

Consumables Business for Sale Christchurch

Ad ID: 101763

Location: **Christchurch**
Asking: **\$775,000**
Type: **Transport/Automotive / Retail Other**

**Consistent Sales & Margins -
Mostly B2B**

Business for Sale Description

Consumables Business for Sale Christchurch



This business consistently generates over \$2m + GST of sales with 13-14% of turnover falling to the bottom line as "owner profit". Businesses of this nature have historically appealed to Tabak buyers, as there is a consistent & ready demand for its products and services. The product is simple and requires regular replacement (by a semi-skilled and loyal team) which ensures ongoing repeat business.

There is a clearly defined "unique selling proposition" and the business predominantly serves the B2B market, although expanding their modest B2C business is also an option. The stable staff, wide range of clients & industries serviced, and excellent P&E round off what is a compelling offering, with consistent margins and outstanding stock turns.

Main Strengths & Opportunities

- Easy to understand business
- Established business with strong supplier & client relationships
- Very high percentage of repeat customers
- Strong systems in place
- The excellent supplier relationships significantly mitigate any potential "supply chain issues"
- Leverage off the positive economic environment within Christchurch/Canterbury
- Improve Networking & "Value Add" Sales
- Add to the 350+ clients already being serviced by the business

Business Resources

The Staff, Seller & The Buyer

The current owner is the General Manager who oversees operations, and there is very low staff turnover and a team of experienced staff who get the job done. The buyer needs no specialist skills, and whilst a buyer could easily learn the basic skills required within the business, they may be better suited to work "on the business" rather than "in it".

Stock, Plant & Equipment

Tangible assets comprise around \$200k of stock & plant; and the P&E has been modified so it is "fit for purpose". A comprehensive maintenance history on the P&E is also available.

The last time we sold this business, it happened within a matter of weeks. If you like "sales & service" and a busy

CH080621

Sale Price: \$775,000 Net Surplus: \$311,530 EBPITD



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