business
for sale



BUSINESS REPORT

Date: **31st October 2026**
Business Reference:**36605**

About the Business:

Thriving Industrial Supply Company for Sale: Exceptional Business Opportunity

This thriving industrial supply company is now available for sale, offering an exceptional business opportunity. With a robust customer base and strong supplier partnerships, the company provides a diverse range of top-quality industrial products. Boasting a proven track record of profitability and significant growth potential, this business is perfect for investors or entrepreneurs seeking to make a mark

in the industrial supply sector.

Thriving Industrial Supply Company for Sale: Exceptional Business Opportunity



Sector: **Services**

Asking Price:

R 13,250,000

Monthly Profit:

R 117,707

Asset Value:
R 7,644,042

Stock Value:
R 2,420,466

Yearly Net Profit :
R 1,412,483

Business Report

How are the clients attracted to the business?

As a well-established business, it is well-known in the industry. They regularly engage in client outreach through calls and emails and visit both prospective and existing clients upon request.
Additionally, the business has a well-established website showcasing their extensive product range and services offered.

What Advertising/Marketing is carried out?

Word of Mouth, Referrals, Website and vehicle branding.

What competition exists?

The business faces significant competition and relies on its ability to serve long-standing and new clients through strong inventory availability and competitive pricing. Although price parameters are established, the company remains flexible and will negotiate selectively to win new accounts when appropriate. Inventory policy and forecasting, guided by customer site audits, planned maintenance cycles, and historical demand, drive service levels and stock holdings.

Is the business VAT Registered?

Yes the business is VAT Registered.

What is the total staff complement?

Fourteen including the current owner.

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

The majority of the staff have been with the current owner for the better part of fifteen plus years.

Are they on contract?

Yes all staff are on contract.

What is the square meters of the business?

The total floor size of the business is five hundred square meters.

Why is this a good business?

Proven, uninterrupted track record. Many years of trading in the Springs/East Rand market with a stable, recurring client base and strong reputation.

Consistent growth engine. Year-on-year growth from a small operation to a scaled business, supported by disciplined execution and repeat demand.

Cash-positive, opportunity-ready. Strong cash flow and tight working-capital control enable quick decisions on margin-accretive, short-notice deals.

Digital demand funnel. A well-established website drives inbound enquiries and supports customer retention and cross-sell.

Defensible product leadership. Depth in PPE and targeted customer portfolios, positioned as a one-stop shop across core categories.

Exclusive edge. Sole agent for Promax, creating differentiation, loyalty, and pricing power in key lines.

Specialised service capability. Ability to service specialised applications/industries, strengthening stickiness and switching costs.

Footprint and reach. Daily local coverage (Leslie, Delmas, Springs, Brakpan) with established routes into Johannesburg, Pretoria, and national supply as far as Cape Town.

Low occupancy risk. Owner-owned premises support below-market rental, enhancing margins and operational flexibility.

Attractive normalisation upside. Current MD/owner remuneration of R1,500,000 provides EBITDA uplift potential on transition (role rebalance or partial replacement).