

# **NEWS in a NUTSHELL**

## **THE NEWSLETTER FOR THE EMPLOYEES OF MARYVILLE**



**Volume 39, Number 11 | Wheelers and Dealers Edition**

November 2019

## **GovDeals.com and Bill Walt, a Match Made in Heaven**

*Bill reveals the secrets to selling surplus equipment for top dollar and its not what you think!*

**Bill Walt, Parts Manager** in the Fleet Maintenance Department, is a detail oriented individual. In fact, he readily admits that he's "picky" or maybe even "fussy". So, when he started helping list surplus City property on GovDeals.com, it wasn't a problem that he takes pains to be specific. In fact, it has turned out to be a very good thing.

In 2007, David Morton, the manager of the Purchasing Department, and Sharon Moore, Captain in the Police Department were seeking a better way to dispose of seized and surplus City property. After looking at various options they decided to give GovDeals.com a try. GovDeals.com is an online auction site where the seller lists items for sale with photos, a short video and descriptions. Anyone with access to a computer can bid on the items, but in recent years the decision was made to limit sales to folks or organizations within the United States only. The City does not have to collect the money, or even ship the item after the sale. The site collects payment and the buyer is responsible for picking up their purchased item(s). At the end of the month GovDeals.com sends a check for the sales completed minus a small commission and the process is repeated over and over again.

While it sounds pretty simple, there are a few behind the scenes steps that must be taken long before anything is listed for sale, and it all starts with City Council. When new equipment is purchased, David Morton adds the replaced item

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to the City Council agenda for the next meeting so it can be approved for sale. After the new equipment arrives the next step is to deliver the old equipment to Fleet Maintenance where it is stripped of the City of Maryville logo and any other identifying stickers, and sent to be thoroughly cleaned, washed and waxed. After that, Bill Walt gets busy. Sometimes Bill spends up to three hours crafting the ad to be placed on the online auction site. A simple, "Used dump truck with 50,000 miles" description will not do. Bill lists all of the positives and negatives, down to the slight, barely noticeable impression that remains when the logo sticker is removed and the depth of the tread of each tire. He researches the records of service that Fleet Maintenance provided for the item over the years and lists that as well. He even talks to the employee who previously used the item to get any additional information he thinks might help. He takes several photos from all angles, and shoots a video to demonstrate what does and does not work properly. Because GovDeals.com only allows a 45 second video, Bill created a YouTube account and provides a link to a longer video if the potential buyers want to see it in action. Bill airs the item's dirty laundry and lists its shortcomings for all to see. He and David agree that this is the best way to treat potential buyers. They live by the golden rule, doing unto others as they would have someone do unto them. This honesty and policy of putting it all out there has earned the City a reputation of being trustworthy among buyers on GovDeals.com. Feedback from the public often appears in the

Ask a Question section of the listing on the auction site. David said, "Dozens of times we have had bidders say that they don't have a question, but just wanted to thank us for the in-depth detail and care that we've taken to list our items for sale." That's when you know you're doing something right, when someone you don't know and may never meet takes the time to send their thanks for what you're doing.

Bill has listed all kinds of things on GovDeals.com. Everything from lawn mowers to backhoes, loaders, dump trucks, pickup trucks, Police cars (restricted to sell to law enforcement divisions only), and scrap metal. The biggest sale to date was \$94,922.50 for a Vactor Truck (sewer cleaner). A new Vactor Truck costs almost \$400,000. The smallest sale was \$1 for a fax machine. Total sales since 2007 comes to \$3,668,373.00 (1,554 items) with \$2,200,000.00 of that coming from sales after Bill began listing ads in 2014. All of the funds collected go back into the budget of the department from where the equipment originally came from.

GovDeals.com

2006 Freightliner M2 dump truck w/plow, salt spreader & chloride tank/pump - govdeals.com

GovDeals.com

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October 11, 2019, 03:40 PM ET | PDT

## 2006 Freightliner M2 dump truck w/plow, salt spreader & chloride tank/pump



More media

Year	Make/Brand	Model	VIN/Serial	Hours	Title Restriction
2006	Freightliner	M2 Business Class	1HNVCYCYC9W81669	3,990	No Title Restriction

Condition	Category	Inventory ID
Used	Trucks - Heavy Duty / 1 ton and Over	#2632

To see a longer video of this truck showing the plow, bed, tarp and salt spreader operation copy and paste the following URL into your address bar:  
<https://www.youtube.com/watch?v=8MmLdJITTA>

You are bidding on a 2006 Freightliner M2 tandem axle dump truck that was purchased new on 02/01/06 with a Western '10' snowplow, a Sure Seal salt spreader and a chloride tank/pump system. This truck has a 6.7L Cummins ISB engine with 330HP and a 6 speed Allison transmission. The truck has a 10' dump body and a 10' dump deck that runs well. It also features an Aisin 300RDS automatic transmission, see #E10102019 for details. This truck has 3.90 actual hours and 41,213 actual miles on it and was used by our street division. The place is a Western 10' HW-20202, the spreader is a Diversen 15' series salt/spreader. The bed is a Jacyc 484A, the dump body is a Sure Seal 10' dump body. The truck has a 10' dump deck. The truck has a Western 10' snowplow. The truck has a Western 10' trailer truck air brake controller (no links to the rear of the truck), 30' prime hookle, 6 pin round trailer connector, block heater, air taggate lock, electric bed tap, A/C and heat.

EXTERIOR: The glass is all intact with no chips or cracks, door seals have been removed and slight intrusion remain. There is some surface rust on the hood and frame, but no rust holes appear to be present. The bed is in pretty good shape and it features a spreader style taggate. After each use spreading salt this truck and bed were thoroughly rinsed and cleaned with an anti-corrosion agent. The upper door inner glass is held in with duct tape and the door on top is damaged.

INTERIOR: The seats are worn and stained, the headrests are in good shape. The steering wheel and center console are broken off.

Mechanical: The engine runs great, lights on in the dash. The bed has decent tires and the air compressor works. The plow activation function takes a while to get going, but it does work. The electric tarps work, but the spring arm is bent and it needs a push to extend. The rear dump cylinder is broken off.

TIRES: The tire gauge reads as follows: FRONT: LR 16.00/21, RH 20.50/21 REAR: FR: TANDEM: LH 21.00/21, LH OUT 18.00/21, RH IN 18.00/21, RH OUT 20.50/21 REAR: RR: TANDEM: LH 10 IN 13.00/21, RH OUT 13.00/21, RH OUT 13.00/21

MAINTENANCE: This truck was regularly serviced by our Fleet Dept. and was last serviced on 05/01/19 at 3,942 miles (48 hrs ago). Other recent repairs include: 05/2019: The truck was regularly serviced by our Fleet Dept. and was last serviced on 05/01/19 at 3,942 miles (48 hrs ago). Other recent repairs include: 05/2019: 8.2361 hrs., repaired at tire, 10/01/19 at 5,267 miles, replaced salt/corrider hyd. motor, 12/2018 @ 6,483 miles, replace trailer motor.

### >Seller Information

Seller Name: Maryland City, City of, TN [view seller's other assets]

Asset Contact: Bill Wolf (Phone: 865-273-3398)

Asset Location: 332 Home Ave  
Maryville, Tennessee 37801-3971  
Mileage: 3,990

Ask a question

Bill's most recent listing on GovDeals.com. This Dump Truck brought \$44,100 at auction. It was expected it to sell for around \$30,000.

**Continued** - see Bill Walt page 3

# Applause Please



New Employee  
**Matthew Gagnon**  
MFD  
Firefighter/EMT



Promotion  
**Jordan Clark**  
Dev. Services  
Deputy Development Services  
Director



Promotion  
**Steve Davis**  
Electric  
Utility Meter  
Services Supervisor



Promotion  
**Brian Hutsell**  
W&S  
Utility Plant Mechanic I



Promotion  
**Sam Newport**  
Electric  
Service Technician



Promotion  
**Adam Parton**  
W&S  
Utility Plant Mechanic II



Promotion  
**Randy Teffeteller**  
Electric  
Lead Service Technician

## Crushin' Internet Fraud Attempts

IT tips to help us avoid being a victim

### Own IT.

- Limit personal information you share on social media and think carefully before accepting friend requests.
- Update privacy settings so your social networks are only accessible to people you know.
- Download apps from reputable sources, review user agreements and delete apps you don't use.

**CRUSHIN' IT**  
WITH TERRY



I.T. Tips to Help  
You Crush Cyber Attacks

### Secure IT.

- Create strong, unique passphrases.
- Use multifactor authentication like text and email notifications or biometric identification.
- Stop and think before clicking links or opening attachments in emails, instant messages and online posts.
- Shop safely online. Before entering personal information, be sure the company is reputable and encrypts your information. Be alert for auction scams and too-good-to-be-true offers.

### Protect IT.

- Update your devices with the latest security software, web browser and operating systems.
- Avoid using public computers and Wi-Fi networks for private or financial matters.

## Thank You Posted on FaceBook

Maryville City/Blount County.... whoever is behind it.... is KILLIN' IT with the roadwork around town! Every morning on my way to work I notice how quickly it's happening, and the lane improvements are great! Thanks for the hard work... in the field and in the planning! It is noticed and appreciated!

## Voice mail Thank You Message

A citizen called and left a voice mail message about how grateful she was that a sidewalk on Aluminum Ave. had been cleared of debris that had been falling from a tree and a nearby retaining wall. She was especially impressed that the day after she called to ask that it be cleaned up, it was already done. This quick work was completed by Thomas Vananda, Shane Myers, Kevin Whitehead and Kelly Hembree all in the EPW department.

## Thanksgiving Fun Fact

George Washington was the first to declare Thanksgiving a holiday, but it was on a year-to-year basis, so presidents had to re-declare it every year, according to The Washington Post. Thomas Jefferson was so adamantly against Thanksgiving that he refused to declare it a holiday during his presidency, and many say that he called the holiday "the most ridiculous idea ever conceived." Oh Thomas, say it isn't so!

# People are the Key

## 2020 Holidays FYI

**January 1** - New Years Day  
**January 20** - Martin Luther King Jr. Day  
**April 10** - Good Friday  
**May 25** - Memorial Day  
**July 4** - Independence Day (Closed on Friday, July 3)  
**September 7** - Labor Day  
**November 26 - 27** - Thanksgiving Holiday  
**December 24-25** - Christmas Holiday

## ACTION REQUIRED!

### *City Policy Acknowledgments*

City employees are required to acknowledge certain policies on an annual basis. You can do so by going to the employee page on the website ([maryvillegov.com/employees](http://maryvillegov.com/employees)). At the top of the page under the title, Important Message! Action Required, click on the Ethics Policy & Drug-free Workplace Policy Agreement tab. To acknowledge that these policies were provided to you, enter your name and department, click on Yes, I confirm, and then Submit. It's as easy as 1-2-3! The deadline to complete the review is November 15, 2019.

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## Business is Booming

### *Spotlight on Economic & Community Development with Angie Luckie*

Southern Grace Coffee Company (*formerly the Artistic Bean*) opened recently in their new location at 312 Tedford Street.

Just across Gary Hensley Drive from our building, it's most convenient! They are known for organic coffee, homemade tasty treats, and a unique retail experience. Their goal is to fill more than just your cup. Hours are Monday-Friday 6:30 a.m. - 7 p.m., Saturday 7-7, and Sunday 11-4. Southern Grace Coffee Co. took home the honors for Best Beverage in the 2018 Taste of Blount in the Coffee Shop category.



## Automated Meter Reading in Real Time Helps Lower Home Insurance Premiums

As utility meters throughout the city need to be replaced, the Electric Department has been installing new, fully automated meters that can provide an in-depth look at usage. Using the new Tantalus meters has directly contributed to the City's fire safety rating (ISO) being dropped from a 3 to a 2 after the water and fire departments demonstrated an ability to detect leaks using the system. The ability to capture this important data also contributed to home insurance premiums dropping for residences as a direct result of an improved ISO rating!

The Tantalus system is designed for utilities to quickly and cost-effectively migrate from a drive-by or walk-by meter reading system to a two-way real-time fully automated reading that remotely collects and processes electric and water. It also monitors load management, and power quality management.

### **Bill Walt - Continued from page 1**

When asked to recall his favorite story related to selling surplus goods, David described the sale of a 500,000 gallon water tower taken out of service in Blount County Industrial Park back in 2009. An estimate to tear it down and remove it came in at \$100,000. It was decided that trying to sell it on GovDeals.com was worth the effort, after all the tower boasted 318,000 lbs. of steel. Surely, someone out there would see the value in buying it. The winning bid came in at only \$414.00. It doesn't look like much of a sale, but when you consider the buyer had to tear it down themselves, this \$414 sale saved the City \$100,000 it would have spent to contract its removal plus a bonus of \$414. That's a good deal!

Bill's favorite story is the guy who bought a rear loading garbage truck. Before he bid on it, the buyer asked if the City had a loading dock. Bill confirmed that yes, we do have a loading dock as he wondered where this was headed. When the winning bidder came to pick up his "new" garbage truck he arrived in a compact car. Without hesitation he backed the garbage truck up to the loading dock, opened the back and drove his small car into the hopper, shimmied out of the drivers side window, closed the gate, and drove away like he had done this before. Bill has video of the car being "loaded" on the truck if you'd like to see it for yourself! And, yes, the buyer had done this before, several times in fact.

Other memorable sales include the Grounds department disposing of three trailers that were worn out. The combined sale price for all three trailers was enough to pay for 2 brand-spanking new trailers. Traffic lights are also popular for decorating man caves and garages throughout the U.S. Once when the Fire Department had some bunker gear to sell, a small Volunteer Fire Department called to ask a few questions. Soon after, it was decided that MFD would donate the gear free of charge for the greater good. And speaking of good, as residential water meters are replaced throughout the city, the old meters are collected in a big box that is then sold by weight for the brass and scrap metal and that keeps them out of the landfill. As old garbage cans are replaced, they are also sold to the highest bidder. To date 8,265 cans have been sold for anywhere between \$1 to \$4 each.

Bill and David agree that the success they've found selling surplus goods online is due to many factors. First on the long list is, the employees who drive and operate the equipment are careful and take good care of their vehicles and equipment. The Fleet Maintenance team also does a great job making sure everything gets into the shop for scheduled maintenance and while it's there, the guys are masters of diagnosing an issue and fixing it before it's a problem. The \$150 they invest in cleaning and detailing before the sale pays for itself many times over because the vehicle or equipment looks as good as new when it's finished. Bill's attention to detail and his efforts to go the extra 100 miles when he places the ad contribute a great deal. And finally, and maybe most importantly, the reputation Bill has earned for the City of being trustworthy and honest through his effort to capture a complete picture for the buyer is a huge piece of the puzzle.

Bill began helping manage the City's listings on GovDeals.com, back in 2014 when David and Scott Brown, Bill's supervisor, put their heads together and decided that Bill would be the perfect candidate to pitch in because of his easy access and first hand knowledge of the repair records in Fleet Maintenance, his access to the equipment itself, and the abundant amount of room to take photos and videos in the garage. Since then it has become obvious that David and Scott couldn't have been more correct about Bill. Perhaps they had a hunch that he would pour himself into this work on behalf of the City and he'd embrace the opportunity to make a big difference to the bottom line. Maybe they knew he was detail oriented and maybe even a little fussy, but those qualities are exactly why he's become such a successful marketer of the City's surplus. Sometimes a little match making is all it takes to make a perfect match.

# People are the Key

## November Birthdays

2	Chuck Rowan, Engineering
3	Jerry Hall, W&S
4	Brad Poplin, Electric
5	Tom Bible, W&S
6	Jana Brown, W&S
8	Josh Richards, MFD
9	John Roberson, EPW Kyle Reimer, MPD
10	Steve Davis, Electric
13	Leland Blackwood, Admin. Matthew Tipton, MPD
16	Ed Lindsey, Electric Derrick McMurray, MPD
18	Sarah Harris, MFD
19	Dave Boring, W&S
21	Brian Myers, Finance Jill Ridings, Finance
22	William Pedigo, EPW
24	John Wilson, Electric
25	Scott Brown, Electric Aaron Inman, EPW
27	Timothy Lane, EPW Rom Everett, MFD



## November Anniversaries

Terry Welshan, Engineering	38 years
Laurie Head, EPW	35 years
Gary Walker, Dev. Services	29 years
Gene Ferguson, W&S	26 years
Kelly Hembree, EPW	25 years
Randy Teffeteller, Electric	21 years
Steve Holte, Engineering	20 years
Debbie Yarnell, Dev. Services	19 years
Jeremiah Morton, EPW 1	5 years
Mike Hicks, MPD	14 years
Eric Bailey, EPW	13 years
Kim Walker, Finance	13 years
Ben Belitz, MPD	8 years
Daniel Rogers, MFD	5 years
Brandon Riggs, MFD	5 years
Leslie Crawford, HR	4 years
John Priest, MPD	3 years
Alex Steele, MFD	3 years

## National Night Out was a Hit!

October 18, 2019

A crowd was on hand to take part in MPD's annual celebration of all things public safety. National Night Out is an annual community-building campaign that promotes police-community partnerships and enhances the relationship between neighbors and law enforcement while bringing back a true sense of community. ([natw.org](http://natw.org))

MPD Officer Paige Craig planned the event that an estimated 1,000+ citizens came out to take part in. Lt. D.J. Porter hosted the event taking the fun to a whole new level with his on point dance moves and interactions with the crowd. There were all kinds of activities for the kids, including, K9 Officers, fire extinguisher, and jaws of life demonstrations. The Animal Control officers were present with adoption information, as well as the Blount County Mounted Patrol with their horses, and a display of the gear police officers use everyday. There was face painting, finger printing, cheerleaders, and free hot dogs, lots of games, a bounce house, and the Tony Crisp jail house photo booth. The weather was perfect for the evening and everyone had a great time while learning about law enforcement and fire fighters in our community. Looking forward to next year's event, Paige!



Above: Firefighter Charlie Martinez's son, Brody enjoyed the festivities. At left: Cpl. Steven Wickert, FTO Steven Dotson, FTO Travis Brown, and K9 Joe-Joe demonstrate for the large crowd how they take down criminals (Dotson played the part of the criminal in the demo).

## November is a Busy Month for Wellness

### Great American Smoke Out Nov. 21

More than 43 million people in the U.S. smoke cigarettes (about one in five adults). Are you one of them? If you're ready to quit, this is a good day for that first step. Learn more at [www.cancer.org/healthy](http://www.cancer.org/healthy)

### American Diabetes Month

More than 100 million U.S. adults have diabetes or prediabetes. Eating healthy, exercising more and losing weight can help lower risks. Learn more at [www.diabetes.org](http://www.diabetes.org)

### National Alzheimer's Awareness Month

Research shows that changes in our senses of sight and smell may offer insights into Alzheimer's disease. Researchers hope that tests for both can help doctors diagnose the disease earlier and more accurately. Learn more at [www.alz.org/alzheimers-dementia](http://www.alz.org/alzheimers-dementia)

### National Family Caregivers Month

Caregiving for an elderly parent or a loved one who has a chronic condition or special needs is stressful. It can also affect your own health. Remember to get the support you need. Learn more at [www.caregiveraction.org](http://www.caregiveraction.org)