

## HA0082 – Cable Harness Manufacturing business for sale

### Business overview

- A great opportunity to acquire a long established privately owned company operating for over 40 years and specialising in the manufacture of cable harnesses and electrical/mechanical sub-assemblies.
- The company has a long history of consistently high profitability with a highly experienced and very capable management team who currently run the business with minimal input from the Director/Owner.
- The company has a strong balance sheet with no borrowings and its own cash reserves.
- The company has an enviable reputation for quality and the development of innovative cable harnessing solutions. The business does not have a sales team, therefore significant levels of growth could be gained by employing a salesman.
- This business would compliment a larger firm that wishes to broaden its offering in this area or which seeks to gain entry into this specialist sector.
- This business has forged excellent working relationships and high levels of repeat business with a client base across UK and mainland Europe, including some blue chip companies.

### Products and Services

- Well known within the industry, the company operates from a purpose built factory in the UK with a sub-contract facility in China, both of which operate to strict quality control standards with modern plant and machinery.
- The company is located in the South West of England with good transport links.

**Premises:** Modern purpose built industrial unit 18,000 sq. ft. available for lease.

**Reason for sale:** Owner wishes to retire.

### Financial overview

2009 was a better year than usual, due to a short term contract which was highly profitable. This contract may get repeated in the future.

<i>Year ending 31 January</i>	<i>2007</i>	<i>2008</i>	<i>2009</i>	<i>2010</i>
Sales revenue	£2,003,000	£2,324,000	£2,817,000	£2,252,000
Gross Profit	£748,000	£861,000	£1,055,000	£783,000
Profit Before Tax	£150,000	£285,000	£472,000	£246,000

## Offers invited