

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

# BUSINESS REPORT

Date: **18th May 2024**

Business Reference: **35750**

About the Business:

## Manufacturer of tailormade aluminium solutions

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Manufacture and installs a large range of aluminium and glass solutions.

# Manufacturer of tailormade aluminium solutions



Sector: **Manufacturing**

Asking Price:

R **3,500,000**

Monthly Profit:

R **116,709**

Asset Value:

R **1,312,667**

Stock Value:

R **100,000**

Yearly Net Profit :

R **1,400,506**



# Business Report

## Fully describe the business's activities?

The business manufactures and installs purpose-made standard / non-standard aluminium products. Installation of aluminium doors, windows, and shopfronts for new buildings and developments. They do renovations, converting wooden and steel frames to aluminium frames. Security upgrades in the form of security bars, sliding doors, roller shutters, etc. They have in-house factory services - cutting and constructing of products. They custom-make double-glazed glass, whereas most other companies have to buy the glass from suppliers. All cutting lists and quotes are done on a very easy-to-use cloud-based system.

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

The business manufactures aluminium products 5 days a week. The owner/office does all the quotations. The activities in the factory are overseen by the factory manager. The office manager oversees all payments and office administration. The installation teams are well trained and experienced and handle all the installations.

## What Advertising/Marketing is carried out?

Google ads/lead forms  
LinkedIn ads,  
Networking with relevant contractors.  
Facebook page and Facebook ads.

## What competition exists?

Other aluminium companies in the area.  
They are all in good standing with each other.

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

Import all material/hardware used for projects instead of outsourcing to local suppliers.

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

2 x Office staff - Responsible for quoting, invoicing, and ordering. Assist walk-ins at reception. One of them is the office manager.

8 x Factory staff - Responsible for constructing aluminium frames from the cutting list and assembling the products. In-house class cutting.

10 x Installers - On-site installations.

All the staff have been with the company for a minimum of 4 years with some of them since 2002.

### Do any have management potential?

Yes, there is an office manager in place.

There is also a factory manager in place.

Every installation team has a team leader.

The owner is satisfied with the performance of the managers and team leaders.

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

The owner is involved daily but has time to be away from the business due to the strong staff structure in place.

### When does the current lease end?

The owner is the landlord.

### What are the trading hours?

Mon - Thu 08:00-17:00

Fri - 08:00-16:00

Sat & Sun - closed

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

3 x Toyota Hilux bakkies

1 x Toyota Yaris

1 x Fawde 40kva generator

1 x Shamal 8 bar compressor

1 x Double Head Mitre Saw

1 x Single Head Mitre Saw

1 x Pneumatic corner casement crimper

1 x Single spindle router

Various other manufacturing and installation equipment

## Strengths?

Highly skilled, experienced, and loyal employees.  
Management team in place.  
An established name in the aluminium industry.  
Very few debtors books with excellent age analysis  
Strong presence in the residential as well as the commercial sector.  
New fixed lease agreement.

## Weaknesses?

Need a site manager in the office to communicate with installation teams

## Opportunities?

Import raw materials to increase profits.  
Expand into more and bigger market segments.

## Threats?

No real threats were perceived.

## What is the reason for the sale?

The owner wants to focus more on their farming business.