

Wellsville Chamber of Commerce
Chamber Spotlight
Everything Surplus
By: Lorrie Glass Coffman

The next spotlight for the Wellsville Chamber of Commerce is on Everything Surplus owned by Casey and Anthony Newcome at 402 Pendleton Ave. Casey and Anthony had family and friends in the surplus retail business, and they decided to give it a try during COVID in 2020. Both Casey and Anthony had lost hours at work during the pandemic, so they started Everything Surplus in their home. They quickly determined they needed more space and learned of a building in Wellsville and live closeby. The rest is history.

A surplus retail business is one that buys merchandise that large box retailers can't afford to put them in storage. The large retailers sell to retail wholesalers who in turn sell to surplus retailers such as Everything Surplus. Their source of inventory is from general overstock, seasonal items, shelf pulls, Amazon returns, recovered packages lost in the mail, and product with damaged packaging. All these items are brand new and sell at 50-75% less than retail prices!

What sets Everything Surplus apart from other surplus retailers is that they stock new items daily, take customer requests for items, test all electronic products before placing out on shelves for sale, and always have a friendly attitude toward their customers. Surprisingly, their rug selection is huge and is their top selling item. Their greatest business challenge to date has been establishing a loyal clientele and keeping their doors open during COVID. Their biggest challenge has been the rising cost of their wholesale items due to inflation. A pallet or container full of product is currently selling at 3-4 times more than when they began the business.

A typical day for Casey and Anthony is to test products, stock the shelves, serve customers, marketing on Facebook, taking U-haul orders, re-merchandising and moving product within the store and creating displays (Casey's favorite thing to do). So please "Like" Everything Surplus on Facebook and share posts to create awareness. Come in and see them and spread the word. They wish they had a space downtown, so they could be involved in all the downtown events. But they aren't far away, so drop by and see what they're all about!

Casey and Anthony value the small town atmosphere and customer support the most about Wellsville. When asked about their goals over the next few years, they said

they'd like to increase sales by double, which would allow them to hire more staff and extend their hours. Everything Surplus is current open as follows:

- Monday: 10AM-3PM
- Tuesday: 10AM-5PM
- Wednesday: 10AM-5PM
- Thursday: 12PM-4PM
- Friday: 10AM-5PM
- Saturday: 10AM-4PM
- Sunday – CLOSED

You can contact Everything Surplus by telephone at 785-521-4087 or by email at Everything.Surplus402@gmail.com or on Facebook @EverythingSurplus. They'd love for you to drop by and see if they can help you find what you need at a fraction of the cost to drive to a Walmart or Target right her in Wellsville, Kansas!



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