



Buyer Representation Is Not A Waste

BSS Waste, based in Carroll, Ohio, wanted to include recycling in their everyday process by opening their own material recovery facility. This facility would allow BSS to divert hundreds of tons of debris from landfills.

In searching for a waste sorting site, BSS contacted *Matthew Osowski* of NAI Ohio Equities. *Matthew* began contacting existing property owners holding salvage licenses with a proposal to sell. With no proposals accepted, he located an alternative manufacturing site at 715 Marion Road at which the owners could apply for a new salvage license. Negotiations started in 4/2009; a salvage license was obtained through Plank & Brahn within the 180-day contingency period. The 22,000 SF building on 7.03 acres closed 8/28/2009 for \$395,000. NAI Ohio Equities also represented the seller through the team of *Dan Sheeran* and *Mike Semon*.

BSS again approached *Matthew* in 9/2009 to find a suitable land location to construct new buildings for their corporate headquarters and maintenance shop. In narrowing the search, *Matthew* contacted city/township officials to ensure the necessary roads weights for the BSS vehicles would be met. Negotiations on 6.02 acres along Rubel Park Ave in Lancaster, Ohio started on 10/2009. After a 120-day contingency period, the land closed 2/14/2010 for \$255,892 (\$42,500 per acre). BSS is expected to start construction spring 2010.

With the rapid pace of BSS growth, they needed two properties that fit not only their needs, but also the needs of their clients. By utilizing NAI Ohio Equities, BSS had a company and an agent that provided a high level of attention for their specialized needs.



Matthew Osowski



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