

AGENDA

University Surplus Property Association
19th Annual Conference

April 8-12 , 2018



Sunday, April 8: Purdue Memorial Union

- 2:00 PM Officer's Meeting. Room 256
4:00 PM Registration Opens. Outside room 118
4:00 - 6:00 PM Meet and Greet. Room 118. Hors d'oeuvres and cash bar.

Monday, April 9: Purdue Memorial Union. Unless noted, east and west Faculty Lounge.

- 7:30 - 9:00 AM Registration and Breakfast Buffet Provided.
Vendor set up. Tippecanoe Room
9:00 - 9:30 Welcome and opening remarks.
9:30 - 10:15 Vendor Profiles
10:15 - 10:30 Introduction of New Members
10:30 - 11:00 Break and Group Picture. Snacks Provided
11:00 - 11:30 Modern Marketing Trends - Lauren Galietti with AssetWorks
11:30 - 12:00 Comparison of two Surplus Operations. Denise Flack, Colorado
12:00 - 1:00 Lunch Provided.
1:00 - 1:30 Effective Use of Auctions. Annette Bottorf, Penn State.
1:30 - 2:00 Member Highlight: North Carolina State. Glenn Feagley, Penn State.
2:00 - 3:00 Identifying Hazardous Materials. Eric Johnson, Purdue University.
3:00 - 3:30 Break. Snacks Provided
3:30 - 4:00 Advantages of Inventory Tracking. Teig Farrell, University of Cincinnati
4:00 - 4:30 Disposal Process and Procedures. Alex Perez, Stanford University.
5:00 - 6:00 Networking. 1986 Tap Room. Purdue Memorial Union.
Sponsored by AssetWorks.
6:00 PM Dinner on your own. See enclosed map for suggestions.

Tuesday, April 10: Tour and Field Trip

7:30 - 8:30	Breakfast Buffet Provided. East and west Faculty Lounge.
8:30 - 9:30 AM	Load Buses for Surplus Tour.
8:45- 9:30	Surplus Tour
9:30 - 9:45	Load Buses for Ride to NCAA Hall of Champions.
9:45 - 11:00	Ride to Indianapolis
11:00 - 12:30	Lunch at the NCAA Hall of Champions Provided
12:30 - 1:00	Load Buses. Travel to Indianapolis Motor Speedway
1:00 - 3:30	Tour Indianapolis Motor Speedway
3:30 - 4:45	Load Buses. Travel to West Lafayette
5:00 - 7:00	

Wednesday, April 11: Purdue Memorial Union. Unless noted, east and west Faculty Lounge.

7:30 - 9:00	Breakfast Buffet Provided.
9:00 - 9 :30	Data Security.
9:30 -10:00	First Year at Temple University. Jonathan Latko, Temple.
10:00 - 10:30	Break. Snacks Provided
10:30 - 11:00	Getting Merchandise While it Still Has a Value.
11:00 - 11:30	Bed Bug Education. Texas Boles, Superior Pest Management.
11:30 - 12:00	Special Sales, On Site and Off Site Sales. Rea DeLay, Oregon State.
12:00 - 1:00	Lunch. Provided
1:00 - 1:30	Business Meeting
1:30 - 2:00	30 years of Working in Surplus. Clifton Grindstaff, University of Utah.
2:00 - 2:30	Get to Know Your Peer. Round Table Discussion on Outside activities
2:30 - 3:00	Distribution of Swag.
3:00 - 3:30	Break. Snacks Provided.
3:30 - 4:00	Upcycling.
4:00 - 4:30	Effectively Using Social Media.
4:15 - 7:30	Dinner on your own. See enclosed map for suggestions.
7:30 - 9:00	Night of Relaxation. Rack and Roll Room PMU.