

# "Last Mile" Transport Business for Sale Christchurch



## Call Cycle; B2B; Niche Market

### The Business

This business consistently generates \$1.1m + GST in sales with a significant percentage falling to the bottom line. With the founder focused on other ventures, the business has been largely left to self-manage recently, leaving clear opportunities for both revenue and profit growth.

Core clients have been with the business for many years and the goods carried, whilst slightly niche in nature, are firmly within the FMCG category. The model is straightforward and requires no specific technical skills, and a new owner can choose their level of involvement, noting that the stated EBITDA figure is **after** paying circa \$80k to a full-time working owner.

### Clients

The clients, routes and destinations supplied have all been with this business for many years and customers include distribution centres; national carriers and manufacturers/brand owners. There are good barriers to entry and excellent opportunities to expand the business if desired.

## Business Resources

### Staff & Assets

There are very experienced and extremely capable drivers on the team, albeit the opportunity exists for a new owner to take on a driving role – or utilise another experienced individual who may become available. A part time administrator completes the team, who can be retained, or this role filled by a new owner who chooses not to drive. The rolling stock has been well maintained and is in perfect running order, with a market value of circa \$250k, and the specialised facilities within the yard/warehouse will be available to a new owner if they desire.

### The Buyer

There is no specialist skill required here. The existing team largely excel and there is room for the new owner to take a driving role or a support & business development role. If a buyer only wants to spend a few hours per week in the business, that is possible also, but some transport/freight background would be useful.

**First time on the market - this is a high-quality business only available due to our vendor's other priorities!**

**Sale Price \$1,000,000 incl. stock & plant**

**EBITDA \$409,460**

Location: **Canterbury**

**\$1,000,000**

Asking: **including stock & plant**

Type: **Transport/Automotive**

## Contact:

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