

Commercial and Industrial Installation Business for Sale Auckland

Ad ID: 69645

Location: **Auckland**
Asking: **\$845,000**
Type: **Services-Other**



This is a great opportunity to purchase an established installation business with a well-known and respected brand in its sector.

Business for Sale Description

Commercial and Industrial Installation Business for Sale Auckland

The systems they install are required by law in specified industrial, commercial and residential buildings. In some cases, buildings need to be retrofitted to meet both regulatory and insurance requirements. No major new commercial or industrial buildings can be built without the installation of the required products.

Compliance standards require all second-tier subcontractor installers to be AS/NZS ISO9001:2015 Quality Management System certified. The business received its certification in February 2018. This represents a significant barrier to entry.

In addition, the business continues to impress its customers, recently winning "Subcontractor of the Month" on a 29 storey building in Auckland's CBD as well as "Top Rated Contractor" from a major building company based on 11 assessed criteria.

Recent successes subsequent to balance date, have included a large contract requiring ongoing work over the next 12 to 18 months. An additional 6 installers have been employed to complete this work which will provide additional revenue of \$1.2 million over this period.

Business strengths

- Known and respected brand
- Fundamentally simple business model

- 8 installation staff to manage
- Mainly Monday to Friday operation
- In-house developed staff training courses
- Good pipeline of ongoing project leads
- AS/NZS ISO9001:2015 Quality Management System certified

Business Resources

The buyer

The ideal owner of this business is someone who has a sales and marketing or business development background. In addition, they will want to grow the product range and services the business offers. Or perhaps their skills are more project or engineering based and are able to systemize and automate the business to suit their requirements.

Net Surplus: \$300,958 (actual FY18 results)

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