



Date: **27th February 2026**
Business Reference: **37953**

About the Business:

Established. Asset-backed. Ready for optimization and growth.

This well-established skip hire and waste bin rental business operating in the Cape Winelands has been trading for over 15 years and services a broad customer base across residential, construction, agricultural, and commercial sectors. Supported by a substantial skip fleet and operational vehicles, the business offers consistent demand, repeat customers, and clear scope for operational efficiencies and margin

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Sector: **Services**

Asking Price:

R 3,500,000

Monthly Profit:

R 110,449

Asset Value:

R 1,352,000

Stock Value:

R 0

Yearly Net Profit :

R 1,214,940



Business Report

Fully describe the business's activities?

This business operates in the Winelands and focuses on skip/bin hire, the rental of skip equipment, and related activities.

They provide 2cube and 3cube waste bins / solid waste containers and service the broader Cape Winelands region.

How does the business operate on a daily basis?

The owner typically receives incoming calls or messages from clients wanting a skip for a certain number of days.

He then interacts with his staff and moves skips around as to accommodate the clients' needs.

The staff has their daily routes in which they service the bins and take them to the respective dumps to empty.

Daily operations for a skip hire business include:

- dispatching and collecting skip bins with towing/skip bakkies,
- scheduling, routing and customer communications,
- invoicing and debtor management,
- maintenance of vehicles/trailers, and
- compliance with waste handling rules.

What Advertising/Marketing is carried out?

The business is visible in the public domain.

They do not have a website or Facebook page.

What competition exists?

There is one competitor but this business cannot provide the niche products that the business for sale has.

How could the profitability of the business be improved?

Routing & utilization: reduce fuel per job through better scheduling; improve bin turnaround. (Fuel is one of the largest line items.)

Pricing discipline / surcharge model: formalize fuel surcharges for longer hauls and peak demand periods.

Debtor control: receivables are meaningful; tighten credit terms and collections.

Purchase more skips

What are the main assets of the business?

Skips - aprox 103
Vehicles x 5
Trailers x 4

Asset List on File

Strengths?

- Established operator: Registered 2009 and currently “In Business,” indicating longevity and market presence
- Asset base / capacity: 103 skips plus trailers and vehicles support operational scale.
- Cash Business
- Public presence: Local listings identify the service and provide contact points, supporting inbound enquiries.

Weaknesses?

- Thus growth is limited to the amount of skips you have
- High operating cost sensitivity: Fuel, wages, maintenance and insurance are significant
- Public “ratings” visibility is limited

Opportunities?

- Optimize fleet utilization + routing: direct lever to reduce fuel spend and improve margin.
- Add complementary services: rubble removal/mini skip, builder packages, long term site bins, and business contracts.
- Brand & review development: actively collect Google/Facebook reviews and improve online conversion

Threats?

- Cost inflation risk: fuel and maintenance inflation can materially impact bottom line
- Competitive local market: multiple waste removal providers operate in regions like the Cape Winelands; pricing pressure is common.
- Regulatory/compliance risk: waste handling, dumping site fees, and municipal permitting can affect operating cost and turnaround times

What is the reason for the sale?

The owner has reach a cashflow position where he is comfortable.
To grow the business, he has to incur further capital to grow the amount of skips, a trailer and another vehicle.