



BUSINESS REPORT

Date: **30th October 2026**

Business Reference: **38537**

About the Business:

Manufacturer and Installer of Aluminium Doors and Windows

The business is an aluminium windows & doors manufacturing and installations company. Their range of products include stack-up doors, sliding doors, sliding windows, side hung and top hung windows, single and double doors.

Manufacturer and Installer of Aluminium Doors and Windows



Sector: **Manufacturing**

Asking Price:

R 640,000

Monthly Profit:

R 14,652

Asset Value:

R 452,400

Stock Value:

R 10,000

Yearly Net Profit :

R 175,822



Business Report

Fully describe the business's activities?

The business manufactures and installs aluminum windows and doors. Their range of products includes stack-up doors, sliding doors, sliding windows, side-hung and top-hung windows, and single and double doors.

How does the business operate on a daily basis?

The company sends requests for quotations to potential clients via an online app called Starlite. The Starlite app is a mobile/PC application designed to design, cost, order, and manufacture aluminum windows and doors.

It lets users generate accurate costings and ordering schedules based on the Crealco product range.

It calculates materials and adds the job to a schedule.

Teams assemble at the factory once materials are purchased.

They request a 70% deposit from clients to cover materials and wages.

Profit margins are +- 30% per job.

Once completed, the team goes to the client to install and complete the wet works. (plastering)

Once completed and the wet work dries, the team goes back to clean the windows and silicone-seal reveals

What Advertising/Marketing is carried out?

Social media posts in community groups, flyer distributions, website, WhatsApp community groups

What competition exists?

Minimal competition in the surrounding area.

How could the profitability of the business be improved?

Sales is the main driver.

The business needs more sales reps on the road, or an owner-operator who can spend more time marketing the business.

Contacting construction companies and registering for tender applications

Give a breakdown of staff/ functions/ length of service?

The technical team focuses on assembly and manufacturing in the factory. They are all capable of working on the machines and manufacturing windows and doors, including glazing and cutting glass.

Do any have management potential?

Yes

How involved is the Owner in running the business?

Very involved with day to day running and purchasing of material.

When does the current lease end?

The lease is on going at R8500 per month / excl water/electricity

What are the trading hours?

8am to 5pm Monday to Friday

What are the main assets of the business?

Machinery for the production of aluminium windows and doors.
Double header saw / Crimper machine / Bead cutting machine / Phuenmatic rivit gun / compressor

Strengths?

Machinery can mass-produce windows and doors, as the double-header machine cuts everything to spec faster than handheld tools. The crimping machine also allows for quicker turnaround time when finishing off window frames.

The business has become reputable and recognized in the area and through their suppliers.

The glass supplier is directly opposite the premises, and the aluminum material suppliers are about a 15-minute distance from the factory.

All suppliers deliver to site or the factory.

The business foundation has been set.

They are registered with AAMSA/SAGGA to issue certified glazing certificates to clients, as required by building regulations.

They are also registered for PAYE and workmen's compensation with Rand Mutual Assurance.

Weaknesses?

Sales and administration.

The owner recommends a full-time receptionist/admin employee and a sales rep.

Opportunities?

The location offers close access to the Tokai, Constantia, Muizenberg, and Wynberg markets.

They also operate in the Northern Suburbs and have potential opportunities along the West Coast.

Easy access to all major highways. The Southern Suburbs are experiencing growth in housing developments.

Threats?

Chinese quality material and foreigners quoting below cost.

What is the reason for the sale?

One partner had a stroke recently and would like to sell the business.

The other partner is starting another business venture.