

**The Gateway Cities
Metro Service Council
Metro's Surplus Sales Process
March 14, 2013**

Los Angeles County Metropolitan Transportation Authority

IN THE INVESTMENT
RECOVERY LINE OF
BUSINESS, THE
CUSTOMER IS KING



Metro

Los Angeles County Metropolitan Transportation Authority

- **Metro's Vision** – Safe, clean, reliable, on-time courteous service dedicated to providing Los Angeles County with a world class transportation system
- **Metro's Mission Statement** – Metro is responsible for the continuous improvement of an efficient and effective transportation system for Los Angeles
- **Metro's Values** – those activities that are most important to the organization
- **Safety 1st** - For our customers, employees, and business partners.
- **Employees** - Our most valuable resources and are to be treated with mutual respect and provided opportunities for professional development.
- **Fiscal Responsibility** - Individually and as a team we are accountable for safeguarding and wisely spending taxpayer dollars entrusted to Metro.
- **Integrity** – We rely on the professional ethics and honesty of every employee.
- **Innovation** – We encourage creativity, innovative values, and new ideas
- **Customer Satisfaction** - We strive to exceed the expectation of our customers.
- **Teamwork** - We actively seek to blend our individual talents in order to be the best in the nation.



Los Angeles County Metropolitan Transportation Authority

- The Los Angeles County Metropolitan Transportation Authority (Metro) is one of the largest transit agencies in the United States
- Our authority to dispose of surplus assets is set forth in Metro's Procurement Policies and Procedures Manual that has been approved by the Board of Directors.
- Our Investment Recovery mission is to:
 - Reuse
 - Recondition
 - Return
 - Resell
 - Reclaim
 - Recycle
 - Remove

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- Our strategic objective is to reduce costs through reducing waste, changing processes, increasing efficiency and maximizing revenues
- Our Investment Recovery (IR) Unit consists of one Investment Recovery Officer
- This IR Unit has generated more than \$6.5M in revenue dollars in the last 3 years (\$22M since 1984).
- The General sequence of Investment Recovery is to:
 - Identify the surplus assets
 - Perform an evaluation/valuation of the surplus assets
 - Dispose/redeploy the surplus using the most cost effective and effective methodology

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- The typical categories of products sold and recycled are as follows:
 - Buses, trucks, cars, and vans
 - Surplus/Obsolete Bus and Rail Parts
 - Unclaimed items from the Lost and Found Department
 - Equipment and fixtures acquired by the Real Estate Department
 - Pollution credits
 - Recycled products: scrap metal, used oil, e-waste, pallets, window guards, drums, etc.

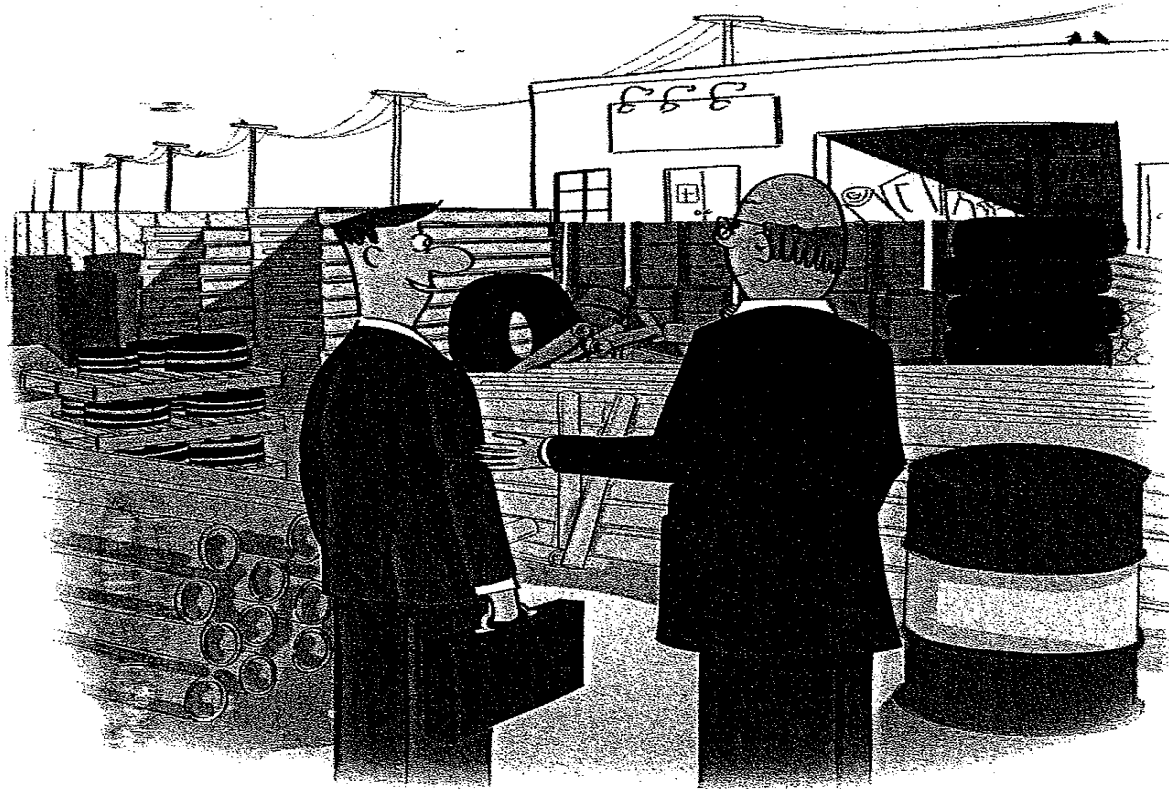
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- Sustainability:
 - Tracking and reporting disposal of recycled products for the Headquarters building contributed to award of LEEDs (Leadership in Energy and Environmental Design) gold cert.
- Marketing:
 - Metro markets surplus items internally for redeployment within Metro to different departments as a part of cost avoidance
 - Metro markets externally through it's website, news publication, e-mail blasts to industry, flyers, social media and contact marketing
- Sales Process:
 - Informal Bids
 - Formal Sealed Bids
 - On Site/Offsite Public Auctions
 - e-auctions



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“I’ll put my money on Tej Kharbanda to figure out how to get rid of all this stuff!?”



Metro