



# Totalspan Franchise Business for Sale Regional South Island

Ad ID: 107309

Location: **South Island**  
Asking: **\$490,000**  
Type: **Manufacturing / Services-Other**

Steel Buildings; Stunning Profitability and Sales; Regional South Island



## Business for Sale Description

Totalspan Franchise Business for Sale Regional South Island

This business is a Totalspan franchise, with the group established some 35 years ago and with 28 franchise locations throughout New Zealand. The regional Franchise i.e. **NOT based in Christchurch** has been in operation for nearly 20 years and the current owner has been involved for all of that time. The business offers a wide range of roll formed steel buildings all manufactured in a central New Zealand location.

The business model is simple and well supported by the franchisor with excellent systems and processes in place. Brand recognition is very high with catchy national advertising that is well recognised. The working owner is supported by an office manager and construction staff. The historic performance includes both consistent sales and increasing profitability.

This business has provided a very good living to the vendor who now wishes to move on after nearly 20 years at the helm. The business generally operates with a good forward work book, and there are identified opportunities for growth.

The Customer:

The business services customers from the lifestyle, rural, residential and commercial sectors. Business highlights include:

- **A regional leadership position in a very appealing location**
- **High profile, well presented display site near arterial route in to a regional centre**
- **Good marketing and systems in place for the premium brand in the industry**
- **2022FY sales & profit and forward orders remain strong**
- **Strong cash flow business with favourable deposit regime and no stock held**

## Business Resources

Potential for future growth

- **High energy marketing and networking by new owner-operator**
- **Leverage off franchisor relationships and support**
- **Improved management and follow up on sales pipeline**

- **More focus on the “habitable” market and commercial larger span buildings**
- **Upswing in local permits and values bodes well for the future**

The buyer:

The buyer will have a genuine interest in sales and marketing and some experience within, or knowledge of the building industry would be an advantage. Would suit a salesperson within the wider construction sector; a tradesman who wants to get “off the tools” but enjoys sales; or a H&W team who may have a trades background.

Sale Price \$490,000

Net Surplus \$286,345



**Contact:**  
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