business
for sale



BUSINESS REPORT

Date: **18th November 2026**
Business Reference:**37902**

About the Business:

Family-Owned Removals Company - Property with rental income optional

Trusted, family-owned removals company in the Lowveld—owner-operated, serving homes, businesses, and KNP clients, plus an optional property with steady rental income.

Family-Owned Removals Company - Property with rental income optional



Sector: **Services**

Asking Price:

R 1,450,000

Monthly Profit:

R 43,458

Asset Value:
R 1,096,258

Stock Value:
R 50,000

Yearly Net Profit :
R 521,497

Business Report

Fully describe the business's activities?

The foremost furniture removal company in the Lowveld, with over three decades of trusted service, offers nationwide relocations supported by a reliable fleet and owner‑supervised teams.
Its unique capacity to handle larger consignments sets it apart as the region's most efficient and reliable operator.
In addition to household and business removals, the company also serves as a contractor to operators running seasonal bushcamps in the Kruger National Park, further demonstrating its versatility and trusted reputation.

How does the business operate on a daily basis?

- Operates from a dedicated lot just outside the provincial capital, ensuring easy access to major routes while keeping overheads efficient.
- Daily preparation includes blankets and bubble wrap for consignments, ensuring safe handling of furniture and appliances.
- Fleet includes a super‑link trailer for larger loads, supporting both local and national deliveries.
- Maintains a balanced 50/50 mix between local relocations and long‑distance/national moves, diversifying revenue streams.
- Teams load, transport, and supervise deliveries nationwide, ensuring consistent service quality.
- Owner involvement ensures accountability at every stage — packing, transport, storage, and final placement.
- Provides contracted services to seasonal bushcamps in the Kruger National Park, adding versatility and specialized experience.

What Advertising/Marketing is carried out?

- Clients are reached mainly through referrals and word‑of‑mouth, reflecting decades of reliable service.
- Supported by a basic website and a modest Facebook presence, providing visibility and contact points.
- Positive reviews on platforms such as Hellopeter and Snupit enhance credibility.
- Personal attention to detail from the owners distinguishes the business from larger national operators.
- The owner also successfully relies on paid lead generator services, adding a consistent stream of new client inquiries.

What competition exists?

- Regional competition has reduced, with one of the larger local operators no longer active.
- Remaining competitors are mostly small, single‑truck businesses focused on short‑haul moves.
- National chains compete primarily on scale and brand recognition.
- This business holds a clear advantage through:
- Unique fleet capacity, including a super‑link trailer for larger loads.
- Strong reputation for personal, owner‑supervised service that differentiates it from larger operators.

How could the profitability of the business be improved?

• Expand corporate and seasonal contracts to secure new revenue streams.
• Strengthen digital marketing to attract clients beyond referrals.
• Leverage existing assets — super link trailer and company owned property — to add value.
• Improve fleet scheduling efficiency to reduce operating costs.
• Promote storage services more actively to enhance margins.
* Consider an alternative strategy around VAT

Legal entity and ownership structure ?

• Registered as a private company, ensuring formal compliance and governance.
• Family run management, with principals actively engaged in daily operations.
• Company also owns the operating property, securing reliable annual rental income.
• Property ownership strengthens stability and diversifies revenue streams.
• Combing the business with the property , create a comprehensive and attractive package for prospective buyers.

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

avg 2 years

How involved is the Owner in running the business?

• Actively engaged in daily operations.
• Oversees vehicle maintenance to ensure reliability and compliance.
• Manages all client communication by phone and email, maintaining direct relationships and personal service.
• Personally assists during removals, including loading and off loading.
* Drive one of the trucks
• Reinforces the business's reputation for care and reliability through hands on involvement.

When does the current lease end?

Currently there is no lease -- but Aldes has compensated by adding an additional lease expense should the property not be acquired\
Operated from a family owned plot (also available additionally)

What are the trading hours?

- The business does not maintain fixed trading hours.
- Operations are scheduled according to client requirements, often including early mornings, evenings, and weekends.
- Flexibility in trading hours is a competitive advantage, allowing the business to meet diverse client needs.

Property value

* 3.47ha land size in the Cairn / Nelspruit area
* Multiple income generating dwellings
* Water security with agri potential
* Maintenance equipment included
* Potential to develop storage units

Est market value @ R 3.6 million to R 4.0 million
Outstanding bond @ R2.2 million

Asking price R 3.5 million

What are the main assets of the business?

- 2005 Mercedes closed body truck with superlink closed body trailer
- 2015 FAW closed body truck
- 2018 Ford Ranger 2.2 Supercab
- Tools and packing equipment
- Packing materials and boxes
- Workshop equipment

Strengths?

- Established fleet of trucks and support vehicle.
- Company owned property provides operational stability and generates rental income (optional inclusion).
- Family run management ensures accountability and personal service.
- Lean staffing structure keeps overheads low while maintaining service quality.
- Owner involvement guarantees high standards in vehicle maintenance, client communication, and removals.
- Reputation for care and reliability built through hands on service.
- Operates in a sector of the economy less impacted by instability, offering resilience and consistent demand.

Weaknesses?

- Owner‐dependent operations may limit scalability and succession planning.
- Small staff complement restricts capacity for multiple simultaneous jobs.
- Limited formal incentive schemes for workers beyond ad‐hoc overtime.
- Marketing reliance primarily on referrals, with digital presence underdeveloped.
- Capital expansion may be required to accommodate possible growth.

* Challenges that came with registering for VAT

Opportunities?

- Corporate and seasonal contracts can be expanded to secure new revenue streams.
- Digital marketing offers untapped potential to attract clients beyond referrals.
- Fleet utilization of the super‐link trailer can be optimized to increase efficiency.
- Property ownership provides scope for additional rental income and the possibility of developing self‐storage units.
- Storage services can be promoted more actively to boost margins.
- Exit of a main competitor creates immediate potential to capture additional market share.

* Considering a different business model to avoid the VAT implications

Threats?

- Fuel and vehicle maintenance costs impacting margins.
- Economic fluctuations affecting relocation demand.
- Competition from larger removal companies is less of an issue in the Lowveld, particularly for corporate clients, but remains a broader industry factor.

What is the reason for the sale?

The business have been in the family for decades -- the older generation want to retire and the next generation would like to peruse new initiatives