

business
for sale



Date: **3rd July 2024**

Business Reference: **35904**

About the Business:

Locksmith business for sale in Ballito

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Sector: **Services**

Asking Price:

R 1,350,000

Monthly Profit:

R 48,947

Asset Value:

R 0

Stock Value:

R 50,000

Yearly Net Profit :

R 587,368



Business Report

Fully describe the business's activities?

Domestic lock services:

- 24hr emergency lock-out service
- Free quotations-guaranteed workmanship
- Security upgrades and advice
- Lock installations, repairs/replacement
- Keys made to locks
- Door handles
- Gate/garage remote coding⁸. Safes
- Security/Expanda gate locks
- Garage door locks
- Key cutting
- Shoe repairs
- Retail security products in store.

Commercial lock services:

- Master Key Locking Solutions
- Lock-out service
- Key cutting
- Lock installation/replacement and repairs
- Free quotes-guaranteed workmanship
- Security upgrades and advice
- Access control and intercom systems
- Door closers
- Door handles
- Electronic and magnetic locks
- Digital latch locks
- Safes and strong rooms opened and keys made
- High security locks
- Keys cut to code
- Burglar gates custom made and fitted
- Office desk locks
- Rubber stamps

Automotive locksmith services:

- Lock-out service for all vehicles
- Repair/renew ignitions and door locks
- Lock combinations altered
- Keys cut to vehicle locks
- Transponder key coding and programming
- Replacement key shells/housings⁷. Keys cut to code.
- Laser & standard car key duplication
- Remote battery replacements
- Number plates
- Surf keys - Waterproof, coded, transponder vehicle keys
- Spare car keys
- Stolen car keys
- Broken keys

How does the business operate on a daily basis?

Retail security products in store as well as as call out service for lockouts, lost keys, lock fitting or replacement locks, safes and much more - see Business activities above.

What Advertising/Marketing is carried out?

Google AdWords.
The shop is in a high visibility area.

What competition exists?

There are two competitors in Ballito and one in Umhlanga/Gateway.

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

Shop manager - Runs the shop, orders stock, cuts keys and makes keys for all types of locks brought into the shop.
On-call service technician - On the road for callouts and emergencies.
Administration and operations manager - Does admin and coordinates daily operations, together with the owner.

Do any have management potential?

Yes, to be discussed with qualified buyers.

How involved is the Owner in running the business?

The owner is very involved in the business.

When does the current lease end?

The current lease ends in August 2023.

What are the trading hours?

Monday to Friday: 08:00 to 17:00
Saturday: 08:00 to 12:00.

What are the main assets of the business?

A full asset list is available to qualified buyers.

Strengths?

This is a multi-faceted business in an excellent location.
It is a service orientated business that is always in demand.
A small but great team of experienced staff.

Weaknesses?

The business owner is very active in the business so the new owner will need to be a hands-on person.

Opportunities?

Open an additional store.
Expand on already implemented new business.
The Dolphin Coast is one of the fastest growing areas in the country and this will provide the business with new opportunities.

Threats?

The population growth may attract new competition in the area.

What is the reason for the sale?

The owner is planning to emigrate.