Established on February 11, 1839, The University has expanded to four campuses with the main campus residing in Columbia, MO. With a mere population of (est.) 128,555 in 2022, Columbia is known for being a college town, small, but fun and just 2 hours away from either Kansas City or St. Louis.

Downtown Columbia, known as “The District,” is 50 square blocks, 600 plus businesses, and home to over 5000 residents. Booming is an understatement.

With some of the best eateries, local brews, and nightlife, The District is the place to go to have fun and to let yourself unwind.

Registration for the 2025 USPA Conference is now open on our website!
Happy Retirement Mark Ludwig!
By Lance Newsome

In life you meet a lot of people, some have a major impact on you and your career, some people stay with you forever and some you forget before you eat your next meal. Mark Ludwig is an individual that will make that major impact on your life.

When I first met Mark, I did not exactly give him the respect and attention that he deserved and admittedly I forgot who he was before breakfast the next day. Since that encounter Mark has helped teach and guide me as much as anyone in USPA. From working together to plan out the conference that we were scheduled to host, to navigating the waters in 2020, to helping North Carolina State University run a successful online conference. Since I have met Mark, anytime I have reached out to him he has taken the time to respond or answer the call almost immediately. Mark is the final founding father of USPA, his impact, legacy, and ideology will not be forgotten or lost.

Happy Retirement Mark!!!

Mark Ludwig!
By Glenn Feagley

Some things in life are for sure bittersweet. A huge part of the USPA organization has just retired and is hopefully living life to its fullest. Mark Ludwig was our last active member who was one of the founding fathers of this group. Mark was a huge part of keeping the USPA moving forward and helping us continue to grow over the years. He served as our president for many years and was a mentor, leader, colleague and most importantly a great friend to many of us. Mark also was a gracious host to our group when we visited Iowa State University and we all benefited by seeing his surplus operation and how it was run.

Mark also served as chairman of the board and made sure things were continuing to move forward in a positive manner. I personally cannot thank him enough for making me feel like I was part of the group at my very first conference at Oregon State University many years ago. I would like to wish Mark my absolute best and congratulate him on his retirement. Thank you for all you have done for the USPA, and we will miss you tremendously. Take care my friend.

Business Partner Profile: GovDeals
By Haile Creel & Mike Papale

GovDeals is your trusted partner in surplus! Join our network of over 700 university sellers – many whom are already USPA members – to leverage a surplus partnership that is both compliant and profitable. Our platform allows government and educational agencies to independently list and sell surplus assets at lower fees than traditional auctions. Last year, universities earned $24 million through our platform, enhancing educational programs. Whether you have surplus vehicles, IT equipment, real estate, furniture, sporting goods, or other assets, GovDeals connects you with millions of buyers.

Streamline your surplus management and maximize your returns today!

GovDeals has been an amazing partner for the USPA. If you are not familiar with their services, please check them out and see how they can help you sell your surplus and increase your returns. Reach out to a USPA member to see how they utilize online auctions.
Hello USPA! If you have never been to a USPA conference or I have not had the chance to meet you let me, take a chance to introduce myself. My name is Lance Newsome and I have been the President of USPA since 2022. I work at North Carolina State University (NCSU) as the Materials Support and Central Receiving Warehouse Lead. We have a team of 10 made up of 6 full time employees, 3 temp employees and 1 student worker.

My first conference was 2017 at the University of Pittsburgh, I was less than thrilled to go as I thought I was going to have to hang out with my boss and his friends. Turns out I learned more there about how to do my job than I could have imagined. I was able to share with other colleges and universities and help them with techniques and tips that we were using in our warehouse to succeed. I left that conference excited to go to the next one and learn and engage more.

NCSU was scheduled to host the conference in 2020 and we all know how 2020 went. Once we were all able to meet again NCSU hosted in 2022 and I learned a whole new skill, conference planning. Since then, I have been the President and have been focusing on making the conference and the USPA an exciting and inviting event for new attendees and returning attendees. We are planning the 2025 conference as we speak, and we are already looking forward to the 25th anniversary conference in 2026.

We are thrilled to introduce this newsletter to you! We will present to you success stories, conference updates, shoutouts, and all the reminders you need to know. This newsletter is just another tool for you use to help you grow your surplus program. Please be on the lookout for this in the coming months.

Please send in your success stories! We want to hear and share throughout the year of any challenges you have overcome. We want to hear about record sales and/or large sales you have achieved. Share with us any tips you have for online auctions or public sales. Feel free to share any social media tips and tricks.

Thank you all for your support, your involvement, and your participation in USPA. As always please reach out using the listserv to ask questions to all our members. I look forward to seeing you all soon!

By Lance Newsome
The USPA would like to thank Oregon State University, especially Rae DeLay and Kaylee Smith and their surplus team for hosting the conference this past March. All their hard work showed, as it was an informative and fun conference that covered a variety of topics. Oregon State University is a beautiful campus with a successful surplus operation. Being able to see firsthand how they operate, is the kind of insight that the USPA Conference provides to surplus managers. Seeing how our peers operate allows us to go home and implement the changes we observed to evolve and grow our school’s operation. Thank you, OSU, and Go Beavs!