Topics to cover

* What is Surplus?
* Data Destruction.
* Selling your Surplus.
* GovDeals.com Live Auction Bidding.
* Social Networking
* Reimbursements.
* Capital Asset Changes.
sur·plus/ˈsɜrpəls/

Noun:
An amount of something left over when requirements have been met; an excess of production or supply over demand.
* General Surplus items.

* Furniture
* Office Supplies
* Electronics
* Computers
* Laptops
* Exercise Equipment
* We take Everything, including the kitchen sink.

* EVERYTHING GOES TO SURPLUS
*Big or small, we take it all.*
**How do I get my surplus items to IU Surplus?**

*Bring Them*

*Moving and set-ups*

*Pick up Form*
IU Surplus Pick Up Form

Surplus Stores will pick up at no charge sellable surplus merchandise that an individual staff member can handle. Please contact the Physical Plant Moving and Set Up Department (855-8726) for items too large for a single individual to handle.

If any computers are included in this pickup order, please attach a signed copy of the "TRANSFER OF COMPUTING EQUIPMENT" form to the computers.

If you have any questions or comments, please contact us by telephone at 855-2475, by fax at 855-9810, or by email at surplus@indiana.edu.

*Required Fields

*Department: 

*Building: 

*Room Number: 

*Contact: 

*Phone: 

*Fax: 

*Account Number: 

*Email: 

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* While we offer free pick up service, We only have one man and one small truck. If your pick up is more than one man can handle we prefer you call Moving and set-ups.
*Data Destruction Now Available*
**DATA DESTRUCTION**
Now available for ALL campuses at Indiana University!!
We now have the onsite capabilities to destroy standard desktop computer hard drives, laptop hard drives, CD's and DVD's, cell phones and other data storage devices.

**The price for this service is as follows:**
Hard Drives $3.25 each
All other items will be charged at $3.00 per pound / $1.00 minimum.

**Instructions:**
Box your items and provide an IU account number for billing. You are welcome to drop off the items or have Surplus Stores pick them up at no charge.
*Selling Your Surplus
*Showroom or GovDeals.com
Since October 2011

*1030 lots Sold on Live Auction

*$265,723.00 in Live Auction sales
Childcare closed @ Kokomo campus June 1, 2012

Sold $9,589.88

*Off Campus Sales
High Voltage Cables  

Buyers from Alabama

*GovDeals offers a larger Customer base.
Intramural Field Lights

Sold while they were still in the ground.
$33,500.00

*Transported by private company to Lawrenceville, GA

*IU Surplus had no physical labor or expense in the removal of these light poles.
Music & Theatre Departments
Indiana University Southeast

Baldwin model SD, concert grand piano
No Sale!

*Possibly another attempt in near future!
Candide Opera set

Did not Sell on GovDeals.com

* Pieced it out on showroom floor.
http://www.facebook.com/IU.Surplus

2330 Fans

@IUSurplus

*Social Networking*
*Daily Specials.*
*Refurbish / Re-homing Stories.*
*Inventory Pictures.*
*Yard Sale Announcements.*
*Re-use tips and Stories.*
*What's new on GovDeals.com*
*Last Chance offers.*
*Breaking News on inventory arriving*

Joined Facebook January 2012.
Average 76.6 new Fans per week.
Marble Windowsill
$25 per slab

Local Refurbishing with Marble

*Marble from soon to be torn down Campus building = $25.00
*Reused in a local home = Priceless
Before

After

*Refurbished IU Surplus Chairs*
*Refurbished IU File Cabinet
Before

* IU Employee Judy Blanton’s Project.
*15 year old Martha with her new locker for shoe collection.
What's in it for my department?
No Touch Sales: ($200.00 Minimum)

Standard Percentage splits.

(80%-20% split if auction ends under $4999.99)
(90%-10% split if auction ends between $5000.00-$9999.99)
(95%-5% split if auction ends over $10,000.00)

Example of an item that sold for under $4999.99.
The contributing department would get a 80% reimbursement on the sale, provide photographs and detailed description of the piece, communicate with bidders and answer pre-bid questions, work with winning bidder on pick-up of the piece and contact any known potential buyers and direct them to the auction. IU Surplus would provide the auction listing, monitor all bidder questions, market the item nationally thru GovDeals.com live auction site, provide seller/buyer documentation.
I enjoyed visiting the Surplus Center yesterday. Your help with these sales is terrific!

Best Regards,

John D. Walsh
Senior Lecturer & Production Facilities Manager
Department of Telecommunications
*Please
Transfer in FIS same day it leaves your department.
* If a department transfers a capital asset to Surplus that still has a book value, and the item sells for less than that value, the loss will be charged back to the owner/department.

* New This Fiscal year!
Thank You For Your Time.