business
for sale



BUSINESS REPORT

Date: **26th November 2026**
Business Reference:**38455**

About the Business:

Established Precision Shim Manufacturing Business for Sale

Acquire an established niche manufacturing business with approximately 28 years of trading history. Specialising in precision stainless-steel shims, shim stock, shim kits and customised products, the business supplies customers across mining, power generation, engineering and other industrial sectors. Its established customer relationships, specialised production equipment, stockholding model and online

sales platform provide a foundation for continued trading. The operating business and its sister company are offered together as a single package. Available due to the owner's planned retirement, this opportunity is suited to an owner-operator or an existing industrial business seeking a complementary product range.

Established Precision Shim Manufacturing Business for Sale



Sector: **Manufacturing**

Asking Price:

R 5,550,000

Monthly Profit:

R 187,376

Asset Value:
R 665,858

Stock Value:
R 1,200,000

Yearly Net Profit :
R 2,248,513

Business Report

Fully describe the business's activities?

Business model: A specialist business-to-business manufacturer and supplier of precision stainless-steel shims and related products. The operation combines stocked standard products with customised manufacturing, receiving orders by telephone, email and an online sales platform. The operating business and its sister company, which holds certain assets and raw materials, are offered together as a single package.

Product range: Pre-cut stainless-steel shims, shim stock, shim kits and customised shims for machinery alignment, levelling, installation, maintenance and repair.

Core services: Manufacture and supply of standard and customised shims, supported by technical product knowledge, quality control, stockholding, order fulfilment and dispatch. The business supplies products for machinery-alignment applications.

Markets served: Mining, power generation, pulp and paper, steel, petrochemical, food, water, marine and general industrial maintenance sectors.

Geographic reach: South African and international customers, with exports forming part of the existing customer base. The online sales platform supports both local and international purchasing.

Quality certification: Formal quality certification is not yet in place, however, the Business is ISO ready.

Business Activities
The business manufactures, processes, finishes and supplies precision stainless-steel shims and related products for industrial applications. Daily activities include receiving enquiries and orders, managing raw-material procurement and production requirements, manufacturing standard and customised products, conducting quality checks, packing and dispatching orders, and maintaining customer relationships. A real-time perpetual inventory system supports stock control and replenishment, while the online sales platform provides an additional route to market.

Customer Proposition
The business offers industrial customers a specialist source of standard and customised stainless-steel shims, combining product quality, competitive pricing, technical knowledge and ready availability of frequently required items. Its stockholding model supports rapid order fulfilment, while customised manufacturing accommodates application-specific requirements. Customers can procure products for machinery alignment, levelling, installation, maintenance and repair through established sales channels and an online purchasing platform.

How does the business operate on a daily basis?

Orders are received by telephone, email and online. The business maintains stock of frequently required products to facilitate rapid fulfilment and dispatch.

Production and purchasing are managed through a real-time perpetual inventory system, which continuously tracks stock levels and production requirements. The operation incorporates production, quality control, packing, internal sales, stock control, engineering and key-account management.

What Advertising/Marketing is carried out?

Marketing is outsourced and focuses on digital visibility and search-engine optimisation. The business has also introduced an online shopping platform, creating an additional sales channel and providing a platform for international market expansion.

The website currently supports online purchasing and presents the business's product range to both local and international customers.

What competition exists?

Competition comprises specialist shim manufacturers and suppliers, engineering suppliers and lower-cost alternative suppliers.

The business differentiates itself through product availability, quality, competitive pricing, technical knowledge, customised solutions and its ability to manufacture specialised shim kits and products.

How could the profitability of the business be improved?

Growth opportunities include:

- Further development of the online sales platform.
- Expansion into European and UK markets.
- Increased technical field representation and direct customer engagement.
- Growth in custom shim sales.
- Additional in-house laser-cutting capability for thicker and customised components.
- Increased manufacturing capacity and floor space.

In-house laser cutting could reduce production costs and lead times while improving responsiveness and customer service.

The reported gross profit margin has increased from approximately 54% in 2020 to almost 65%.

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

The team comprises personnel responsible for workshop management, production, machine operation, quality control, administration, engineering, internal sales, stock control, forecasting and key-account management.

The team has substantial industry and business experience, with several employees having long-standing service histories.

Do any have management potential?

The existing structure includes experienced operational and management personnel. The business also reports operational independence, which may assist a new owner in taking over the operation.

How involved is the Owner in running the business?

The business has an established management and operational structure and is reported to have a degree of operational independence. The precise level of current owner involvement should be confirmed during due diligence.

When does the current lease end?

The current lease is reported to expire in February 2028. A one-month notice provision is also reported; its scope and effect on the fixed lease term remain to be confirmed against the signed lease.

What are the trading hours?

The premises have 24-hour access Customer facing trading hours are:
- Monday to Thursday 08:00 to 16:30;
- Friday 08:00h to14:00.

What are the main assets of the business?

The business has a range of specialised manufacturing and processing equipment, including:

- Wire Electrical Discharge Machine (WEDM).
- Vibratory polishing equipment.
- Fibre laser equipment.
- Belt sanding equipment.
- Coil-cutting and de-coiling equipment.
- Forklift and workshop equipment.
- Compressor.
- Stainless-steel raw-material stock.

These assets support the manufacture, processing and finishing of the business's specialist product range.

Strengths?

1) Approximately 28 years of established trading history.
2) Specialist and niche product offering.
3) Established industrial customer base.
4) Diverse exposure across multiple industrial sectors.
5) Strong product availability and inventory-based operating model.
6) Established reputation for quality, competitive pricing and service.
7) Existing online sales platform.
8) Experienced and long-serving operational team.
9) High reported gross profit margin.

Weaknesses?

1) Relatively specialised product market.
2) International brand awareness remains an area for development.
3) Continued reliance on maintaining appropriate stock levels.
4) Certain specialised production processes remain dependent on existing equipment.

Opportunities?

1) Further expansion of online sales.
2) Growth into the EU and UK markets.
3) Increased direct technical sales and field representation.
4) Expansion of customised shim manufacturing.
5) Additional laser/waterjet cutting capability.
6) Increased production capacity and improved turnaround times.
7) Further development of international distribution channels.

The website already provides online purchasing and supports international market access, creating a platform from which these opportunities can be developed.

Threats?

1) International supply-chain disruptions and raw-material shortages.
2) Exchange-rate and import-related risks.
3) Pricing pressure from lower-cost competitors with inferior product quality.
4) Competitors producing similar or substitute products.
5) Potential margin pressure in a price-sensitive market.
6) Changes in industrial capital expenditure and maintenance cycles.
7) Regulatory or operational disruptions affecting industrial customers.

What is the reason for the sale?

The business is being offered for sale as a result of the owner's planned retirement.

Potential Buyer Profile

The business is best suited to a commercially minded owner-operator or strategic buyer seeking an established niche manufacturing and industrial supply operation. An understanding of engineering, production or industrial maintenance would be advantageous, supported by the ability to manage customer relationships, inventory, quality standards and business development.

Potential buyer categories include:
- Engineering and manufacturing businesses seeking to add precision shims and related products to their existing capabilities.
- Industrial distributors and maintenance suppliers looking to complement their product range and introduce in-house manufacturing.
- Entrepreneurs with technical or operational experience seeking an established business serving multiple industrial sectors.
- Investment buyers with suitable operational management seeking a specialist manufacturing platform with potential for further development.

The ideal purchaser would have sufficient funding to acquire both entities as a single package, together with the working capital needed to support stockholding and customer credit terms. Capabilities in technical sales, digital marketing, export development or production optimisation could support the opportunities identified in the report.

This opportunity is not a fully passive investment opportunity.