



SURPLUS ELECTRONICS STORES

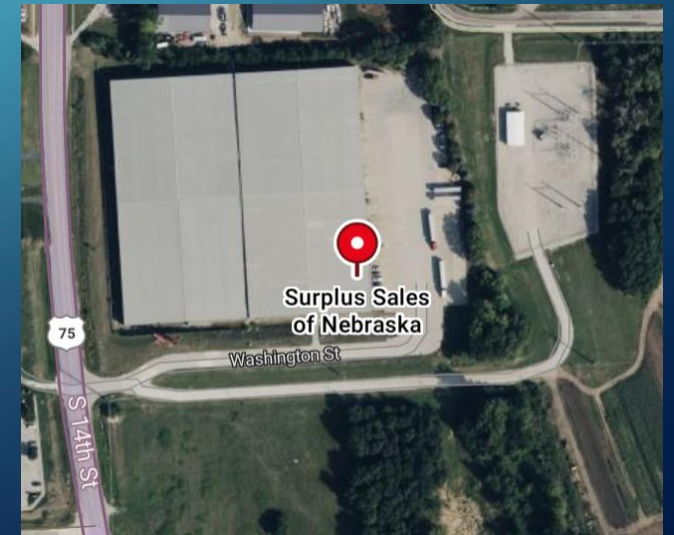
A VISIT AND INTERVIEW WITH THE FOUNDER AND PRESIDENT OF SURPLUS SALES
OF NEBRASKA – IN CALHOUN, NE – (CLOSE TO OMAHA, NE)

KEVIN PARMENTER – KG5Q

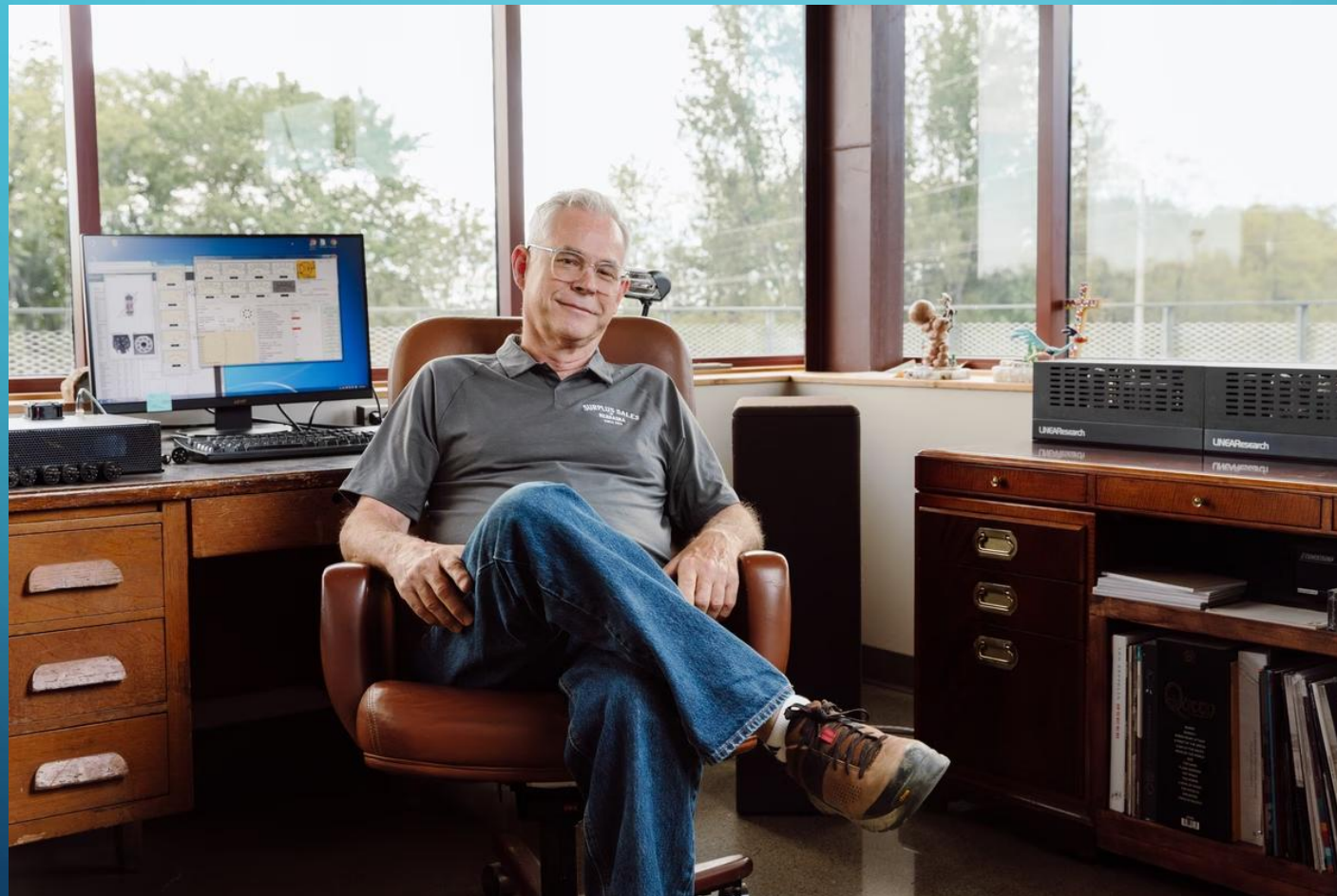
[HTTPS://WWW.SURPLUSSALES.COM/](https://www.surplussales.com/)

CONTACT INFORMATION AND LOCATION - MOST BUSINESS IS ONLINE –COULD PICK UP

- CUSTOMERSERVICE@SURPLUSSALES.COM
- [\(402\) 346-4750](tel:4023464750)
- [601 SOUTH 14TH ST. SUITE 100](#)
[FORT CALHOUN, NE 68023](#)



BOB GRINNELL - WD0FDE OWNER / FOUNDER



WHAT IS IT LIKE TO VISIT A SURPLUS ELECTRONICS WAREHOUSE?



WHY SURPLUS SALES?

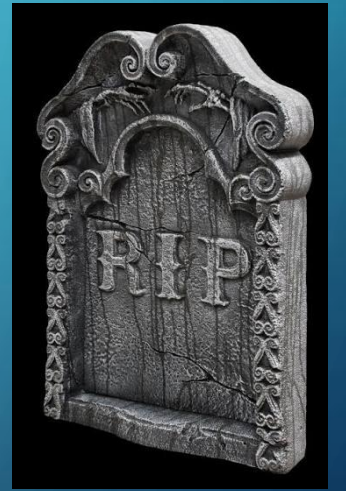
- They have a 6 million cubic foot facility to be able to sort and store the inventory they have acquired in the last 51 years in order to make it available the website and eBay store. Hams, hobbyists, builders and makers keep us busy with our bread and butter orders in between the large industrial orders.
- acquired about 20 businesses over the years
- They don't seek inventory, it finds them
- Like the high tech equivalent of storage wars

MY OWN STORY ON SURPLUS –LED LIGHTING POWER



SURPLUS SALES OF NEBRASKA- OTHERS HAVE FALLEN & GONE –SURPLUS SALES OF NEBRASKA HAVE BEEN INVOLVED IN ABSORBING THEIR INVENTORY

- Fair Electronics sales Fair Radio, which had only 5% usable material
- FISTELL'S ELECTRONICS
- Surplus Sales of Nebraska Acquires Commercial Radio's Extensive Vintage Broadcast Parts Inventory
- Gateway Electronics
- All Electronics
- Dennis Brothers - Western Nebraska Electronics
- Bage Industries'
- Bayes Industries
- Halted Electronics
- Compass Technical in Paterson, New Jersey - logistical challenges of sorting through vast amounts of surplus, such as 30-40 semi-loads from Paterson, NJ post 911
- And others



INTERESTING TRANSACTIONS

- Norden bomb sights and the Smithsonian's acquiring one for their museum
- They do a significant business with movie studios buying equipment and materials for movie production to be historically accurate.
- Big customers are national labs – Ames lab, Oak Ridge, Lawrence Livermore, Los Alamos, Argonne. Brookhaven etc.. – lots of high power high voltage and physics type projects
- Lots of word of mouth repeat orders

WHO IS STILL AROUND – BUT CHANGED
AX MAN IN MN – NOT ALL OF THESE ARE MAINLY
ELECTRONICS ANYMORE



POTENTIALLY OTHERS BUT THE LIST IS SHRINKING

[resources:surplus \[MightyOhm Wiki\]](#) Here is a comprehensive list however – some are out of business and the list is not kept as up to date as you might wish

- <https://elliotelectronicsurplus.com/products/> -Tucson
- Electronic Goldmine – website?
- [Skycraft Surplus](#) – Florida
- [Electronic Parts Outlet](#) – Houston TX
- [APEX I Home](#) – Southern, CA
- [Amplified Parts](#) – antique electronic supply – merged, Tempe
- [Surplus Electronics Sales, Great Prices on Surplus Electronics and more!](#) – Ohio
- [Welcome](#) – Midwest surplus sales -Ohio
- [Electronic Surplus - Electrical, Electronics & Electromechanical Supplies](#) – Ohio

CURRENT SOURCES FOR MOSTLY NEW PARTS

AUTHORIZED SOURCES FOR LOW VOLUMES

- Jameco Electronics [Electronic Components Distributor - Jameco Electronics](#)
- Digikey [DigiKey | Electronic Parts and Components – Fast Shipping, Global Support](#)
- Mouser [Electronic Components Distributor - Mouser Electronics](#)
- Newark [Newark Electronics - Electronic Components Distributor](#)
- RS (Allied Electronics) [RS – Industrial Solutions & Electronic Components](#)
- Circuit specialists moved –no longer in AZ –exists but somewhere else
- [Wired Communications | Discount connectors, adapters and cables for computers, home theater, network, and ham radio.](#) – Wired communications Scottsdale



4 LOCATIONS OVER
THE YEARS NOW 2M
SQ FT 6M CU FT UNDER
ONE ROOF

KEEP CURRENT CUSTOMERS
SATISFIED AND ADD
INVENTORY - WE ADD
BETWEEN 50 AND 200
ITEMS A DAY





DIFFICULT TO TAKE IT ALL IN – THERE IS SO MUCH

Bought a hoarder's estate, including brand-new Commodore 64 computers and Ny Viking tuners and keyers!

Almost Bought High Gain antennas and MFJ and would have had to set up manufacturing.



UNIQUE THINGS NOT AVAILABLE ANYWHERE ELSE – LOTS OF MIL SURPLUS

Lots of high power high voltage
Apparatus found nowhere else

Had a guy buy a broadcast
transmitter just for the case – owned
a bar in FL



THE SCALE IS HARD TO
TAKE IN – LIKE VISITING
AN AIRCRAFT CARRIER

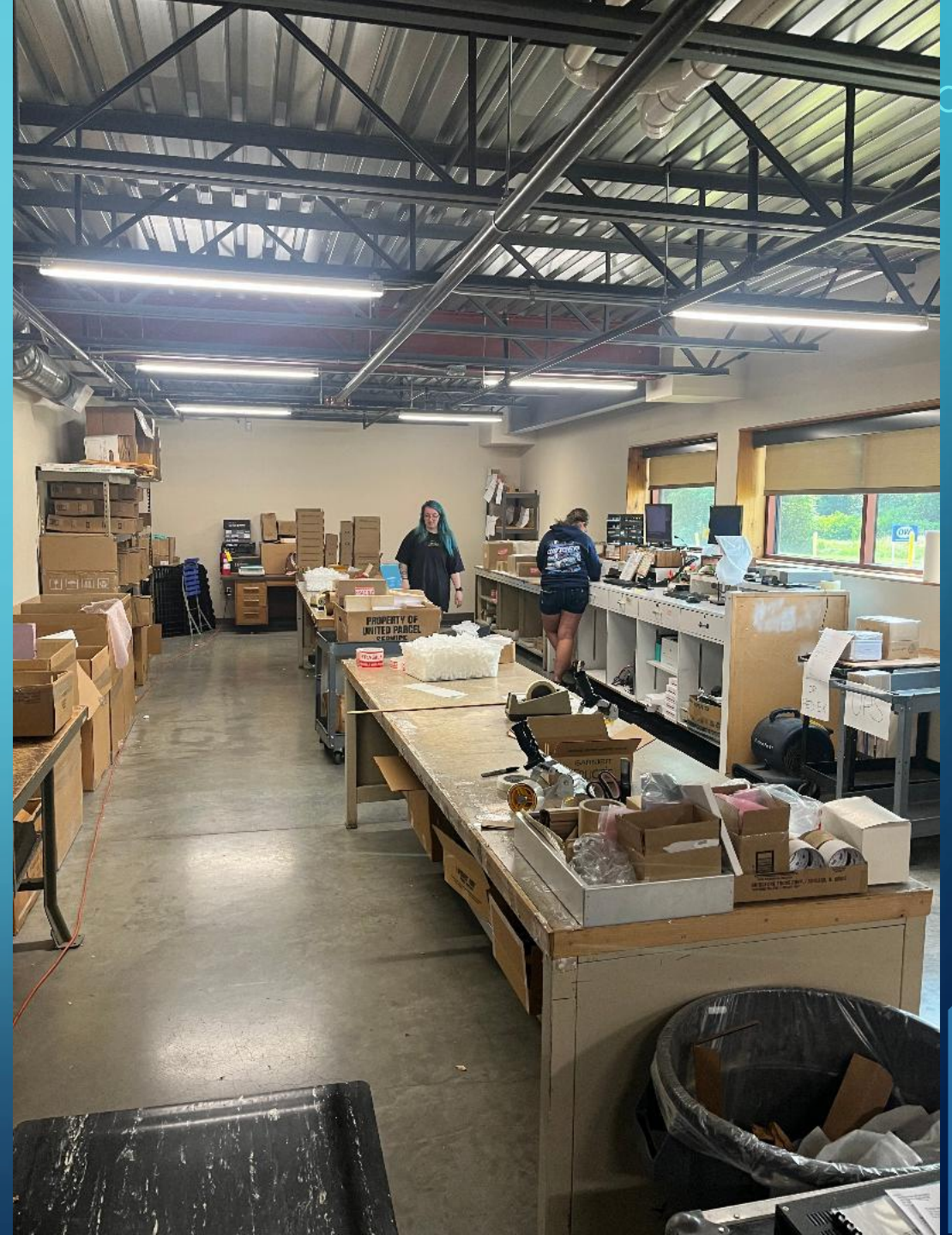


COLLINS TECHS BENCH
CEDAR RAPIDS
ALL COLLINS GEAR FROM
START TO FINISH

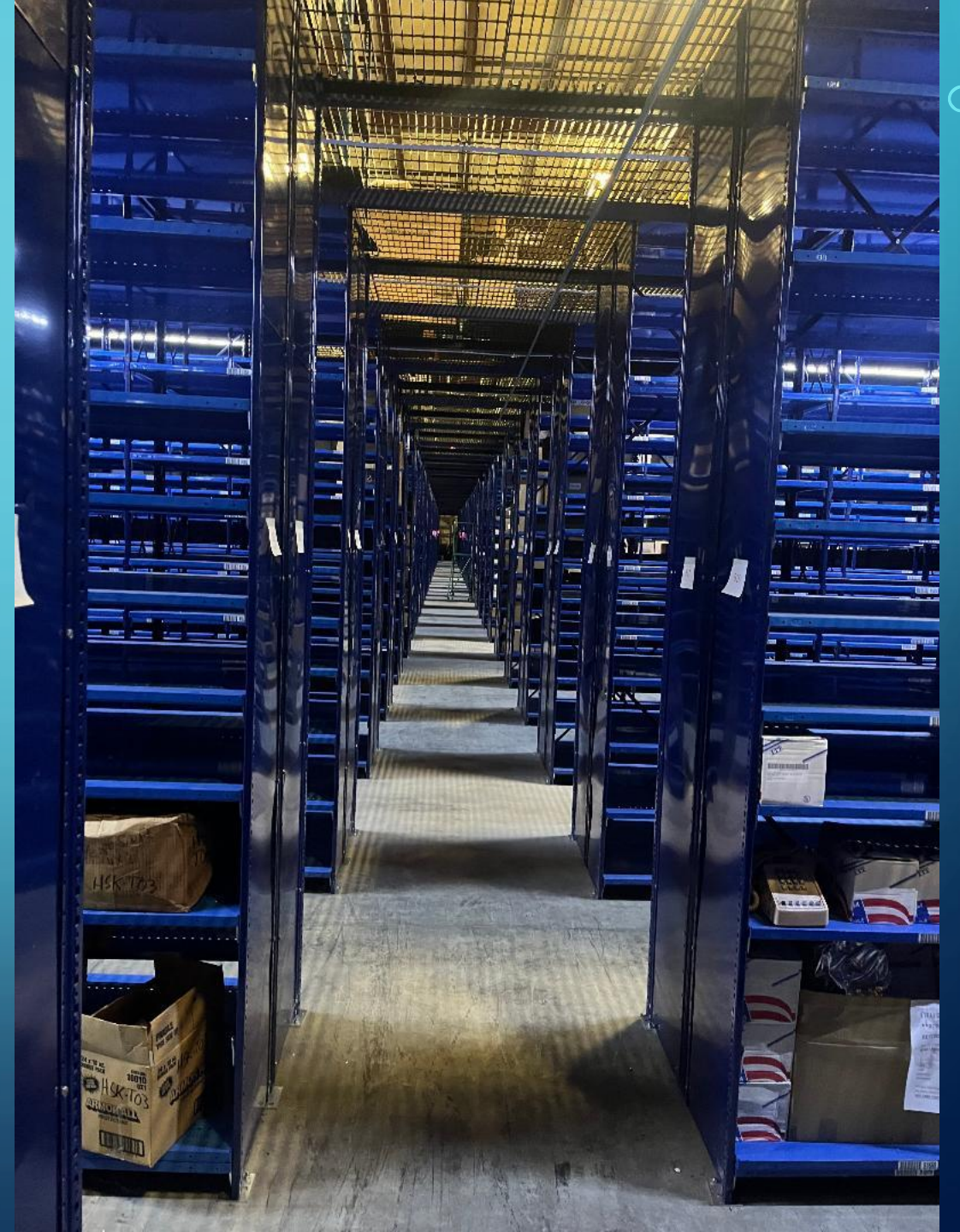
DENNIS BROTHERS —
COLLINS ENGINEER



SHIPPING DEPARTMENT
PHOTOGRAPHS EVERY
SHIPMENT FOR QC AND
TO PREVENT "THEFT"



VAST SCALE IS
HARD TO GRASP
THE MAGNITUDE OF
INVENTORY



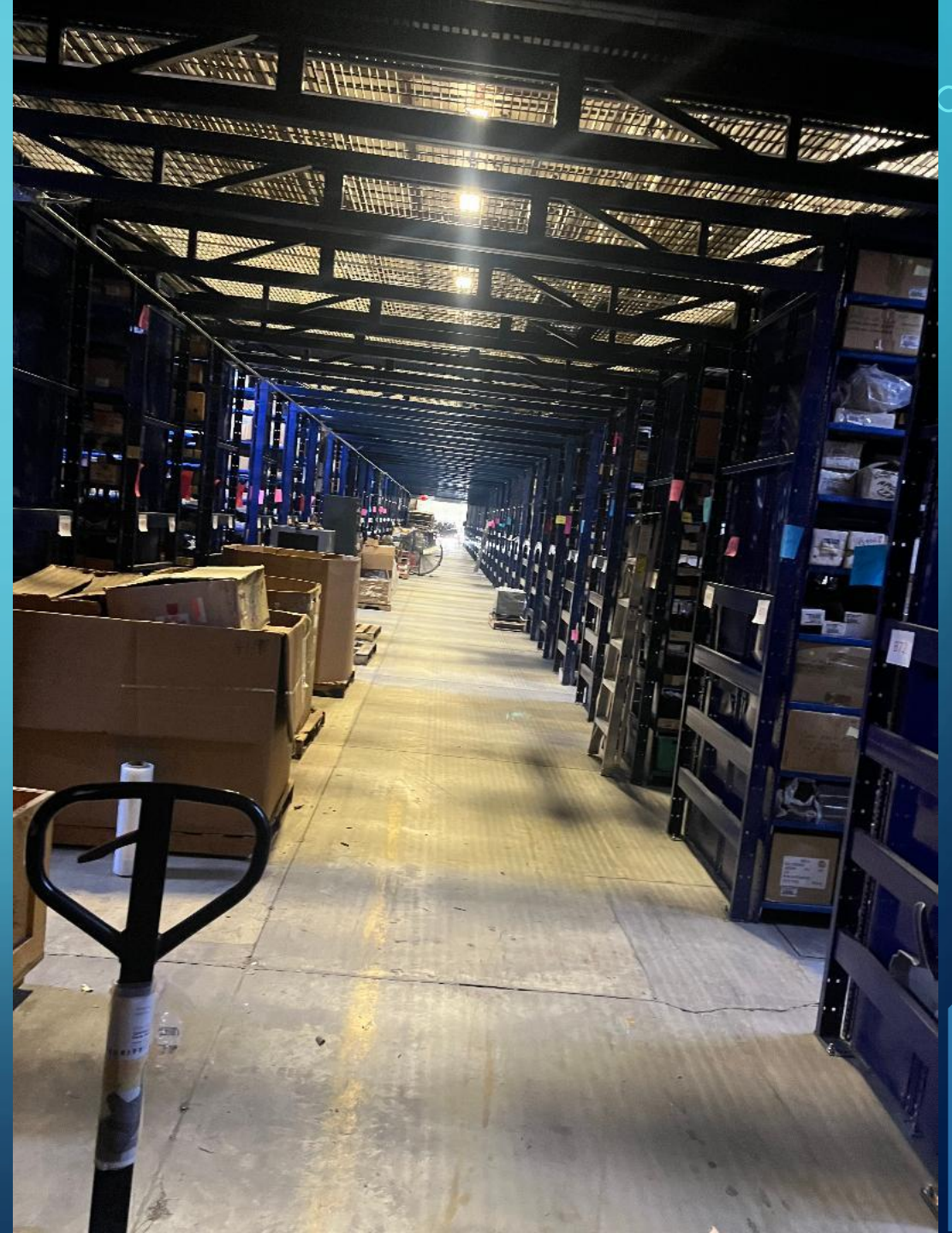
HOW ABOUT SOME
NOS HENRY AMPS?



BREAKROOM FLOOR HAS CIRCUITS ON IT



ANOTHER VIEW OF THE AMAZING INVENTORY



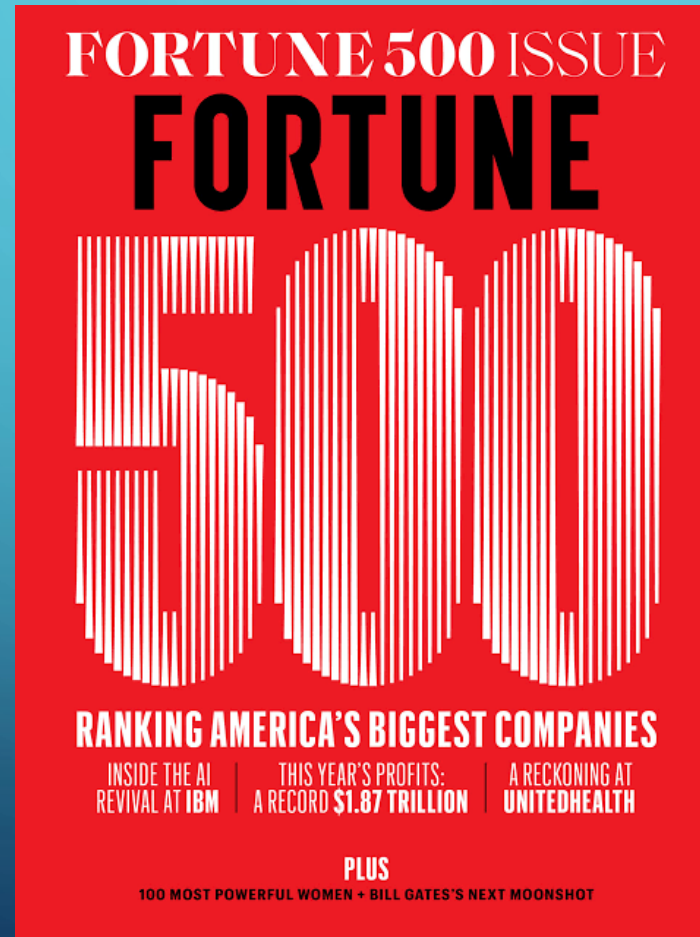
SOME OF THE CONSTRAINT'S TO GROWTH

- Difficulty getting staff who can identify, quantify inventory and get it on the website for sale. (They need people – qualified ones)
- Having a mobile-ready website and individual pages for each item.
- Google's AI on search engine rankings and the importance of honest descriptions and in-stock items.
- Managing transition from a paper catalog to an online website and the impact of Google's algorithm changes on sales.
- Shipping costs – often customers will be interested in something that is specifically heavy and the shipping costs dissuade them from buying.
 - The shipping costs can exceed the product costs!
 - We see this with base station antennas for example

SOME OF THE CONSTRAINT'S TO GROWTH

- “My first thought is with unlimited excellent employees, I could triple my business in a year, This is a tender subject around here. I don't need to buy anything else. I have more material than can be sorted in the next 10 years, let alone sold. Growing in sales is another story. I can always use more sales and we constantly examine SEO and techniques to grow our markets.”

WHY DO HALF OF THE FORTUNE 500 DISAPPEAR EVERY 10 YEARS? - SAME REASON WHY SURPLUS PLACES GO AWAY



Refusal to change

