

# Smoky Mountain Signals

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December 2002



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## Message from the President

The 2002 GSMC officers “hand off the baton” to the following recently elected officers: **Tracye Baber**, President; **Kathy Davidson**, Vice President; **David Mikeska**, Treasurer; and **Dawne Umstead**, Secretary. We all look forward to your leadership and guidance in 2003.

I would like to express my personal thanks to our **membership** for support of our officers and committees and to the following, who have given unselfishly of their time and expertise to contribute to the level of excellence our chapter has attained:

Thanks to **Judy Rosenberg** for her continuing hard work to make the *Signals* the quality production it continues to be—and to the contributors, especially **Debbie Ferguson** and **Betty Hatmaker** for their entertaining and stimulating Word Search puzzles.

**Kathy Davidson** is deserving of my deep gratitude for her maintenance of the GSMC

Web site. Her reformatting and added features make this a more informative and user-friendly destination for chapter and professional information.

**Tracye Baber** provided us with an excellent venue of information and entertaining programs throughout the year, seizing windows of opportunity to secure top-notch speakers.

Special thanks to our **Membership Committee**, co-chaired by **Anna Martin** and **Linda Gattuso** and including members **Angie Calloway**, **Debbie Ferguson**, **Brenda Ivey**, **James Lovingood**, **Dewayne Raines**, **Dawne Umstead**, and **Joan Campbell** (off-site). Their superbly coordinated and productive membership drives resulted in six new members in 2002.

I hope to see you all Dec. 18 at our holiday luncheon at Calhoun’s in Lenoir City!

by  
Bill Price, CPPA



*As the 2002 calendar year winds down, I look back on a year that stimulated and added to our professional and personal lives. My thanks go out to every one of you for your support in 2002.*

—BP

## Calendar

Dec. 18	GSMC Christmas Get-Together. 11 a.m.—1:00 p.m. Calhoun’s on the Lake, Lenoir City
Feb. 12-14	Western Region Seminar Salt Lake City, Utah
Apr 7-8	Central Region Seminar Hot Springs National Park, Arkansas
Jul 12-18	National Education Seminar Jacksonville, Florida



# eBay is gReat for ORNL Surplus Property!

**Marcia Whitson** (CPPM, CF), supervisor of Excessing and Sales at Oak Ridge National Laboratory (ORNL), fields questions on the “latest and greatest” tool used by her group:

## What was the process to get set up on eBay?

There were some complications in getting started. The first obstacle was the fact that eBay’s *Terms and Conditions* includes an indemnification clause. Department of Energy (DOE) prime contractors are not permitted to enter into contracts with vendors who require this clause.

I searched for a way to contact someone about the possibility of removing the indemnification clause from our agreement—but since eBay is almost entirely electronic, connecting to a real person is not easy.

I learned, however, that the Westinghouse Savannah River Site was working to establish a Basic Ordering Agreement (BOA) that could be used by

DOE and all of its contractors. The BOA was expected in January but was not ready until the summer.

The next obstacle was determining how to transfer funds to eBay for our sales and their services. eBay offers three payment methods: (1) credit card, (2) bank account authorization, and (3) downloading of an invoice for payment by check. After evaluating the options and work involved, we decided to establish a dedicated credit card.

Once we resolved the above problems, we were able to register as a seller—which took about five minutes!

## How do you decide on the types of items to sell on eBay?

We are still in the learning phase of this process and may never have an absolute answer. The first item we sold was a fire-resistant safe, which sold for \$325—almost double the

price typically received at on-site auctions.

One important issue to consider in determining what to sell is the known condition of the item so that you can best represent it to the bidders (who are unable to “kick the tires”). Another important aspect is the fact that the item may need to be shipped, so you must inform the bidder how this can be accomplished so he/she can obtain estimates for shipping costs prior to bidding.

Bottom line: you can sell almost *anything* on eBay—and most items will bring a far greater return. Why? (. . . See sidebar.)

## How do you rate the success of eBay to date?

As anxious as I was to start using eBay (I believe we are the first DOE site to use eBay through the BOA), the reality of our success surpassed my wildest dreams!



There are basically 3 types of eBay buyers:

1. One who is buying to resell (and must pay as little as possible to realize a profit).
2. One who plans to scrap the item for its materials value (who also must pay as little as possible).
3. One who is going to reuse the item for its intended purpose and opts for getting a deal on a used item vs. buying new. This buyer is willing to pay the premium amount—and with a million buyers a day searching eBay, the ability to reach the best buyer is fantastic!

—Marcia Whitson

# NPMA ‘Family’ Always There For You

It’s hard to believe how time flies anymore. We are coming to the close of another year in our Chapter. As outgoing **Program Chairman**, I would like to thank you all for helping make this a great year and for your guidance and support.

At the National Education Seminar, a common theme frequently mentioned was “NPMA is a family.” It is absolutely true. The Oak Ridge Reservation has a wealth of knowledge and experience in property manage-

ment. The more I learn about this field, the more complex it seems. However, it makes your work environment less stressful when you have NPMA “family” willing to guide you through the maze of property management.

What do we have to look forward to in **2003**? Our Chapter is what we make it, and we have the responsibility of making it something that people want to be involved in.

What an awesome opportunity we have for Chapter growth

under our new leadership at NPMA. I expect growth in numbers for the Great Smoky Mountain Chapter, personal growth, educational opportunities, and change in 2003.

Remember the old saying, “The only two things that you can count on are death and taxes”? In today’s society, there is one more: **change**. Come expecting change in 2003.

Thank you for the opportunity of serving you this year!

by  
Tracye Baber, CPPS  
GSMC Incoming  
President for 2003



*NPMA family helps you through the maze of property management.*

# Do's and Taboos of Online Auctions

**J.D. Huddleston** (CPPA) represented the GSMC as national delegate at the 2002 National Education Seminar. In this issue he reports on two of the sessions he found most noteworthy.

The General Services Administration (GSA) has been using the online auctioning method of selling government property for about a year and has developed a list of Do's and Don'ts which are quite useful in considering this cyber tool to re-deploy government personal property at your warehouse.

To begin with, the best time to auction online is Monday or Tuesday, not the weekend as originally thought. Machinery dealers do not work on weekends, which often include Fridays—especially after noon.

Always include pictures and as much detail as possible to advertise property.

Most online activity occurs minutes before the close of the auction, so many bidders wait until near the close of an auction to check current bid status before entering their own bids, responding with counter bids as other bids are revealed. This can cause a computer system with inadequate hardware and software to lock up. One of the big bidder complaints involves losing a bid because the individual can't respond fast enough, or the receiving server can't respond in a timely fashion due to the incoming traffic of bids.

GSA had dropped the requirement for deposit or earnest money when placing bids; however, increased experience with

defaulted bids has caused GSA to reinstall the deposit requirement. Receiving unreliable bids (from bidders who aren't serious and are just "playing") has caused a delay in awarding lots auctioned off. Several procedures have been installed to curtail flagrant bidding. These include the use of passwords, demanding credit information up front, and requirement for an earnest deposit and a bidder identification number.

The GSA auction site is posted at <https://www.gsaauctions.gov>.



by  
**J.D. Huddleston**  
CPPA

## Welcome!

These folks joined the Great Smoky Mountain Chapter in 2002:

- John Bailey
- Robin Bishop
- Victoria Coffin
- Tina Graves
- Bill Teer, Jr.
- Ronald Trebilcott

# Turn to Experts on Export Control

The 2002 National Education Seminar session involving *Export Control of Nuclear Proliferation Sensitive Property* revealed how much, and sometimes how little, the DOE sites actually know about Export Control.

It is imperative that anyone in the surplus property business be properly trained to recognize export-controlled sensitive property when it shows up in the warehouse—or at least know when to consider the possibility that a piece of property or equipment might be export-controlled sensitive.

One presumed solution might involve tagging everything in the facility. For current and future procurements, a number-tagging solution might work.

For inventory dating back thirty years, however, this process would be a nightmare: to treat everything as export controlled would be foolish.

It's obvious that furniture and many expendable items are not proliferation sensitive. There are a sufficient number of manuals and training sessions to educate property managers and those in the nuclear proliferation arena "What's sensitive" and "What's not."

A widely publicized sale of parts to a nuclear power plant to a used car dealer found its way to the *Wall Street Journal*. But with the information and education that is now available, informed people at each DOE site should be able to police and

prevent export-controlled property from ending up in the wrong hands.

Never trust your own judgment; ask someone charged with the knowledge and education to give the correct answer.

Broad guidance presented in the *Export Control Manual* will assist in knowing when to question whether something is nuclear-proliferation sensitive—but leave the final decision to the experts in the field.

—J.D. Huddleston



The [High Risk Property Web site](http://www.ornl.gov/risk/risk.html) created and maintained by GSMC member **Marcia Whitson** (CPPM, CF) provides links to:

- Dual Use List
- Trigger List
- High Performance Computer Export Controls
- International Atomic Energy Agency

<http://www.ornl.gov/risk/risk.html>

# Up Close and Personal

**J.D. Huddleston** (CPPA) was born, raised, and educated in Oak Ridge. He earned a B.S. degree in Industrial Technology at Tennessee Technological University in 1969 and has since taken accounting and graduate courses in management at the University of Tennessee (UT).

J.D.'s career began in early 1970 as a materials expeditor with Union Carbide Corp., Nuclear Division, at the Y-12 facility. He is now sales administrator for BWXT Y-12.

His accounting courses left him well prepared to serve as treasurer of his church for the past

12 years. He also has participated in several church mission trips, one involving working with children in Costa Rica.

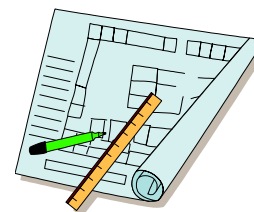
J.D. and Elena, who met at Tennessee Tech, have been married for 32 years. Their married daughter Melanie works in the Trauma Center at Park West Hospital and plans to become a paramedic. Joel, their son, is enrolled at Boyce College, the undergraduate school of Southern Seminary, in Louisville, Kentucky.

J.D. and Joel restored a 1966 Plymouth that was bought new by Joel's grandfather and which

Joel has been driving to and from school and work for the past three years. The current father-son project involves a 1969 Dodge Charger that is presently scattered all over the garage in the early stages of restoration.

What may surprise you about J.D. is that he has designed custom homes for area realtors, contractors, and individuals (including a log house for George Bitzas, the tenor who sings the National Anthem to open UT football games)!


J.D. has been a member of NPMA since 1996.



*GSMC member J.D. Huddleston is not only handy around the house: he designed his house based upon wife Elena's specifications!*

## NPMA Meeting Highlights

- **Date:** Nov. 20, 2002
  - **Attendance:** 22 members
  - **Program:** **Carol Anderson**, "BWXT Y-12 Procurement and Property Management"
  - **Election of 2003 Officers:\***
    - **Tracye Baber**, President
    - **Kathy Davidson**, Vice President
    - **Dawne Umstead**, Secretary
    - **David Mikeska**, Treasurer
    - **Bill Price**, Nat'l Delegate
- \*Membership was notified of election results on Nov. 21.



GSMC outgoing secretary **Debbie Hudak** returned to work this month after a maternity leave that welcomed **Christopher Blake** to the Hudak household on Oct. 6.

Q	S	Y	M	V	F	A	T	H	E	R	S	B
G	E	A	L	X	Z	O	I	L	I	R	P	A
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Z	I	I	L	N	J	C	Q	B	E	S	N	X
X	T	R	V	A	T	A	A	T	A	E	P	Z
J	N	F	F	I	I	L	E	M	E	U	R	G
H	E	D	O	O	G	R	T	W	S	J	E	H
R	L	N	O	Y	A	S	O	S	R	A	S	S
L	A	I	L	N	I	L	K	M	B	W	I	J
U	V	A	S	R	L	C	O	N	E	G	D	U
T	O	F	H	A	I	T	R	N	A	M	E	C
H	W	C	H	R	H	F	G	O	P	H	N	V
E	A	S	T	E	R	N	F	O	U	R	T	H
R	M	A	R	T	I	N	Y	E	A	R	S	W
A	P	S	Y	K	P	L	U	G	H	I	F	D

- April
- Christmas
- Easter
- Election
- Fathers
- Fools
- Fourth
- Friday
- Good
- Halloween
- July
- King
- Labor
- Luther
- Martin
- Memorial
- Mothers
- New
- Patricks
- Presidents
- Saint
- Thanksgiving
- Valentines
- Veterans

### Word Search

by  
Debbie Ferguson  
CPPA

*Here is an array of holiday topics to ferret out!*



National Property Management Association (NPMA)  
Great Smoky Mountain Chapter (GSMC)

P.O. Box 5733  
Oak Ridge, TN 37831-5733



To:

Great Smoky Mountain Chapter  
of the  
Eastern Region NPMA

***Send a Signal to Someone!***

*Smoky Mountain Signals*

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(865) 574-1228

Next deadline:  
**Jan. 20**

Posted on the  
GSMC Web Site

## GSMC Web Site Map

Home

### Committees

- Description
- Members

### Meeting Schedule

- Speaker
- Topic
- Location
- Minutes

### Members (Directory)

- Awards
- Enterprises
- Job Postings
- Historical Data
- Training Courses
- Benefits of Membership
- NPMA Application

### *Smoky Mountain Signals*

- Photo Gallery
- Archives
- Guidelines
- Deadlines

### 2002 Officers

### Resources

- Useful Sites
- Department of Energy Web Sites
- Property Sales
  - Bechtel Jacobs
  - UT-Battelle
  - BWXT Y-12
  - GSA

### All pages link to

- NPMA Home
- NPMA Eastern Region
- NPMA Headquarters (e-mail)



Great Smoky Mountain Chapter

<http://www.ornl.gov/npma>