

A man in a blue suit and patterned shirt stands on a city street, smiling. The background shows a building and a blue trash can.

BUSINESS REPORT

Date: **19th April 2025**

Business Reference: **37328**

About the Business:

Manufacturer - Custom Apparel Business with Equipment Included

Step into ownership of a thriving custom apparel business with streamlined processes, a solid customer base and consistent orders. Ideal for the creative entrepreneurs or investor ready to grow an established brand.

Manufacturer - Custom Apparel Business with Equipment Included



Sector: **Manufacturing**

Asking Price:

R **1,800,000**

Monthly Profit:

R **101,567**

Asset Value:

R 50,000

Stock Value:

R 100,000

Yearly Net Profit :

R 1,218,804



Business Report

Fully describe the business's activities?

The business custom manufactures hospitality & corporate clothing, as well offer CMT services (Cut / Make / Trim) to designers.

How does the business operate on a daily basis?

This clothing manufacturing business operates with a well-structured, efficient daily workflow designed to deliver high-quality garments on time. Each day begins with a production meeting, where the team aligns on priorities, current orders, and deadlines. The skilled staff finalizes patterns and samples, while the production floor manages the cutting, stitching, and finishing of garments in accordance with approved designs and client specifications.

To ensure exceptional quality, rigorous control measures are implemented at every stage of the process. The business also excels in inventory management, material sourcing, and supplier coordination. Meanwhile, the administrative and customer service teams efficiently handle order tracking, client communications, and logistics planning. This seamless collaboration across departments results in reliable, consistent operations and outstanding production outcomes.

What Advertising/Marketing is carried out?

This business does not engage in formal advertising or participate in expos. An online presence is maintained through periodic updates to its Facebook and Instagram accounts, ensuring a connection with current and potential clients in the digital space. The business also boasts a neat website.

What competition exists?

Like any business operating in the fashion and manufacturing sector, this company faces competition. However, there are only a limited number of manufacturers offering comparable services. What sets this business apart is its unwavering emphasis on quality, personalized service, and flexibility. Clients frequently choose to partner with this company due to its clear communication, fast turnaround times, and the capacity to tailor orders to meet specific requirements. While competition remains a factor, it serves as a driving force for continuous improvement and delivering even greater value to clients.

How could the profitability of the business be improved?

Profitability can be enhanced by negotiating more favorable agreements with suppliers. Additionally, expanding the client base through targeted marketing efforts, introducing new services such as design consulting or small-batch manufacturing, and exploring opportunities in new markets can contribute to increased revenue and business growth.

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

This business is supported by a dedicated and experienced team, each with clearly defined roles that contribute to its success. Leadership oversees sales, financial operations, and client management. The production team includes a seasoned manager and assistant manager with extensive industry experience, ensuring efficient workflows and quality output. Additional support staff handles cleaning and refreshments, while skilled professionals specialize in cutting, nipping, pressing, and machining tasks. Drivers are contracted per trip, maintaining flexibility and reliability for logistics needs. The team's collective expertise and long-standing dedication to their roles enable the company to operate smoothly and deliver excellent results.

Do any have management potential?

The owner is satisfied with the production manager who understands the day to day operations of the business.

How involved is the Owner in running the business?

This business is fully owner-managed, with complete oversight of all operations. Responsibilities include client liaison, preparing quotes, invoicing, following up on payments, issuing statements, reconciling transactions, overseeing production processes, and projecting cash flow to ensure smooth financial management

When does the current lease end?

The current lease is on a month to month basis

What are the trading hours?

08:00 to 16:30 - Monday to Thursday
08:00 to 15:00 on Fridays

What are the main assets of the business?

Factory Machinery

1 X Generator

1 x GEMSY industrial button-holer machine - R25 000

1 x Industrial fusing press - R10 000

2 x GEMSY industrial straight machines - R4 500 each

2x Oryx Industrial Straight Sewing Machines - R4800 each

3x Silverstar Steamers - R2,500 each = R7 500

Asia 4 Thread Over Locker Sewing Machine: R5 000

Asia 5 Thread Safety Stitch Sewing Machine R6 000

GemSY 4 Thread Over Locker Sewing Machine R5 000

GEMSY industrial button-holer machine R17 000

JVKE Coverseam Machine ModelJK500-01 R13 000

Kingstar 5 Thread Safety Stich Sewing Machine R6 000

Kingstar Industrial Overlocker Sewing Machine R5 000

Kingstar Industrial Sewing Machine R5 000

Kingstar Plain/Straight Sewing Machine R4 000

Strengths?

High quality production : Strong reputation for delivering consistent, well-made garments.

Flexible and customized services : Ability to handle both bulk and custom orders.

Efficient operations: Streamlined production process and good turnaround times.

Experienced team: Skilled staff in design, production, and customer service.

Reliable client relationships: A loyal customer base and strong word-of-mouth referrals.

Weaknesses?

Dependence on a few major clients: A drop in orders from key clients could impact cash flow.

Limited marketing reach: May not be reaching a wider audience or potential new markets effectively.

Manual processes: Some operations may still be labor intensive, which could affect scalability.

Cash flow fluctuations: Common in manufacturing, especially with delayed client payments.

Opportunities?

Expansion into new markets: Online sales, international clients, or new fashion segments.
Technology upgrades: Automation and digital tools for inventory, design, or production.

Threats?

Global competition: Cheaper overseas manufacturers with large scale capacity.
Rising material and labour costs: Can squeeze profit margins if not managed.
Market shifts: Rapid changes in consumer demand.
Economic downturns: Can affect client budgets and reduce orders.

What is the reason for the sale?

After running the business remotely for nearly two years from abroad the owner wishes lay down her roots in their new home in Ireland.
Because she is no longer on the ground, meeting clients, showing samples, catching up with staff, she feels removed from the day to day operations of the business and sense of camaraderie.