

## COMMERICAL LAWN FERTILIZER COMPANY

### Highlights:

- Turnkey operation with full training provided.
- 95% commercial clients who provide repeat business year after year.
- Specialty fertilizer mix made for Saskatchewan lawns.
- Large, returning customer base.
- Potential for diversification for year-round services.
- Comes with surplus equipment which can be used for expansion.
- In business since 2007.

### Total Investment: Under \$190,000

This business was started in 2007 and has a portfolio of commercial clients that it services year after year in Saskatoon and the surrounding area. The business currently operates two fully equipped trucks with motorized ride-on fertilizer spreaders/sprayers that cover large commercial lawns quickly and efficiently.

The business owns four motorized ride-on spreader/sprayers but only requires two to generate the current level of revenues. A new owner has the potential to outfit a third truck to operate a third spreader/sprayer, then use the fourth for backup in case of a breakdown. A third truck could expand the company's clientele in the commercial sector or focus on the residential market which is virtually untapped by the current owners.

The company's competitive advantage consists of a unique fertilizer mix developed by a professor at the College of Agriculture, U of S. The fertilizer is designed for the climate and soil conditions in Saskatchewan and produces amazing results.

Sales have consistently been around \$120,000. The company had a record year in 2022, with sales of almost \$150,000 using two trucks. Expanding the business by making use of one of the two additional sprayers and purchasing a truck could significantly increase annual revenues. Expanding into snow removal services would provide year-around work for the business.

The company only requires the owner and one additional employee to operate the second truck and sprayer. Included in the sale are the vehicles, four motorized sprayers, and two tonnes of fertilizer so that the new owner has everything required to start operations.

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