

**business**  
for sale



Date: **3rd July 2024**

Business Reference: **36590**

About the Business:

## **Long established glass and related products franchise in the Western Cape**

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This business offer an array of products in the flat glass, automotive and building industry. The business supply and install automotive, flat glass and window tinting ("smash and grab") on vehicles as well as architectural window tinting on houses and commercial buildings. Contracts in place with most insurance companies. Efficient management team with loyal employees. Assistance and training will be provided to

buyers with no prior experience.

## Long established glass and related products franchise in the Western Cape



Sector: **Retail**

Asking Price:

**R 3,500,000**

Monthly Profit:

**R 128,031**

Asset Value:

**R 325,000**

Stock Value:

**R 30,000**

Yearly Net Profit :

**R 1,536,371**



# Business Report

## Fully describe the business's activities?

The business is mainly selling and installing automotive and earthmoving equipment glass. Being part of a national franchise group the business do work for most insurance companies. The business further specializes in automotive and industrial building window tinting, including tint for houses. Windscreen chip repairs, headlight repairs and data-dot on vehicles insures a constant income stream.

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

Business is generated by customers contacting or visiting the business. Good customer service ensures that insurance brokers refer its customers to the business. The franchisor will also refer customers to the franchisees. The business do glass replacements in its workshop and dispatches mobile fitment teams to customers in surrounding towns. The two office staff attend to the daily admin and processing of insurance claims. There is a constant flow of cash customers requesting quotations etc.

## What Advertising/Marketing is carried out?

The business is sponsoring golf days, advertise in local printed media etc.

## What competition exists?

Lots of competition exist in the glass market. Over the past 20 years new competition has come and gone.

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

By managing expenses and by exercising daily activities in a cost effective and efficient manner. The business is operating above the breakeven threshold, meaning that extra turnover will immediately increase the profit.

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

- 1) Manager and counter / admin staff member (1) one
- 2) Counter / admin staff member (1) one
- 3) Tinting / Glass fitters (2) two staff members
- 4) Glass fitters (4) four staff members

## Do any have management potential?

Management is already in place.

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

The business is well managed. the owner is always available to assist and advise.

## When does the current lease end?

The Seller owns the property and intend to lease it to the Buyer at a market related rent.

## What are the trading hours?

Trading hours are determined by the franchisor.  
Currently it is Monday to Friday 8H00 to 17H00  
Saturday 8H00 to 13H00

## What are the main assets of the business?

One vehicle for mobile fitments.  
Computers, tools, windscreen repair kits, tinting tools and stands, all equipment needed to do the work.  
Flat glass stands and cutting table included.

## Strengths?

This business is 26 years old. Has seen competitors come and go. The business enjoy good customer relations. Known in the area for good and honest business practices.

The franchisor conclude national agreements with insurance companies who pay on time.

The staff is trained and experienced. Fitter training programs in place by the franchisor who provide training at branches.

The business premises is well known to customers and is well situated in the main street in town. Business performance has been consistent for years.

The business has a fair amount of cash business.

Assistance will be provided to the new owner.

## Weaknesses?

Not known

## Opportunities?

The buyer has the option to add flat glass and aluminum services to the business.

There is currently huge potential for flat glass and aluminium products in area.

## Threats?

Not known

## What is the reason for the sale?

The owner has two other businesses to attend to. Children will not take over business.