



MGT-18

County surplus store

Shoppers at the Loudon County, Virginia (170,000), surplus store can purchase a wide range of items. The store stocks typical office items, such as computers, desks, and chairs, as well as unclaimed items confiscated by the sheriff's department, including bicycles, luggage, and Christmas ornaments. Prices typically range from \$15 to \$40 for computer monitors, \$10 to \$40 for desks, and \$15 to \$90 for bicycles. In its first year of operation, the store made about \$30,000, six times more than the county's annual auction used to generate. The store is open two days a month, from 11 a.m. to 3 p.m., and has proved very popular with shoppers who sometimes line up a half hour before the store opens to see what deals are available.

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