



# BUSINESS REPORT

Date: **21st May 2024**

Business Reference: **36537**

About the Business:

## Aluminium doors and windows

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Located on the Lower South Coast of KZN this business manufactures and installs aluminium doors, windows stack doors, trellis doors and showers.

# Aluminium doors and windows



Sector: **Services**

Asking Price:

R **1,220,000**

Monthly Profit:

R **54,078**

Asset Value:

R **136,649**

Stock Value:

R **80,000**

Yearly Net Profit :

R **648,933**



# Business Report

## Fully describe the business's activities?

1. Specialists in the manufacture aluminium doors, windows, balustrades, stack doors & windows and the installation their products.
2. Showers are ordered from Durban.
3. Install frameless, corner entry and pivot door showers.
4. Security trellis doors are ordered in from Durban and installed.
5. Glass cutting and mirror fittings.
6. General maintenance and repairs of doors and windows.
7. All of the above are carried out between Hibberdene and Port Edward.

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

Staff members commence work promptly at 7.30am when they convene with the Owner to review the day's agenda. Once briefed, completed doors and windows and other products are loaded onto vehicles and transported to designated sites. Meanwhile, manufacturing operations in the workshop proceed according to the schedule provided.

## What Advertising/Marketing is carried out?

1. Strategically placed advertisements in local magazines.
2. Maintain an active presence on a Facebook page.
3. Optimize website to ensure visibility and engagement with target audience.

## What competition exists?

There are similar businesses in the territory.

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

Advertise more extensively.

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

Driver/installer - 20+ years service.  
Manufacturer - 20+ years service.  
Manufacturer - 14+ years service.  
Installer/plasterer/general - 8+ years service

### Do any have management potential?

No.

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

100%

### When does the current lease end?

31st March 2029.

### What are the trading hours?

7.30am to 4.30pm, five days a week.

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

Isuzu.  
Workshop machinery.  
Office equipment.

## Strengths?

1. Diverse product range: Offers windows, doors, shopfronts and balustrades. Catering comprehensively to customer need.
2. Extensive experience: Over 20 years of industry experience showcasing a robust knowledge base.
3. Customization: Provides tailored designs to meet specific customer requirements thus enhancing competitive advantage.
4. Quality assurance: Emphasis on high quality materials and adherence to industry standards ensuring durable products.
5. Professional image: Projects professionalism through clear service information, contact details and testimonials.

## Weaknesses?

1. Limited on line presence.
2. Geographic: Operational scope is potentially hindering market reach.

## Opportunities?

1. Market expansion: Potential to penetrate new geographic areas or diversify product offerings to target different customer segments.
2. Green building trend: Capitalize on the growing demand for eco-friendly materials by offering green solutions.
3. On-line presence: Engage via social media and regular blog updates.

## Threats?

1. Economic Volatility: Fluctuations in economic conditions may impact demand for products, affecting revenue and profitability.
2. Technological disruption: Rapid advancements may introduce alternative materials or construction methods necessitating innovation to stay competitive.

## What is the reason for the sale?

Owner wishes to retire.