY	51V
EASTCO BUILDING SERVICES, INC.	03FAC	CHAMPION BRANDS, L.L.C.	51V
EDWARDS ENGINEERING, INC.	03FAC	CONNEY SAFETY PRODUCTS, LLC	51V
ENGINEERING-ENVIRONMENTAL MANAGE	03FAC	COPERION CORPORATION	51V
ENTHENERGY, LLC	03FAC	D & L THOMAS EQUIPMENT CORPORATI	51V
EPC SERVICE, INC.	03FAC	DIVINE IMAGING INC.	51V
HILL COUNTRY PEST CONTROL INC	03FAC	DOW CORNING CORPORATION	51V
HONEYWELL INTERNATIONAL INC	03FAC	DUNN-EDWARDS CORPORATION	51V
INNOVATIVE CONSTRUCTION & MANAGE	03FAC	E & R INDUSTRIAL SALES, INC.	51V
INNOVATIVE EXECUTIONS, LLC	03FAC	ELCO ENTERPRISES, INC	51V
JKM ELECTRIC INC	03FAC	FRAZEE INDUSTRIES, INC.	51V

Welcome New Industry Partners!

Company Name	Sched	Company Name	Sched
L & D JOHNSON PLUMBING & HEATING	03FAC	GRAY OIL COMPANY, INC.	51V
LAKE UNION DRYDOCK COMPANY	03FAC	IBOUND, INC.	51V
LEVY PARTNERSHIP, INC., THE	03FAC	KWAL-HOWELLS, INC.	51V
M&Z BRANDT ENGINEERING CO LLC	03FAC	LASELEC, INC	51V
MALIN INTERNATIONAL SHIP REPAIR	03FAC	LINCOLN CONTRACTORS SUPPLY, INC.	51V
MERIDIAN PROPERTY SERVICES, INC.	03FAC	MAEHR MACHINERY INC.	51V
NORTHEAST FLORIDA SERVICES CORP	03FAC	MUSCLE PRODUCTS CORPORATION	51V
NORTHWRITE, INC.	03FAC	PARAGON HOLDINGS, LC	51V
P1 GROUP, INC.	03FAC	SOUTHWESTERN INDUSTRIES, INC.	51V
SERVICE LOGIC, LLC	03FAC	SPECTRUM COATINGS LABORATORIES,	51V
ST GEORGE CHADUX CORPORATION	03FAC	SUPPLYFORCE.COM, LLC	51V
TAMSAH ENTERPRISES LLC	03FAC	SWAMPY HOLLOW MANUFACTURING, LLC	51V
TRAMM ELEVATOR COMPANY, INC.	03FAC	TRADESTREAM INC	51V
TURNKEY RESOURCES, INC.	03FAC	USACH TECHNOLOGIES, INC	51V
U.S. INSPECT, LLC	03FAC	WESTCARB ENTERPRISES, INC.	51V
WAT-KEM MECHANICAL, INC.	03FAC	X & D SUPPLY	51V
WILLIAMS ENGINEERING LTD	03FAC		