

Manufacture and Sales Business for Sale Canterbury



Primary Sector; Established & Profitable; Excellent Margins; Environmentally Sustainable

Background

This excellent business now generating circa \$1m in annual sales ticks all the boxes, and for all the right reasons:

- Established and profitable
- Unbeatable margins & modest overheads
- Relatively simple manufacturing and established recipes/procedures
- Compliant within its regulatory environment
- Recent peer-reviewed published scientific paper, showing industry-leading breakthrough in reducing nitrate leaching (91%) & nitrous oxide emissions, while increasing dairy production (14%) & profit
- International and local recognition for being the best within Asia Pacific
- Proven and sustainable with measurable pastoral benefits
- Reduces nitrates and propensity for erosion
- Sales rebounding strongly after a distribution reset several years ago
- Clearly identified opportunities for improvement
- Modest market share but huge opportunity
- Owner & wife collectively work less than 1 x FTE
- Established manufacturing facility but could be relocated

Business Resources

The Seller; The Buyer

The owner has not enjoyed good health for a few years and now needs to pass the mantle to a more energetic owner who can also be passionate about “giving back” to the planet as well as operating a very profitable business. The brands and products available through this business are biologically formulated and deliver outcomes that are acknowledged and valued by its customers.

The successful purchaser could generate significant income and sustainable return on investment by applying the following attributes:

- Being comfortable working alongside sales commission agents

Location: **Canterbury**

Asking: **\$1,100,000**
incl. stock & plant

Type: **Manufacturing**

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Tabak Business Sales
(Christchurch)

Licensed REAA 2008
Broker Ref: L001775



·Understanding all aspects of keeping all business clients, suppliers and stakeholders happy

·Wants to feel great about the clear benefits to the environment arising from their products

·Wants to increase the scale of this business three-fold in the next few years, which is currently forecast to be very achievable.

Premises

The business currently operates from a purpose-built outbuilding on a lifestyle block, and rent-free occupancy will be provided to the new business owner for the first twelve months, after which a fair rent will be negotiated. Ultimately a relocation of the business could easily be to a lifestyle block; or a small industrial building anywhere within Canterbury or even New Zealand, but any new owner is encouraged to become fully familiar with the business and manufacturing process prior to any relocation.