



# CONFERENCE & TRADE SHOW

TEMPE ARIZONA • SEPT. 22-25

*Marriott Phoenix Resort  
Tempe at The Buttes*



Dedicated to those who buy, sell  
and manage surplus assets



## ATTENDEE GUIDE





## CONFERENCE & TRADE SHOW

**JOIN US SEPTEMBER 22-25  
IN TEMPE ARIZONA**

Investment Recovery (IR) is on a fast track to the future. And that future has already arrived. What was once the monetization of idle assets has expanded into sustainability strategy, fast-changing regulatory compliance and the circular economy.

But who has the knowledge and know-how to bring all these factors together for bottom line results? You – that's who. And where can you get the one-of-a-kind education that can keep you and your organization ahead of the curve? The 2024 Investment Recovery Association Conference and Trade Show is where game-changing knowledge, networking, and market-ready solutions shake hands with your future.

**Register today at:**  
[www.invrecovery.org/2024-show](http://www.invrecovery.org/2024-show)





**7:00 – 8:00 AM**

## **Breakfast and Networking**

All registered attendees, including exhibitors are invited to share a wonderful breakfast to connect with each other for great conversations.



**8:00 – 9:15 AM**

## **The Good, The Bad, and The Ugly**

**Anirban Basu, Chairman & CEO of Sage Policy Group, Inc.**

Has the Federal Reserve successfully engineered a soft landing? Or, is the confluence of geopolitical conflict, a presidential election, rising consumer debt levels and still high interest rates conspiring to produce economic downturn in 2024? This presentation will supply in-depth analysis of major factors shaping economic outcomes, including interest rates, global conflict, wage dynamics, business confidence, and demographics... including a forecast and potential risks.

**9:30-10:30 AM**

## **Best Practice: Tips and Tricks for Marketing Equipment Online and SEO**

**Tommy Scanlan, Surplus Record**

Step inside the Surplus Record and learn from their experience the tips and tricks to get your equipment noticed on the web and social platforms. Tommy will provide an overview on how to define your category pages while showing you practical strategies for your listing pages.

He will also share how you can boost your equipment inventory by utilizing blog posts, backlinks and making sure your site is mobile friendly.

But once completed, can you make sense of the analytics, or numbers you are provided? Tommy will show you the key information you should be concerned about.

**10:30-11:00 AM**

## **Exploring Waste Streams, What IR Needs to Know**

**Fred Hays from Clean Harbors**

Clean Harbors, a 6 billion dollar company, will share insights on the 'cradle to grave' concept, identification, and management of hazardous waste: where and how to containerize and its transportation and disposal processes. They will also address existing and proposed industry regulations and their relevance to investment recovery professionals, focusing on landfill diversion and sustainability.

**11:00 – 2:00 PM**

## **EXHIBIT SET UP**

**11:00 – 11:45 AM**

## **Annual Meeting**

Hear a state of the association report from the board and committee chairs. In addition, there will be an election of new directors and a chance to welcome our newest Certified Manager of Investment Recovery (CMIR) individuals.

**11:45 AM – 1:30 PM**

## **Lunch and Networking**

Everyone attending the conference attends lunch to network and share tips and ideas they picked up from the morning sessions!



## MONDAY : Cont'd

1:30-3:00 PM

### Investment Recovery: An Essential Link to Your Company's Goals

**Dave Williams**, *Director, Supply Chain Management, Georgia Transmission*

**Sean Byro**, *CMIR, Global Supply Chain, Senior Contracts Administrator, Freeport McMoRan*

**Anne Bailey**, *President, A-Line EDS*

Join us for an engaging fireside chat where three executives share invaluable insights into the transformative power of Investment Recovery within their organizations. Discover firsthand how this work aligns with company goals and objectives, with benefits beyond the bottom line. Don't miss this opportunity to uncover the impact of Investment Recovery and elevate your role.

3:00 – 5:30 PM

### Trade Show and Networking

The trade show opens with 40 exhibits and 8 tabletops with market-ready products and services that will immediately help the IR professional get the most from their assets.

6:00-9:30 PM

### Birdie, Bogey, and Buffet!

Join us for a dinner buffet at Topgolf with beer, wine, soft drinks and so much more! Topgolf is a premier entertainment venue with a high-tech driving range. We have 16 bays so everyone will have a chance to play. A golf pro will also be available for one hour for expert coaching.

Buses will take us beginning at 6 pm to Top Golf. (About a 30 minute drive) The first bus will return to the hotel at 8:30 and the final bus will leave at 9:30 pm.

## TUESDAY : 9/24

7:00 – 8:00 AM

### Breakfast and Networking

All registered attendees, including exhibitors are invited to share a wonderful breakfast to connect with each other for great conversations.

8:00 – 9:30 AM

### Embrace It: Generative AI and Your Future.

*Transform Your Business, Your Communications, Your Job, and Your Life*



**Sam Richter CSP, CPAE**,  
*Founder and CEO of SBR Worldwide/Know More*

Artificial intelligence (AI) and machine learning are nothing new. However, with the introduction of Generative AI programs like ChatGPT, Claude, Llama, and other large language models, everyone now has equal access to the knowledge and advanced technology that will transform business, communications, jobs, and everyday lives. In this dynamic presentation, you will discover... in an easy-to-understand way, what are AI, Generative AI, ChatGPT, and other language model technologies, how they work, and how embracing them can give you a competitive edge.





Attendees will receive access to Sam's custom AI and Generative AI/ChatGPT resources customized to the audience. – Regardless of your technical background, this motivating, humorous and high-learning program will leave you excited about your new AI-powered future.

Sam has been a keynote speaker around the world. He was inducted into the prestigious Professional Speaker Hall of Fame for his highly valued presentations.

Sam received his B.A. from the University of Minnesota School of Journalism and Mass Communication and was twice named Scholastic All-American. He also received certificate degrees in Executive Leadership from the University of St. Thomas and in Corporate Boards of Director Ethical Leadership from Saint Mary's University.

**9:45 – 10:30 AM**

### **Solar Equipment IR and Recycling Trends**

**Michael Cazares**, *Energy Solutions-Solar*  
**Garrett Powell**, *Solar Panel Recycling*  
**Brett Henderson**, *Solar Panel Recycling*

Get up to date information on the current solar equipment resale market and learn about best practices and evolving regulations in solar panel recycling, decommissioning and re-use.

**10:30 - 11:00 AM**

### **Exhibitor Roundtable—Rapid Fire!**

Back by popular demand! Hear from several exhibitors in their areas of expertise as they share tips and proven tactics in selecting and working with a vendor.

**11:00 – 1:00 PM**

### **Trade Show, Lunch and Networking**

Last chance to gather information and have a conversation with the vendors and enjoy a good lunch!

**1:00 – 1:30 PM**

### **2024 Benchmark Results**

The latest Benchmark Survey was released in May 2024 to collect 2023 data. The preliminary results are in, how do you compare? At the conference, you will be the first to hear some of the key metrics of where we have been and where we are going.

**1:35 - 2:30 PM**

### **DEMO Panel: Learn from demolition contractors**

The panel will discuss the 4 D's: Demolition, Dismantlement, Decommissioning, and Disposal. These steps are critical to understanding their impact on equipment investment recovery and how to potentially recover the most value for your materials and equipment safely and sustainably.

**2:45 – 3:30 PM**

### **Buzz Session**

What's the latest buzz and what is keeping you up late! Everyone should join this session. It was one of the most active, liveliest sessions at last year's conference. Bring your thoughts, concerns and your solutions to this member-led session.

**3:30 – 4:30 PM**

### **Evening Reception**

Enjoy the beautiful setting with some beverages and light snacks. Continue networking and discussing the previous days' educational sessions.





**7:45 - 8:30 AM**

## **Breakfast and Networking**

We welcome the Sustainable Supply Chain Alliance (SSCA) to join us this morning to share information on Investment Recovery and sustainability. Be sure you make plans to stay over to network at breakfast and throughout the morning.

**8:30 - 8:35 AM**

## **Welcome!**

**Dave Williams**, *President Investment Recovery Association*

**Chris Peterson**, *Executive Director SSCA*

**8:35 - 9:30 AM**

## **Panel Discussion: Circularity in Supply Chains**

**Nathan Johnson and Kevin Duley**  
*Global Institute of Sustainability and Innovation, Arizona State University*

**Sam Cutruzzola**, *Senior Purchasing Manager Construction & Major Projects, Salt River Project*

Nathan Johnson will lead a panel discussion that explores critical topics such as the current challenges and best practices in achieving supply chain circularity, the implications of policy and Extended Producer Responsibility (EPR), and the transformative role of technology, sensors, and artificial intelligence in sustainability. Following the insightful discussions, the event will open up for a Q&A session.

**9:35 - 10:15 AM**

## **Sustainable Return on Investment, a Path to Net Zero**

**Megan Behm**, *CMIR, IR Manager, National Grid*

At National Grid, their Investment Recovery program supports field operations to achieve corporate sustainability goals

to reach Net Zero. Through contract management and on-site processing, IR leads efforts within their US business to re-use, recycle, resell, and responsibly dispose of a variety of surplus materials including conductor and scrap metals, used electrical equipment, tools, plastic and electronic waste. The IR business is at the forefront of innovation to take our recovery efforts to the next level, scouring the market to find new recycling outlets for items that would previously have been thrown away.

**10:15 - 11:00 AM**

## **Circularity and Collaboration with the IRA and SSCA**

In this joint session, the IRA and the SSCA will discuss leading circular practices and how the two organizations can collaborate to implement and accelerate them. We have the key stakeholders who will be called upon to drive circularity, including suppliers, procurement, investment recovery specialists, and recycling/recovery partners who implement circular models. We look forward to collaborating across this group to identify, prioritize, and critically act upon the changes we all aspire to.

## **11:00 AM — Concludes the Investment Recovery Association Conference**

---

## **Sustainable Supply Chain Alliance**

*SSCA is an organization of utilities and suppliers working together to advance sustainable practices in utility supply chain and its supplier networks. They will be hosting their annual conference beginning at 12:30 pm. To learn more, visit [www.thessca.org/2024-ssca-conference](http://www.thessca.org/2024-ssca-conference).*

*A separate registration fee is required to participate beyond 11:00 am — some sessions are member-only. Once you review their website, if you have additional questions, email [ssca@thessca.org](mailto:ssca@thessca.org).*

## REGISTER

### REGISTER TODAY!

[invrecovery.org/2024-show](http://invrecovery.org/2024-show)

### QUESTIONS?

Please call 816.561.5323, ext. 140

or email:

Jane Male, Executive Director,

[admin@invrecovery.org](mailto:admin@invrecovery.org)

*\*Topics and speakers are subject to change.*

*Please check [www.invrecovery.org](http://www.invrecovery.org) for the*

*latest schedule.*



## CONFERENCE & TRADE SHOW

## BOOK YOUR ROOM



## Marriott Phoenix Resort Tempe at The Buttes

*2000 W Westcourt Way Tempe, Arizona*

Secure your hotel room at our special group rate before our contracted block expires. Marriott Phoenix Resort Tempe at The Buttes welcomes you with style, substance, and award-winning service. Just three miles from Phoenix Sky Harbor International Airport, it offers expansive venues, some with exceptional views. Stylishly appointed rooms feature workspaces, USB outlets, complimentary Wi-Fi, and marble bathrooms.

Elsewhere, break a sweat in the fitness center or enjoy a swim in one of our outdoor pools. Feast on seasonal favorites while gazing out over Tempe at the Top of the Rock Restaurant or dine poolside.

To receive our special rate, visit [www.invrecovery.org/2024-show](http://www.invrecovery.org/2024-show).

# THANK YOU

## TO OUR SPONSORS!

Your generous support helps make  
the 2024 Investment Recovery Association  
Conference & Trade Show awesome!

### PLATINUM



A-Line is the nation's premier  
provider of on-site transformer  
decommissioning.



**MADDOX**  
INDUSTRIAL TRANSFORMER

Focused on the transformer needs  
of commercial and industrial clients.



**SUNBELT SOLOMON**  
UNPARALLELED POWER SOLUTIONS

A leading provider of customized electrical  
power solutions and services.



**UTILITY POLE  
SOLUTIONS**

We buy surplus Steel poles  
and anchor bolts.

### SILVER



A leading provider of disposal and  
recycling services to the electrical  
industry for over 30 years.



JJ Kane Auctions conducts online,  
public, absolute vehicle and equip-  
ment auctions across the U.S.



Designs & supports scrap recovery  
equipment for nonferrous metals,  
including chopping systems,  
shredders & granulators.



We buy, sell, rent, and repair  
distribution and power class  
transformers.





# SCHEDULE AT A GLANCE\*

## SATURDAY, 9/21

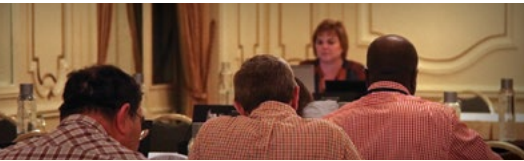
8:00 - 3:00 pm BOARD MEETING

3:30 - 5:00 pm **CMIR STUDY GROUP**

*A Q&A session to help individuals prepare for the Sunday morning exam.*

## SUNDAY, 9/22

8:00 - 11:00 am BOARD MEETING



9:00 - 11:30 am

**EXAM**



For more information about CMIR visit:  
[invrecovery.org/knowledge-center/cmire](http://invrecovery.org/knowledge-center/cmire)

12:00 - 4:00 pm REGISTRATION OPENS

1:00 - 3:00 pm COMMITTEE MEETINGS

3:00 - 4:00 pm BOARD MEETING  
W/COMMITTEE CHAIRS

EVENING OPEN

## MONDAY, 9/23

6:30 am - 2:30 pm REGISTRATION

7:00 - 8:00 am BREAKFAST & NETWORKING

8:00 - 9:15 am THE GOOD, THE BAD & THE  
UGLY: STATE OF THE ECONOMY

9:15 - 9:30 am BREAK

9:30 - 10:30 am BEST PRACTICE: TIPS & TRICKS  
FOR MARKETING EQUIPMENT  
ONLINE & SEO

10:30 - 11:00 am EXPLORING WASTE STREAMS,  
WHAT IR NEEDS TO KNOW

11:00 - 11:45 am ANNUAL MEETING

11:45 - 1:30 pm LUNCH/NETWORKING

1:30 - 3:00 pm INVESTMENT RECOVERY—  
AN ESSENTIAL LINK TO YOUR  
COMPANY'S GOALS

3:00 - 5:30 pm **TRADE SHOW & NETWORKING**

6:00 - 9:30 pm OPENING RECEPTION:  
BIRDIE, BOGEY, & BUFFET!  
*Buses leave to Top Golf*



Scan the code to register, or visit,  
[invrecovery.org/2024-show](http://www.invrecovery.org/2024-show)

Member: \$850

Non-member: \$1,100

Companion Pass: \$375

## TUESDAY, 9/24

**7:00 – 8:00 am** BREAKFAST & NETWORKING

**8:00 – 9:30 am** EMBRACE IT: GENERATIVE AI & YOUR FUTURE

**9:30 – 9:45 am** BREAK

**9:45 – 10:30 am** SOLAR EQUIPMENT IR & RECYCLING TRENDS

**10:30 – 11:00 am** EXHIBITOR ROUNDTABLE: RAPID FIRE!

**11:00 – 1:00 pm** TRADE SHOW/LUNCH

**1:00 – 1:30 pm** 2024 BENCHMARK SURVEY RESULTS

**1:35 – 2:30 pm** DEMO PANEL: LEARN FROM DEMOLITION CONTRACTORS

**2:30 - 2:45 pm** BREAK

**2:45 - 3:30 pm** BUZZ SESSION

**3:30 - 4:30 pm** EVENING RECEPTION  
 Beverages, Snacks,  
 & Networking

## WEDNESDAY, 9/25

**7:45 - 8:30 am** BREAKFAST & NETWORKING

**8:30 - 8:35 am** WELCOME!

**8:35 - 9:30 am** CIRCULARITY IN SUPPLY CHAINS

**9:35 - 10:15 am** SUSTAINABLE RETURN ON INVESTMENT, A PATH TO NET ZERO

**10:15 - 11:00 am** CIRCULARITY & COLLABORATION WITH THE IRA & SSCA

**11:00 am** DEPARTURE



## CONFERENCE & TRADE SHOW

**REGISTER TODAY!**

[www.invrecovery.org/2024-show](http://www.invrecovery.org/2024-show)

*\*Topics and speakers are subject to change. Please check [www.invrecovery.org](http://www.invrecovery.org) for the latest schedule*



INVESTMENT RECOVERY ASSOCIATION  
P.O. Box 419264  
Kansas City, MO 64141-6264



**CONFERENCE & TRADE SHOW**

**Scan the code to register, or visit,  
[invrecovery.org/2024-show](http://invrecovery.org/2024-show)**

