



Date: **27th September 2024**

Business Reference: **36807**

About the Business:

Successful Plumber with majority market share in wealthy part of Cape Town

UK accredited Plumbing Master has set up a capable, customer-service focussed team of Plumbers in an exclusive area of Cape Town, where this Team has over 60% market share, and are preferred suppliers to the many gated estates in this wealthy part of the City.

Successful Plumber with majority market share in wealthy part of Cape Town



Sector: **Services**

Asking Price:

R 1,940,000

Monthly Profit:

R 68,679

Asset Value:

R 0

Stock Value:

R 50,000

Yearly Net Profit :

R 824,148



Business Report

How does the business operate on a daily basis?

An 8am morning meeting is held at the office where the daily tasks are discussed and issued, plus troubleshooting any outstanding problems from the day before. There are 1 qualified plumber and two tech assistants who can be left to work without supervision. One of the tech assistants is capable of installing geysers and running jobs for the business. The Master Plumber does regular training and keeps them up to date with changes in legislation.

What competition exists?

There are other companies operating in the area; however, they do not provide the same level of service as this business does in respect of hours worked - calls outs weekends etc.. and guarantees. As a result, the competition are slowly losing customers to this business.

Their commitment to exceptional service and client satisfaction has allowed them to stand out in the market and retain a loyal customer base.

How could the profitability of the business be improved?

Pricing is very competitive at the moment, so there is scope to increase pricing, especially going into 2025.

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

Plumber qualified - aprox 1 year length of service

2 x technicians experienced

1 aprox 3 years

1 aprox 4 years

Do any have management potential?

Full time plumber has huge potential, as he is motivated and works hard, even weekends.

He is great at communication and always feeds back the daily work. He is great at supervising and motivating and training the team.

How involved is the Owner in running the business?

Full time

When does the current lease end?

ongoing month to month of a stock room

What are the trading hours?

We offer a 24/7 service

What are the main assets of the business?

Every plumber prefers his own tools - trusted name and market share are the main assets of this business.

Strengths?

24 hour service, qualified, knowledge and training in general but also with specialist systems, network, business acumen, business "partner" relationships with companies like Leakfind, Electricians, painters, bricklayers, paving specialists etc..

Also responsive communication, and a strong focus on ethics.

Weaknesses?

Cant take on any more work than they currently have, the team work to their full capacity and do long hours inclusive of weekends. New owner can expand to an additional team ASAP.

Opportunities?

More work available currently, and room to expand in to other areas.

Can consider wrapping vehicles to achieve more visibility and thus more growth.

Threats?

None.

What is the reason for the sale?

After many successful years running this business, the owner has decided it is time to retire. At 64, he is eager to embark on the next chapter of his life, which includes traveling and taking things a bit easier.

This decision comes with the intention of relocating to a new area, allowing the owner to explore new horizons and enjoy a well-deserved change of pace.