

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 July 2025**

Business Reference: **37488**

About the Business:

Packing up for emigration

All bulky and heavy equipment including motor vehicles, furniture and other assets for emigrants going over seas

Packing up for emigration



Sector: **Services**

Asking Price:

R **2,450,000**

Monthly Profit:

R **73,380**

Asset Value:

R **1,200,247**

Stock Value:

R **40,000**

Yearly Net Profit :

R **880,559**



Business Report

Fully describe the business's activities?

The business is a family-owned overseas removals business established in 1983, specializing in packing and shipping personal effects internationally with a full door-to-door service. The company is highly reputable, relying primarily on word-of-mouth referrals and has maintained consistent quality through experienced staff and hands-on management.

How does the business operate on a daily basis?

Daily, they are packing up clients' effects at their homes or loading containers for shipment. Requests for quotations are also attended to by management. Visits to clients homesteads is carried out in order to view the furnishings and effects that are going to be transported/moved.

What Advertising/Marketing is carried out?

The new business is mainly generated through referrals, especially via online forums for South Africans emigrating, with minimal advertising and no formal contracts with other businesses. More aggressive marketing with estate agents, travel bureaus and immigration agents could yield an escalation in business.

What competition exists?

There are approximately 6 - 8 other firms in KZN that offer overseas removals, so there is some competition, but we offer personal attention and care as we are a small family-owned and run business.

How could the profitability of the business be improved?

Expand into other major cities in RSA.

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

The total staff complement is as follows:

4 x packers

1 receptionist 5 days per week 7am to 1.30pm

Part-time bookkeeper (one day per week)

Part-time administrator

full-time management, sales, supervising of packing and loading, etc.

The Packers have all been with the company a minimum of 10 years, with the main gent being with us for 25 years.

Receptionist with the company for 14 years

Do any have management potential?

No real scope for additional management amongst staff.

How involved is the Owner in running the business?

The owners are fully involved in the day to day running of the business.

When does the current lease end?

Lease ends 30th September 2025

What are the trading hours?

Trading hours 7.30am to 4.30pm

What are the main assets of the business?

There is a "Bakkie" and a 3 ton Isuzu truck (with enclosed hard body). There is also a 5m3 enclosed trailer. Asset list will be provided to a serious buyer at due diligence stage. The owner would like to keep the "Bakkie"

Strengths?

Key strenghts include a strong reputation, experienced staff, personal services, and flexible, lean operations with well-established local and international connections.

Weaknesses?

There will always be people relocating, so there is always business to be sourced.
Profitability can be greatly increased if warehousing is already owned by a potential buyer.
Owner and family expenses can also be removed from the bottom line if those are being covered or are reduced by new owner.
There are cross sell opportunities that have not been considered

Opportunities?

Potential growth areas include expanding local and national removals, increasing internet presence, and cross-selling marine insurance

Threats?

Economic fluctuations in destination countries and regional unrest affect demand; the founders are aging and seeking succession as the current management looks to transition.

Other threats to the industry are the inefficiencies of Durban harbour, but there is some improvement there of late, and the proposed buy-outs by international companies of the port facilities will hopefully greatly improve the functioning of the harbour and negate that threat.

What is the reason for the sale?

It is a family-owned and run business, and the founders are in their mid-70s and 80s and no longer have the energy to run and grow the business.

The owner came back from the UK to assist with the running of the business, but has other opportunities available to him that he would like to pursue at this stage of life.