



BUSINESS REPORT

Date: **18th May 2024**

Business Reference: **36184**

About the Business:

Well known in the Upper Highway area for good service and for quality work.

Domestic and commercial project work markets. Based in the Upper Highway area with trained staff .

Well known in the Upper Highway area for good service and for quality work.



Sector: **Services**

Asking Price:

R **1,500,000**

Monthly Profit:

R **68,892**

Asset Value:

R **0**

Stock Value:

R **1,300**

Yearly Net Profit :

R **826,707**



Business Report

How does the business operate on a daily basis?

Telephonic calls from a large customer base. Our office ladies are in contact with our plumbers by means of business cellular phones.

What Advertising/Marketing is carried out?

Visible signage on our vehicles. The occasional advertising in school magazines with the objective of a fundraiser/ donation to the relevant schools.

What competition exists?

We are the largest plumbing company in the Highway area so therefore we don't have much competition.

How could the profitability of the business be improved?

More operational teams could be trained up and installed.

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

Telephonist, invoicing/costing and general office tasks
Bookkeeper, Telephonist, and general office tasks
Driver and plumber assistant.
Plumber assistant.
Highly Skilled plumber assistant.
Factory manager, storeman, power tools and pump repairer.
Skilled plumber assistant.
Plumbers assistant.
Qualified Craftsman plumber.
General plumbing assistant.
Qualified plumber.
Drain layer, septic tank, and soak pit specialist. Good team leader.

Do any have management potential?

Yes

How involved is the Owner in running the business?

Very involved

When does the current lease end?

The owner owns the property so there is no lease in place.

What are the trading hours?

7am to 4:30 pm
Emergency/ after hours call outs 24 hours

What are the main assets of the business?

Vehicles, plant and equipment, plumbing stock/ materials, and office equipment.

Strengths?

Quick, reliable and quality service. Well known for quick response and reliable service. Has call out facility for urgent requirements.

Weaknesses?

Perpetual load shedding affects the business on a daily basis.

Opportunities?

Has a good quality customer base. Because we are very established and have a well known and respected name in the industry, it would be a very sure investment for a prospective buyer.

Threats?

There will always be a need for a plumber, and this need/requirement is well serviced by the operational teams in this business. There are no real threats.

What is the reason for the sale?

Retirement