

business
for sale



Date: **3rd July 2024**

Business Reference: **33849**

About the Business:

Profitable Midrand-based Kids School Transport Company. 6 x Branded Vehicles.

This business is based in the growing area of Midrand and services clients all over the area including Waterfall Estate and Vorna Valley. There are many schools in the area - both government and private - and many families with working parents who need this service. Potential for growth is huge.

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Sector: **Services**

Asking Price:

R **1,400,000**

Monthly Profit:

R **35,543**

Asset Value:

R 727,400

Stock Value:

R 0

Yearly Net Profit :

R 426,516



Business Report

Fully describe the business's activities?

Provides a service of transporting school children and staff to school and work in the growth area of Waterfall Estate/Midrand/Vorna Valley/Kyalami.

How does the business operate on a daily basis?

The business operates Monday to Friday 6.00 am to 6.00 pm. Morning transfers take place between 6.00 am and 8.00 am and afternoons from 12.00 noon to 5.00 pm.

What Advertising/Marketing is carried out?

All 6 vehicles are branded. There is also a website and are active on Facebook.

What competition exists?

A few competitors exist but service is a major component against competitors.

How could the profitability of the business be improved?

More students using the service from schools that are already being serviced - more advertising and awareness etc at these schools. Staff transport for companies in the large business community in the area would be an additional boost to both top and bottom line.

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

There are 10 staff members: 6 x Drivers (6 x Vehicles) + 4 child minders. Staff have been on board for 1 to 3 years.

Do any have management potential?

Yes, some do have management potential. This can be discussed with the sellers.

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How involved is the Owner in running the business?

Operationally involved to prepare schedules daily.

When does the current lease end?

The business only rents parking space for the vehicles.

What are the trading hours?

Monday to Friday: 6.00 am to 6.00 pm.

What are the main assets of the business?

6 x Branded Vehicles
Mobile Phone
Software system
Computer

Strengths?

Good client base. Repeat clients annually. Good service record in the market.

Weaknesses?

Fluctuating fuel prices.

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Opportunities?

There is huge growth in the number of schools in the Midrand and Waterfall areas as well as residential complexes and estates. One can take on more students and also grow the fleet size.

Threats?

None really. One will always have business in this industry if one continues to give a good service like the current owners have done.

What is the reason for the sale?

Owners have another business which takes up a large portion of their time and would like to pass this opportunity on to someone who will grow it as it has almost unlimited scalability.

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