



# BUSINESS REPORT

Date: **9th May 2024**

Business Reference: **35920**

About the Business:

## Manufacturer of Wooden Windows & Doors and Related Products. Northern Suburbs

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Supplies Builders and construction sites. This business, based in the Northern Suburbs of Johannesburg, has been operating for 18 years. They manufacture wooden windows, doors, frames, skirtings and fencing. Profitable and growth potential is very good.

# Manufacturer of Wooden Windows & Doors and Related Products. Northern Suburbs



Sector: **Manufacturing**

Asking Price:

R **5,280,000**

Monthly Profit:

R **180,689**

Asset Value:

R **1,500,000**

Stock Value:

R **720,000**

Yearly Net Profit :

R **2,168,272**



# Business Report

## Fully describe the business's activities?

The business is a timber factory and joinery specialising in manufacturing of residential and commercial windows, window frames, doors, door frames, skirtings, fencing, architraves etc

## How does the business operate on a daily basis?

The Supervisor opens the factory and offices at 7.00 am. The Front Office Manager also arrives at this time. The workers report to the factory and get busy with their work for the day.

## What competition exists?

There are competitors in the market but they are not able to give the service to customers that this business is able to.

## How could the profitability of the business be improved?

There is no outside sales force so a Sales Rep on the road would make a huge difference to the revenue numbers.

## Do any have management potential?

Yes, there is a Supervisor who would be good for management training.

## How involved is the Owner in running the business?

The owner is involved in the business on a daily basis.

## When does the current lease end?

The owner owns the property from which the business operates.

### What are the trading hours?

Monday to Thursday: 7.00 am to 4.45 pm. Friday: 7.00 am to 2.00 pm.

### What are the main assets of the business?

Woodworking machinery and allied tools as well as numerous small tools, computer equipment, office furniture etc.

A full asset list is available.

### Strengths?

18 years of history, well-trained staff, good name in the market, operationally strong.

### Weaknesses?

Marketing can be drastically ramped up and an external sales person would assist in growing the business.

### Opportunities?

A Sales Rep will increase sales. There is no external sales force at the moment.

### Threats?

Normal economic conditions faced by all businesses.

### What is the reason for the sale?

The owner wishes to retire.