business
for sale

BUSINESS REPORT

Date: **10th May 2024**
Business Reference:**35659**

About the Business:

A supplier of pneumatic components to the trucking industry.

An established partnership in any transport company offering a holistic service to the transport sector through the technical expertise and solutions in pneumatic and hydraulic industry.

A supplier of pneumatic components to the trucking industry.

Sector: **Services**

Asking Price:

R 5,500,000

Monthly Profit:

R 218,420

Asset Value:
R 2,750,000

Stock Value:
R 2,000,000

Yearly Net Profit :
R 2,621,037

Business Report

Fully describe the business's activities?

A leading supplier of all pneumatic and hydraulic components, providing quality service and solutions to leading rail and road companies through the transport sector.
An established partnership in any transport company offering a holistic service to the transport sector through the technical expertise and solutions in pneumatic and hydraulic industry.
A registered supplier, importer and agent of the complete international range of OEM specified parts for the air and hydraulic components in leading commercial heavy-duty vehicles.
They sufficiently address the various pain points by the supply of a holistic and a host of complimentary service offerings. The “one stop shop” concepts, is the answer to the commercial transport industries call for the last 24 years. Through the supply of quality products, technical expertise throughout the air brake components value chain.

How does the business operate on a daily basis?

- The supply of readily available OEM and non-OEM transport components and spares for all makes of trailer and vehicles to cater for airbrake couplings, valves and products supply when required.
- Component support for the repair and recondition for parts and friction components for new and aged vehicles.
- Stockist of readily available exchange units and repair kits for valves and compressors.
- Industrial consumables range of pneumatic and hydraulic fittings required when needed.
- A mobile solution to cater for breakdowns and on-site repairs / rebuilds.
- Fleet management assistance for smaller fleet operators for bakkies and delivery vans.
- Technical expertise and advice to troubleshooting mechanical and pneumatic vehicle issues.

A literal one stop pneumatic/hydraulic transport component shop to meet demand.

What competition exists?

There are only 2 other competitors in SA.

How could the profitability of the business be improved?

Currently there is no marketing being done.
A better BEE rating would be a game changer.

Do any have management potential?

Management structure in place.

How involved is the Owner in running the business?

The owner is largely removed from the business on a daily basis, however his wife is involved in the admin and financial aspects.

When does the current lease end?

The property is owned by the seller.
A buyer has the option to buy the property or lease it from the seller.

What are the trading hours?

8am to 5pm Monday to Friday.

What are the main assets of the business?

An asset list will be available to a qualified buyer.

Strengths?

- One of 3 companies that offer this service in the whole of SA.
- Strong staff compliment with long standing service.
- Loyal client base.
- Cashflow positive business.

Weaknesses?

- Limited owner involvement.
- Lack of marketing.

Opportunities?

Better BEE rating will guarantee greater turnover.

Threats?

None percieved.

What is the reason for the sale?

The owners are relocating and looking to retire.