



PRESENTED BY:

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BUSINESS FOR SALE School Products & Equipment Co.



**Sales, Installation & Servicing of Large Equipment for
Schools, Hospitals, Daycares, Community Centers,
Public & Private Buildings**

Price: Call For Price

Features: Highly customized products

Exclusive dealer for a number of
equipment manufacturers

Winner of factory award for
per capita sales

Commitment to quality



REAL ESTATE SERVICES

701-223-2450 office
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3712 Lockport Street, Suite C
Bismarck, North Dakota

Information Sheet

The sale of the Business is preferred to be structured as a sale of assets.

Founded in 1981, the Business sells, installs, and services large equipment needed in schools, hospitals, daycares, community centers, and other public and private buildings. Its longstanding presence in its area and its commitment to customer service gives the Business its competitive edge. It is also the exclusive dealer within its area for a number of equipment manufacturers and has won several factory awards, including the award for per capita sales. The Business is selective about the products it sells and installs high-quality, durable goods. Most products are made in the United States.

Business products include:

School, Classroom and Gym Equipment:

- Student desks, chairs, tables, auditorium and lecture room seating, score boards, white boards and projection screens.
- Corridor and athletic lockers and replacement parts.
- Gymnasium folding walls and gym divider curtains, folding bleachers, basketball backstops, volleyball equipment, stage curtains, lunchroom tables and Table Toters (for one-person handling of 6 foot and 8 foot folding tables).
- Old bleacher and seating repair and renovation. Wood plank bleachers can be re-covered with vinyl or aluminum rather than purchasing new. New aluminum bleachers are also available.

Hospital Equipment:

- Cafeteria tables and chairs, folding walls and employee wardrobe lockers.

Daycare:

- Outdoor playground and backyard equipment, including cushioned-ground base materials.



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Community Centers

- Projection screens, portable stages, bleachers, score boards, basketball backstops, gym dividers, folding tables, folding and stacking chairs, Table Toters, chair caddies and auditorium seating.

Public and Private Buildings (hotels and conference centers)

- Meeting tables and chairs, folding walls, and Table Toters,

Customers are primarily architects and general contractors who are involved in remodeling and new-building projects. A significant amount of its business comes from word of mouth, but the Business also seeks new customers through reporting services weekly lists which show projects in their planning stages and their financing and bid date deadlines.

The Business, located in a high traffic area, operates under lease in a 4,900 SF building consisting of 3 offices, a showroom, restrooms and general storage.

Hours of operation are Monday through Friday, 8 a.m. to 5 p.m.

In addition to the Owner, the Business has two full-time employees consisting of a project manager who performs the majority of the bidding and a business manager who performs bookkeeping and payroll. Two equipment installers and their crews work with the Business as independent contractors. Installers are factory-trained with years of experience. Employee training includes education about products and procedures on the job and continued education at factory schools.

After sale, the Owner is willing to stay on with the Business for a negotiable period of time for site visits and introductions to school personnel, key contractors and architectural firms.



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Key success factors of the Business include:

- Commitment to quality resulting in lower maintenance costs and more satisfied customers
- Highly customized products shipped directly to job sites minimizing shipping and inventory costs
- Little to no local competitors
- Installations and referrals throughout its area, together with exceptional customer service, enabling Business growth and building great rapport with clientele

For more information on this business opportunity you may request the Confidential Business Review for complete details, call Steve Ilse.



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