

Bensey

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

MINUTES

July 21, 1993

SMALL P & P CONFERENCE ROOM
WEST VIRGINIA REHABILITATION CENTER COMPLEX
INSTITUTE, WEST VIRGINIA

The meeting of the Committee for the Purchase of Commodities and Services from the Handicapped was called to order by Craig Greening, Chairman. Other members in attendance were Tara Justice, John Parker, and Everette Sullivan. Ex officio members in attendance were Danny Myers and Debbie Bensey of the CNA and Dick Estill, Executive Secretary of the Committee. Guests in attendance were Curt Curtiss, Assistant Director of Purchasing, and Clarence Lynch, employed at the Colin Anderson Center.

The minutes of the June 6, 1993, meeting were approved as submitted. John Parker gave the financial balance which showed an ending balance of the Committee for FY'93 of \$31.94, unobligated. The beginning budget of the Committee for FY'94 is \$4,656.

The Chairman's report consisted of reviewing a letter dated July 16, 1993, from Mr. Curtiss regarding recent issues and concerns with Committee actions. A detailed discussion ensued of the Committee's procedures and deliberations of fair market prices. Mr. Curtiss reviewed some issues raised regarding unfair competition with the Governor during a recent trip to the Eastern Panhandle. A small minority-owned business was recently displaced with a janitorial contract award by the Committee of office space for the Department of Motor Vehicles to the Eastern Panhandle Training Center. Concern was expressed by several in attendance regarding the impact of the State Use program on the small business community. In the future, all new contract presentations will contain information regarding the previous vendor and any worker displacement issues.

Mr. Myers indicated that the Secretary of State's Office will soon publish three series of Committee Rules regarding Fair Market Price Determinations, Qualifications for Participation, and Procurement List.

Chairman: Craig A. Greening

Members: David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan

Ex Officio Members: Dick Estill, Executive Secretary

Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

The first item of new business was a contract proposal for janitorial services for the Colin Anderson Center for janitorial/housekeeping, and lawn maintenance. The facility involved in this contract proposal is SW Resources and Mr. Greening prepared a great deal of the contract proposal. Accordingly, Mr. Greening had to declare a conflict of interest and abstained from voting on this specific proposal. With this action, the Committee no longer had a quorum for this contract deliberation. Given the size of the contract and other issues involved, it was necessary to table this presentation and attempt to convene a special meeting of the Committee via a teleconference the morning of July 23, 1993.

The next item of business was contract presentations--the first involving janitorial at the Air Pollution Control Building at 1558 Washington Street with the work to be performed by Shawnee Hills from September 1, 1993, to August 31, 1994. This contract involves approximately 11,000 square feet, employs one supervisor, one hour daily, one worker seven hours daily, and a stripping crew 260 hours yearly. The annual total for this contract is \$14,337.72, with a cost per square foot of \$1.30. Motion was made by Everette Sullivan, seconded by John Parker, that this contract be approved. Motion passed unanimously.

The second contract presentation was for janitorial services for the Department of Energy at Nitro, cleaning approximately 84,901 square feet from August 1, 1993, to July 31, 1994. This contract involves one supervisor and two workers full time with a third worker employed 5.5 hours daily. The total annual cost of this contract is \$48,868.56, with an approximate cost per square foot of \$.9993. The space to be cleaned includes an additional 1,900 square feet which is added to the contract. Motion was made by John Parker, seconded by Craig Greening, that this contract be approved. Motion passed unanimously.

The next contract presentation was for janitorial services for the Public Service Commission Building from September 16, 1993, to September 15, 1994. This contract employs one supervisor and two workers full time, cleaning approximately 43,875 square feet. The approximate cost per square foot is \$.9123. The annual cost of the contract is \$40,025.02. Motion was made by Everette Sullivan, seconded by Tara Justice, that this contract be approved. Motion passed unanimously.

The next contract presentation was for janitorial services at the Division of Rehabilitation Services' Research and Training Center in Dunbar. This contract, in effect from October 1, 1993, to September 30, 1994, employs one supervisor and one worker, two hours daily, cleaning 8,000 square feet. The cost per square foot is \$1.0105. The annual cost of the

contract is \$8,084.16. Motion was made by John Parker, seconded by Everette Sullivan, that this contract be approved. Motion passed unanimously.

The next contract presentation was for janitorial and lawn care at the Parkways Authority's Welcome Center located at I-77, Princeton. The contract employs one supervisor, one relief supervisor .4 FTE, one worker full time, one relief worker .4 FTE, and one worker .7 FTE. All cleaning supplies and consumables are provided by the vendor. The total cost of the contract is \$52,142.80. The contract calls for service 12 hours daily, 365 days per year, with extra labor (opposite sex) for holidays. Motion was made by John Parker, seconded by Tara Justice, that this contract be approved. Motion passed unanimously.

The next contract was for an amenities kit used in the State Park System, consisting of soap, facial soap, shampoo, conditioner, shower cap, shoe mitt, laundry tote, basket liner, candy, and an oval basket. The approximate volume of this contract is \$30,000 yearly. Motion was made by Everette Sullivan to approve the attached price list, seconded by John Parker. Motion passed unanimously.

Next was a new contract for janitorial services at the Rehabilitation Services Office at Mullens. The work involved one supervisor and one worker, a total of one man-hour, two days per week. Work is to be performed after 4:45 p.m. The work center is the Wyoming County Workshop. The contract period is July 1, 1993, through June 30, 1994. Space cleaned is 1,512 square feet. The annual cost of the contract is \$960. Motion was made by Everette Sullivan, seconded by Tara Justice, that this contract be approved. Motion passed unanimously.

The next janitorial contract presented was for DRS's Webster Springs Office, 850 square feet, with work to be performed by the Sheltered Workshop of Nicholas County. Work is to be performed by one supervisor and one worker two hours each, one day per week. Monthly invoice amount is \$125.00 or \$1,500.00 annually. Motion was made by John Parker, seconded by Everette Sullivan. Motion passed unanimously.

The final contract presentation for janitorial services at DRS's Logan Office consists of 1,750 square feet with the work to be performed by Wyoming County Workshop. The contract employs one supervisor and one worker each working .75 hours, five times weekly. Motion was made by Everette Sullivan, seconded by John Parker, that this contract be approved. Motion passed unanimously.

There being no further business to be brought before the Committee, it was in adjournment with the time and place for

the next meeting being Wednesday, August 18, 1993, at 9:30 a.m.
at the Small P & P Conference Room at the West Virginia Reha-
bilitation Center Complex, Institute, West Virginia.

Craig A. Greening, Chairman



John L. Parker, Recorder

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

MINUTES
July 23, 1993

SPECIAL TELEPHONE CONFERENCE CALL

A special meeting of the Committee for the Purchase of Commodities and Services from the Handicapped was called to order via a telephone conference by Craig Greening, Chairman, at 10 a.m. In attendance were Dave Dickirson, Tara Justice, and John Parker who had Everette Sullivan's proxy for this special meeting. Representing the CNA was Deborah Bensey.

The contract proposal was to provide janitorial grounds maintenance services for the Colin Anderson Center with subject proposal prepared by Craig Greening of SW Resources and Danny Myers for the CNA. The proposal was given a thorough hearing during the regular Committee meeting of July 21, 1993. This contract involves the possible displacement of nine house-keeping and five maintenance personnel who are presently employees of the State of West Virginia. Janitorial firms submitting bids for the contract were Service Master, bidding \$118,000 without providing lawn maintenance and Winans Janitorial Services bidding \$185,000. The CNA detailed bid proposal is for \$165,876.24 to be invoiced monthly at \$13,823.02. The proposed hours for labor contained in the section entitled "Manpower Analysis" called for a total of 23,598.8 hours divided between a five-day work schedule (19,646.6 hours), additional work schedule for Saturdays, Sundays, and holidays (3,032.2 hours) and grounds maintenance 920 hours. These man-hours divided by 2,080 (52 weeks per year times 40 hours weekly) yield approximately 11.3 full-time equivalent positions. The supply analysis lists supplies provided by SW Resources totalling \$14,103, with a list of supplies provided by Colin Anderson Center. The analysis also lists equipment provided by SW Resources at a total cost of \$7,840. The equipment analysis list also has a list of equipment provided by the Colin Anderson Center. The proposal calls for no assumption by either the CNA or SW Resources of unemployment compensation liability, up to 89 days of employment should any of the 14 present employees be hired under this contract. The issue provoking most discussion during the regular meeting related to this contract had to do with speculation that if SW Resources were awarded the contract

Chairman: **Craig A. Greening**

Members: **David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan**

Ex Officio Members: **Dick Estill**, Executive Secretary

Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

and employed Colin Anderson workers that a possibility exists that no immediate employment opportunities would result for any person with a disability. Some Committee members questioned the legality of such a contract and requested that Ms. Justice ask Diana Stout for a legal opinion regarding the Committee undertaking such a contract. After formally calling the meeting to order and establishing a quorum, Mr. Greening asked Ms. Justice if the legality of the contract had been cleared with Ms. Stout. Ms. Justice responded that Ms. Stout indicated that such a contract would be legal, as in due time if not immediately, many employment opportunities would be afforded persons with disabilities.

The Chairman asked if there were any further questions or issues to be discussed involving this contract. Hearing none, John Parker motioned, seconded by Tara Justice, that the proposal submitted for janitorial and grounds maintenance at the Colin Anderson Center provided by the CNA and SW Resources be approved for a total cost of \$165,876.24. Motion passed unanimously with Mr. Parker casting Mr. Sullivan's proxy and Mr. Greening abstaining.

John Parker agreed to contact Mr. Curtiss of the Purchasing Department and Mr. Lynch of the Colin Anderson Center informing both gentlemen of the Committee's fair market price decision and recommendation. Craig Greening adjourned the meeting at 10:30 a.m.

Craig A. Greening, Chairman



John L. Parker, Recorder

COMMITTEE FOR THE PURCHASE OF COMMODITIES AND SERVICES
FROM THE HANDICAPPED

Small P & P Conference Room
W.V. Division of Rehabilitation Services Complex
Institute, West Virginia

JULY 21, 1993

AGENDA

- I. 9:30 Roll Call
- II. Approval of Minutes of Previous Meeting
- III. Treasurer's Report
- IV. Report of Chairman
- V. Report of Executive Secretary
- VI. Old Business
 - A. Update of State Use Law and Rules
- VII. New Business
 - A. Adena's Request - Colin Anderson
 - B. Eastern Panhandle - State Use Questions
- VIII. Contract Presentation from CNA
 - A. Renewals -
 - Air Pollution
 - Environmental Protection
 - Public Service Commission
 - R&T Center
 - Ammenities Kits
 - Parkway Commission
 - B. New Contracts
 - DRS - Mullins
 - DRS - Webster Springs
 - DRS - Logan
- VIV. Vendor Complaints
 - A. ESC Update
- X. Sub-Committee Action Pending
 - CNA Quality Control Procedures

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DIRECT COST ANALYSIS

Air Pollution Control 1558 Washington St.
 Work to be Done by Shawnee Hills
 Starting September 1, 1993 - August 30, 1994
 Approximate square footage 11000
 Contact John Benedict 348-0430 Fax 348-3287

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.00	\$1.00	\$130.00
Worker #1	4.25	\$0.85	\$773.50
Stripping Crew	4.63	\$0.93	\$120.36

sub total			\$1,023.86
Chemicals			75.00
Equipment			50.00
Administrative overhead			45.95

	Month	Total	\$1,194.81
	Annual	Total	\$14,337.72

The above includes law mowing, trim, and rake. Miscellaneous yard work to be done at rate of \$6.43 per hour additional.

Disposables supplied by State of WV. This quote is based on 8 man hours (1 supervisor, 7 worker) per day X 5 days and 260 hours per year for stripping crew. Vendor may use a crew or have one person on daily duty.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

cost per sq.ft. \$1.30

Debra M. Bensey
 Debra M. Bensey
 Director of Operations

Facility	Facility
Monthly	Annual
\$1,148.86	\$13,786.32
6.17 Hourly	

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DIRECT COST ANALYSIS

W. V. Dept. of Energy Nitro
 Work to be done by Shawnee Hills
 August 1, 1993 - July 31, 1994
 Aproximate square footage 48901
 Contact Susie Teel

	Per Hour	Per Hour 20% Fringe	Per Month
Labor			
Supervisor	\$5.00	\$1.00	\$1,040.00 8 hrs. day
Worker #1	4.25	\$0.85	\$884.00 8 hrs. day
Worker #2	4.25	\$0.85	\$884.00 8 hrs. day
Worker #3	4.25	\$0.85	\$607.75 5.5 hrs. day

Labor	sub total	\$3,415.75
Chemicals		\$300.00
Facility Equipment/Overhead		\$200.00
Administrative Overhead		\$156.63
		=====
	Total Monthly	\$4,072.38
	Total Annual	\$48,868.56
	Aproximate Cost per square foot	\$0.9993

THIS CONTRACT IS BID WITHOUT PROFIT.
 CONSUMABLE SUPPLIES I.E. (TISSUE, SOAP ETC) NOT INCLUDED.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
 Debra M. Bensey
 Director of Operations

Facility
 Payment
 \$3,915.75 Month
 \$46,989.00 Annual

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DIRECT COST ANALYSIS

Public Service Commission Building
Work to be Done by Shawnee Hills
9/16/93 to 9/15/94
Approximate square footage 43875
Contact: Wayne Crowder

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.00	\$1.00	\$1,040.00
Worker #1	4.25	\$0.85	\$884.00
Worker #2	4.25	\$0.85	\$884.00

sub total			\$2,808.00
Chemicals sub total			299.13
Facility Equipment/Overhead			100.00
Administrative Overhead			128.29
Grand Total Monthly			\$3,335.42
ANNUAL RATE			\$40,025.02

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Approximate Cost per square foot 0.9123

NVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Debra M. Bensey
Director of Operations

Facility Annual	Facility Monthly
\$38,485.56	\$3,207.13

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Parkway Authority Copy

Princeton I-77 North (Welcome Center)
Workshop: Mercer Co.

Monthly Costs

LABOR -From Labor Schedule (Below)	\$52,142.80	\$4,345.23
SUPPLIES AND EQUIPMENT from Schedule	\$3,607.00	\$300.58
Items supplied are ones listed on Schedule; General cleaning supplies and Consumable Supplies not supplied by vendor.		
UNIFORMS - From labor schedule (Below)	\$1,250.00	\$104.17
ADMINISTRATIVE FEE @ 15%	\$8,549.97	\$712.50

TOTAL SERVICE COST FOR SINGLE	\$65,549.77	\$5,462.48
COST PER HOUR UNSCHEDULED LABOR	\$8.88	\$8.88

Princeton I-77 North (Welcome Center)
Single rest area with working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.00	\$14,560.00	3,203.20	250.00
Super/relief	840	7.00	5,880.00	1,293.60	250.00
Worker #1	2080	5.00	10,400.00	2,288.00	250.00
Worker#1/relief	840	5.00	4,200.00	924.00	250.00
Worker #1/2	1460	5.00	7,300.00	1,606.00	250.00
Extra 10 days	80	5.00	400.00	88.00	---

Sub. Labor	7380		\$42,740.00	\$9,402.80	\$1,250.00
F.T.E.	3.55	TOTAL LABOR-----		\$52,142.80	

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DIRECT COST ANALYSIS

DRS Mullins

Work to be Done by Wyoming County Sheltered Workshop

July 1, 1993 - June 30, 1994

Approximate sq. ft.

1512

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.50	\$1.10	\$28.60
Worker #1	4.50	\$0.90	\$23.40

sub total			\$52.00
Chemicals/Equip			25.92
Administrative Overhead			2.08

Monthly Total			\$80.00
Annual Total			\$960.00

Disposables supplied by State of WV. This quote is based on 1 man hr. times 2 days per week. It is required that trashed be picked up on Wedn along with a general clean up. Work is to be done after 4:45 p.m.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey

 Debra M. Bensey
 Director of Operations

Cost Per Sq. Ft. 0.6349

Facility	Facility
Monthly	Annual
\$77.92	\$935.04

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DIRECT COST ANALYSIS

DRS Webster Springs
Work to be Done by Nicholas County Sheltered Workshop
July 1, 1993 - June 30, 1994
Approximate sq. ft. 850

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.50	\$1.10	\$57.20
Worker #1	4.50	\$0.90	\$46.80

sub total			\$104.00
Chemicals			16.84
Administrative Overhead			4.16

Monthly Total			\$125.00
Annual Total			\$1,500.00

Disposables supplied by State of WV. This quote is based on 4 man hrs. one day per week. Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Danny Myers
Executive Director

Cost Per Sq. Ft. 1.7647

Facility	Facility
Monthly	Annual
\$120.84	\$1,450.08

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DIRECT COST ANALYSIS

DRS Logan
 Work to be Done by Wyoming County Sheltered Workshop
 August 1, 1993 - July 30, 1994
 Approximate sq. ft. 1750

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.50	\$1.10	\$107.25
Worker #1	4.25	\$0.85	\$82.88

sub total			\$190.13
Chemicals			41.75
Equipment			33.00
Administrative Overhead			10.5952

Monthly Total			\$275.48
Annual Total			\$3,305.70

Disposables supplied by State of WV. This quote is based on 1.5 man hrs per day X 5 days. Vendor may use a crew to provide labor.

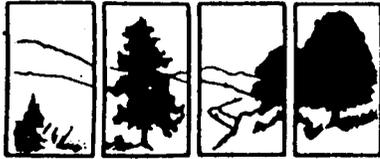
WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
 Debra M. Bensey
 Director of Operations

Cost per sq. ft. 1.89

Facility	Facility
Monthly	Annual
\$231.88	\$2,782.56

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Adena industries

A Division of Northwood Health Systems

July 12, 1993

Mr. Craig Greening, Chairman
State Use Committee
c/o Wood Co. Sheltered Workshop
1007 Mary Street
Parkersburg, WV 26101

Dear Mr. Greening:

I am writing to inform the State Use Committee of our Workshop's interest in providing janitorial and lawn care services for Colin Anderson Center. Adena Industries has provided these services in the New Martinsville area for several years to a number of businesses and service agencies. While our experience is on a much smaller scale than Colin Anderson Center, we feel our commitment to quality customer service and quality employment for clients with disabilities will serve us well in this new venture as it has in the past.

Adena Industries experienced an extremely difficult year in FY 92/93, nearly being forced to close. Some marginal contracts were dropped and services to clients were curtailed. While we have been able to find some ways to offset huge losses in OBHS revenue and keep our program open, it is more critical than ever that we expand our contracting efforts and add to supported employment opportunities for our clients. Meeting our needs in economically depressed Wetzel County presents an extreme challenge.

Our workshop is not capable of taking on the whole of Colin Anderson Center's needs, but feel we could work cooperatively with another agency to meet some of the labor, materials and management requirements. Adena has worked co-operatively with two other workshops since 1986 to supply wiping cloth to K-Mart Corporation, which has proven to be remarkably successful for us all.

We hope you will keep our interest in mind as you consider the needs of Colin Anderson Center. Certainly our participation at some level will help insure ongoing employment for Adena's clients and add to quality services for Colin Anderson.

Many thanks for your attention.

Sincerely,

Nancy Moul
Nancy Moul
Director

NM/bjc

cc: John Parker
✓ Danny Myers

EASTERN PANHANDLE TRAINING CENTER
ROUTE 6, BOX 271
MARTINSBURG, WEST VIRGINIA 25401

M E M O R A N D U M

TO: DANNY MYERS, EXECUTIVE DIRECTOR, WVARF
FROM: JOEL C. GALPERIN, EXECUTIVE DIRECTOR , EPTC
SUBJECT: STATE USE LAW
DATE: 7/9/93

I received a call from John Parker this week stating that a citizen from the Eastern Panhandle has contacted Tom Rice of the Governor's office to complain about unfair competition from workshops as it related to janitorial contracts. The gentleman's name is Manuel Washington and he owns Grove's Cleaning Service in Martinsburg.

Mr. Washington complained to us about this issue when we were awarded a contract for janitorial services for a local bank. This was almost a year ago. Our Board discussed the situation and instructed our staff to confine our janitorial contracts to state use and non profit agencies. We would leave the commercial contracts for private enterprise. Mr. Washington was informed of our actions and seemed to be satisfied by them. During this time period Mr. Washington also complained to the city and state about unfair tax advantages that workshops have.

On July 8th Mr. Washington was at the Martinsburg Rotary meeting where Governor Caperton was addressing the club. During the Q & A period, Mr. Washington stated that he had written to the Governor and had asked him what he could do about the workshops getting all the State janitorial contracts. The Governor stated that he would look into the matter and answer the letter.

I will be happy to provide you with any more information that you desire.

cc: Zane Kesecker
N.B. Groves, M.D., Chairman of the Board

Danny -

The highlighted portion was in response to a question from a Manuel Washington about why workshops got all the janitorial contracts.

[Handwritten signature]

Y, JULY 11, 1993

EASTERN PANHANDLE



Caperton reveals delays in W.Va. 9 upgrade

Construction not slated for two to three years, governor says

By RODNEY A. WHITE
Journal Staff Writer

MARTINSBURG — Actual construction to upgrade W.Va. 9 won't occur for two to three years, according to Gov. Gaston

The state Division of Highways is just now beginning the environmental impact studies, which are mandated by the federal government.

When the studies are complete, the state will begin designing the road, Caperton said in response to a question Thursday at the Martinsburg Rotary Club.

"We're moving on it as fast as possible," he said. "The state's matching funds 'are not a problem. We have the funds to do these dollars,'" he said.

Sen. Robert C. Byrd, D-W.Va., arranged to have \$110 million in funds set aside to upgrade W.Va. 9 from Martinsburg to the

Virginia line in Jefferson County. That money has to be matched with about \$27.5 million of state funds.

On other matters, Caperton said:

- He would make sure the process to deal with Martinsburg's traffic tie ups "is ongoing."
- Bids to clean up the Inwood tire pile will go out in the near future.
- He will replace Dr. Blaine Grove with a person from the Eastern Panhandle on the state Board of Education. Grove is expected to retire later this year. He said State Senate Education Chairwoman Sondra Lucht, D-Berkeley, "won't let me forget about it."

His administration will continue to support workshops for the mentally and physically impaired and programs to employ them because "society today is so high-tech that we have a lot of people out there who aren't qualified to do the jobs that are there."

During a press conference, Caperton said the attorney general's office did not do a good job in representing the administration's point of view in the Day Quarry hearing. The Francis O. Day Co. is seeking a permit to operate a limestone quarry along the Berkeley-Jefferson County line.

Caperton said the attorney general's office didn't submit a brief to support their position.

(A spokeswoman for Attorney General McGraw said a "strategic decision" was made not to submit a brief. McGraw also said McGraw has faith in his deputy R. Byrd and will not remove him from the case.)

Caperton also said he thought it "absolutely not going to run again. A reporter from New York said Byrd would not seek another six-year term next year."

"I certainly support him," he said. "It's more important for West Virginia than Sen. Byrd being in office for this state every day is remarkable. There is an economic turn around in this state and no one can deny that contribution."

"I hope this isn't the last time he runs," he said. "I hope he runs again."

One of the reasons Caperton came to the state was to see the opening of a play called "Black and Blue" at the Contemporary American Theater Festival.

Asked if he liked the play, Caperton said "it was a good play." He called it "interesting" and said he liked the well-acted and produced," he said.

DEPARTMENT OF COMMERCE AMMENITIES KITS FOR STATE PARKS

ITEM DESCRIPTION	CURRENT PRICE	NEW PRICE	NEW PRICE PER PACK	Unit Cost	Labor Fringes	Label/bag Carton/Tape	Materials Handling	Overhead Gen-Admin	Storage	Profit 10% of materials	WVARF Fee 4% W/O Wvarf	92-93 Current Price
1. Custom Print - 3/4 oz Dial Deod. Soap	\$0.1248	\$0.1441	500 per pk \$72.05	0.0735	0.0003	0.0015	0.0016	0.0323	0.0220	0.0074	0.0055	0.1200
2. Custom Print - 3/4 oz Tone Facial Soap	\$0.1248	\$0.1441	500 per pk \$72.05	0.0735	0.0003	0.0015	0.0016	0.0323	0.0220	0.0074	0.0055	0.1200
3. Custom Print - 1 oz Dial Shampoo (Bell Bottle)	\$0.2870	\$0.3072	12 per pk \$3.69	0.2110	0.0054	0.0020	0.0016	0.0323	0.0220	0.0211	0.0118	0.2760
4. Custom Print - 1 oz Dial Conditioner (Bell Bottle)	\$0.2870	\$0.3072	12 per pk \$3.69	0.2110	0.0054	0.0020	0.0016	0.0323	0.0220	0.0211	0.0118	0.2760
5. Custom Print - Shower Cap - Env. Box	\$0.1620	\$0.1821	12 per pk \$2.19	0.1020	0.0050	0.0020	0.0016	0.0323	0.0220	0.0102	0.0070	0.1558
6. Custom Print - Shoe Mitt 100% Cotton	\$0.2288	\$0.2485	12 per pk \$2.98	0.1600	0.0050	0.0020	0.0016	0.0323	0.0220	0.0160	0.0096	0.2200
7. Custom Print - Laundry Tote Bags 13"x16"x.002	\$0.1040	\$0.1247	12 per pk \$1.50	0.0382	0.0200	0.0020	0.0016	0.0323	0.0220	0.0038	0.0048	0.1000
8. 8" Paper Doily Basket Liner	\$0.0900	\$0.1101	50 per pk \$5.51	0.0400	0.0050	0.0010	0.0016	0.0323	0.0220	0.0040	0.0042	0.0865
9. 10" Paper Doily Basket Liner	\$0.0900	\$0.1101	50 per pk \$5.51	0.0400	0.0050	0.0010	0.0016	0.0323	0.0220	0.0040	0.0042	0.0865
10. Honeybee Candy 1 lb. Bag	\$1.8720	\$1.9900	per lb. \$1.99	1.7836	0.0540	0.0200	0.0016	0.0323	0.0220	Note this table adds up to \$2.17 but \$1.99 is the negotiated price.		1.8000
11. Oval Basket 6" x 9"	\$0.3120	\$0.3308	12 per pk \$3.97	0.2300	0.0062	0.0030	0.0016	0.0323	0.0220	0.0230	0.0127	0.3000
12. White Marble - 3/4 oz. Dial Deod. Soap	\$0.1056	\$0.1056	500 per pk \$52.80	0.0576	0.0003	0.0010	0.0016	0.0323	0.0220	0.0058	0.0048	0.1015
13. White Marble - 3/4 oz. Tone Facial Soap	\$0.1056	\$0.1056	500 per pk \$52.80	0.0576	0.0003	0.0010	0.0016	0.0323	0.0220	0.0058	0.0048	0.1015
14. White Marble - 1 oz Dial Shampoo (Bell Bottle)	\$0.2569	\$0.2569	12 per pk \$3.08	0.1892	0.0054	0.0020	0.0016	0.0323	0.0220	0.0189	0.0109	0.2470
15. White Marble - 1 oz Dial Conditioner (Bell Bottle)	\$0.2569	\$0.2569	12 per pk \$3.08	0.1892	0.0054	0.0020	0.0016	0.0323	0.0220	0.0189	0.0109	0.2470
16. White Marble - Shower Cap - Env. Box	\$0.1514	\$0.1514	12 per pk \$1.82	0.0930	0.0050	0.0020	0.0016	0.0323	0.0220	0.0093	0.0066	0.1456
17. White Marble - Shoe Mitt 100% Cotton	\$0.2288	\$0.2288	12 per pk \$2.75	0.1600	0.0050	0.0020	0.0016	0.0323	0.0220	0.0160	0.0096	0.2200

Note - increase in marble products