

# Reuse of Surplus Assets ...



A Doable, Workable,  
Comprehensive,  
Genuine  
Triple Bottom Line  
Solution

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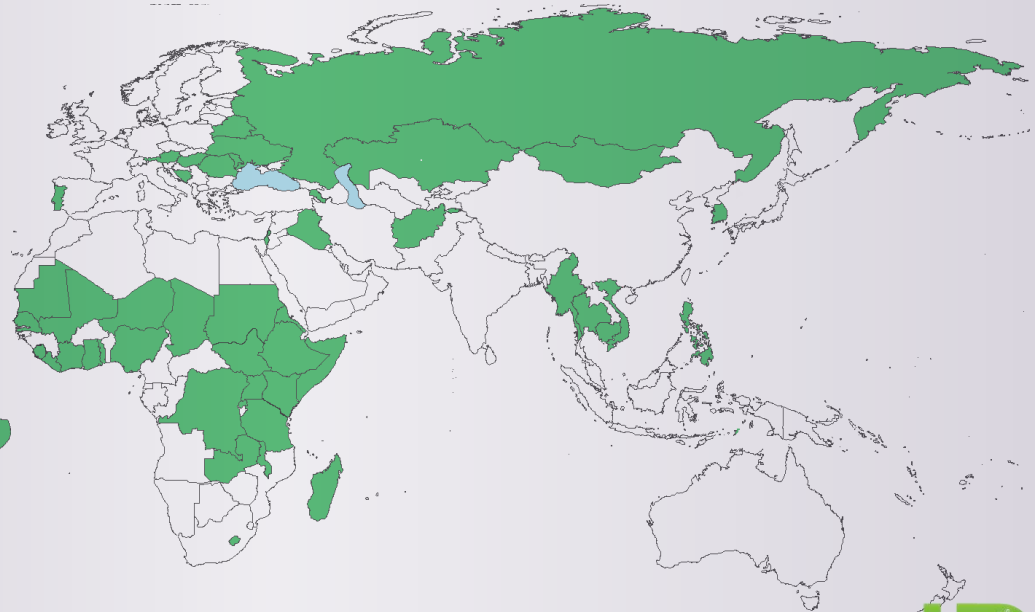
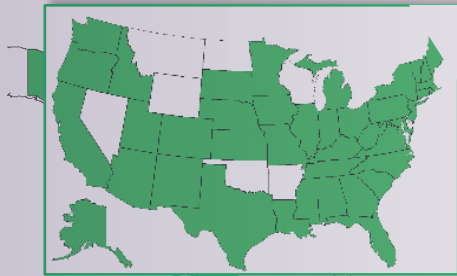
# IRN – The Reuse Network

We've been doing reuse of surplus assets for 15 years

We network with U.S. & international charities

We manage reuse on a large scale (10 million lbs in 2017, >75 million lbs since 2002)

Our niche: Large projects, lots of surplus, professional management



## IRN NERC State Reuse through 2017-06

State	Reused (Lbs)	State	Reused (Lbs)
CT	1,680,127	NJ	2,805,082
DE	94,644	NY	2,985,224
MA	22,916,885	PA	1,593,755
MD	293,843	RI	755,010
ME	388,021	VT	1,277,133
NH	1,381,147	<b>Total</b>	<b>36,170,871</b>
Casella – SNHU		105,583	
Pepsico		18,204	
Oregon		117,067	
Colorado		1,645,881	

# Surplus Furnishings Are An Issue

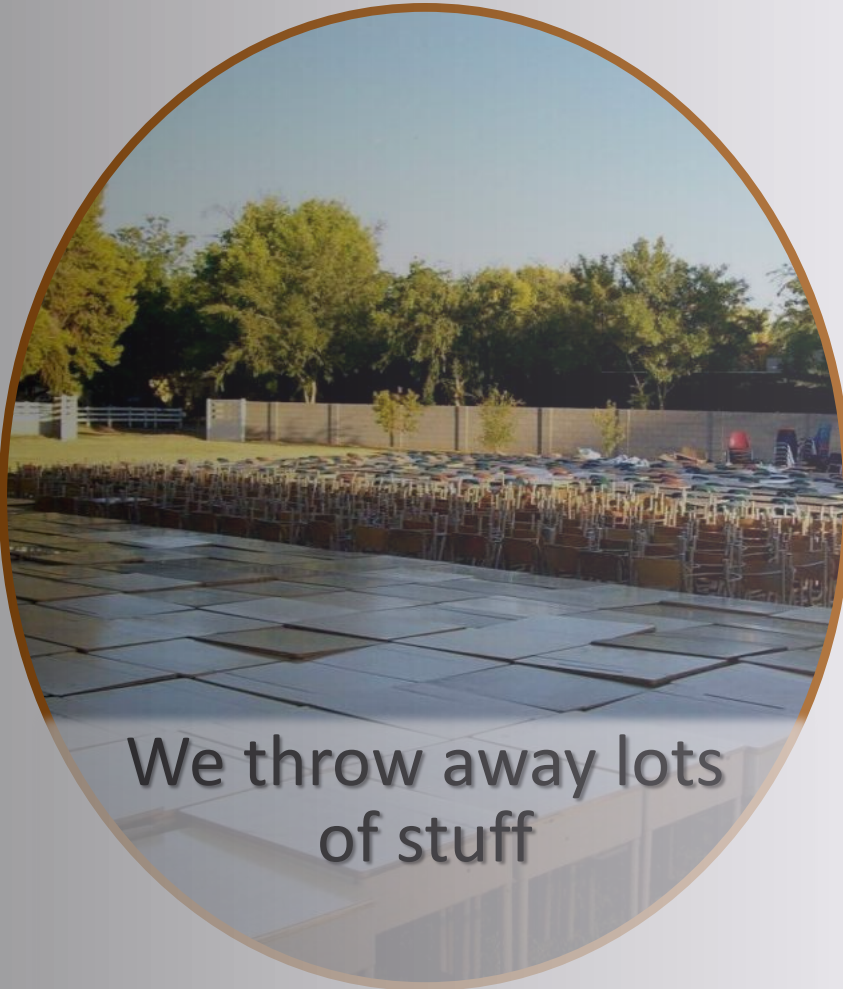
Replacements, Renovation,  
Demolition, Day-to-day  
attrition

One of the least reused-  
recycled materials in the U.S.

10 Billion pounds landfilled  
in 2009 (but who really  
knows)



# Surplus Should Not Go To Landfill



We throw away lots  
of stuff



People in the U.S. and  
worldwide need  
lots of stuff

# Surplus Need Not Go to Landfill

It's not furniture on Tuesday and trash on Wednesday.

Almost all can be reused.

If it can't be reused, it can be recycled.

Our experience: >99%

## How Do You Make The Match?



# Surplus Property Options

1. *Internal reuse*
2. *Resale*
3. *Local donation*
4. *National & international nonprofits (what I do)*

***These are NOT mutually exclusive. The most successful organizations use combinations.***

# Surplus Property Options

Genus	Species
Internal Reuse	Internal Craig's List
	Warehouse
Resale	Warehouse
	Physical Auction
	Electronic Auction
Local Donation	Matchmaking
	Open House
National/ International Relief	Managed Internally
	Managed Externally



# 1. Internal Reuse

## a) Internal Craig's List

Items posted to organization-wide network  
Typically no cost to recipient

## b) Warehouse

Warehouse with or without electronic posting of  
new acquisitions  
If stuff doesn't get picked up, it goes away

## 2. Resale

### a) Warehouse

Open to public. Regular hours.

### b) Physical Auction

Assemble into lots or sell (big items) individually.  
Advertise. Manage.

### c) Electronic Auction

Create or purchase software or service. Sell individually or by lots. Post and manage auctions.  
Manage pickup or shipment.

### 3. Local Donation

Depending on location, there may be dozens or hundreds of potential outlets for surplus

#### a) Matchmaking

Direct contact: Phone calls, wish lists

Broad-scale marketing: Email and/or website

Many will offer to pick up from your location

#### b) Come 'n' get it: Periodic open house

## 4. National, International Relief

U.S. & international demand for usable surplus is essentially infinite.

### a) Managed Internally

You need to find them. You need to manage the project for them (removal, loading, paperwork).

### b) Managed by Others (like IRN)

One-stop solution. Costs money.

I totally apologize for the next  
slide . . .



Genus	Species	Space	Staff Time	Staff Expertise	Revenue	Quantities	Advantages	Disadvantages
Internal Reuse	Internal Craig's List	++	++	+++	-	SM	Saves \$\$; Keeps surplus local	Management; Incomplete
	Warehouse	+++	+++	+	-	SM	Saves \$\$; Keeps surplus local	Space; Incomplete
Resale	Warehouse	+++	+++	+	\$ - \$\$\$	SM	Revenue; Keeps surplus local	Space; Incomplete
	Physical Auction	+++	+++	++	\$ - \$\$\$	SM	Revenue; Pretty complete	Space; Management
	Electronic Auction	+++	+++	++	\$ - \$\$\$	SML	Revenue; Pretty complete	Space; Management
Local Donation	Matchmaking	+	+++	++	-	SM	Keeps surplus local; CR	Management; Incomplete
	Open House	+++	+++	+	-	SM	Keeps surplus local; CR	Management; Incomplete
National/ International Relief	Managed Internally	-	+++	+++	-	ML	Low \$\$ outlay; CR	Learning Curve; Management
	Managed Externally	-	+	+	(\$\$)	ML	Simple; Comprehensive	Cost; Not for small quantities

# Examples

## **Internal Craig's List with Warehouse - Bowdoin**

<https://www.bowdoin.edu/facilities/on-line-warehouse/furniture.shtml>

## **Staffed and Scheduled Warehouse - UNC**

<https://finance.unc.edu/departments/strategic-sourcing-payment/procurement/asset-management/surplus/>

## **Multiple – Craig's List, Warehouse, Auction – ASU, CSU**

<https://cfo.asu.edu/surplus>

<http://cr.colostate.edu/surplus-property.html>

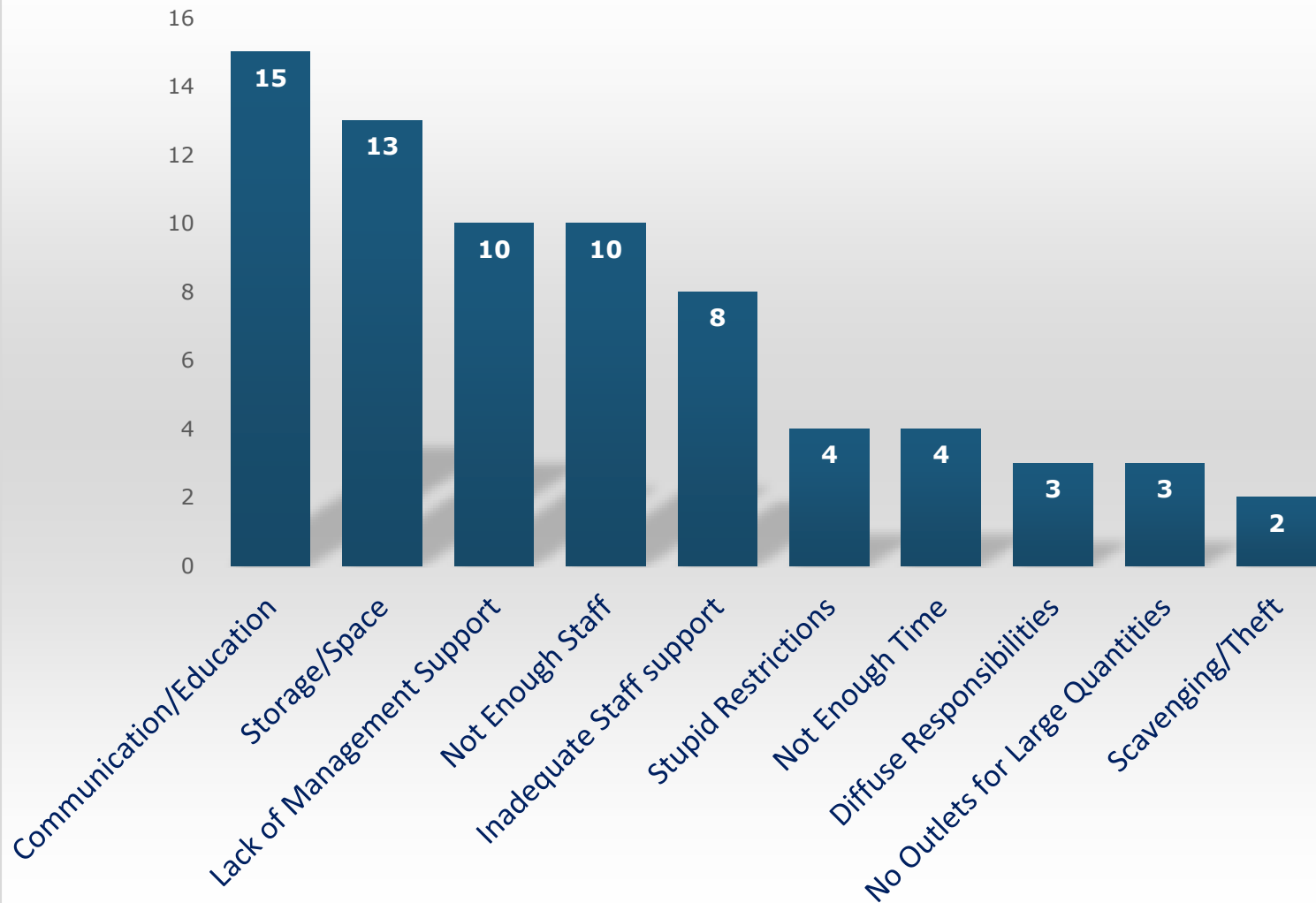
## **Local Donation - Harvard**

<http://www.energyandfacilities.harvard.edu/facilities-services/recycling-waste-management/surplus-distribution>

## **National & International Relief - IRN**

[www.irnsurplus.com](http://www.irnsurplus.com)

# Why Isn't Surplus a Zero-Waste Material?





# CONCLUSION

There are many ways to ...

- ... Run a rapid
- ... Amuse a cat
- ... Peel a tomato
- ... Slice an anchovy
- ... Scratch an itchy place on your back

**Many paths to successful surplus  
asset reuse**

(but all take work and perseverance)

*Thank You for  
Having Me*

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**Resources:**

[www.irnsurplus.com/wp](http://www.irnsurplus.com/wp)



*A picture with a story*