
HA0113 – Packaging Distribution business for sale

Business overview

- Unique opportunity to acquire a profitable “bolt-on” packaging distribution business, with a large local customer base - No rent, rates or staff TUPE issues.
- Established 20 years ago, the company has steadily developed a database of over 2,200 customers, 720 of which actively traded last year. The largest customer representing only 3% of its turnover – this business does not rely excessively on any large customers.
- In the current business model, the Sales Manager secures 60% of new business by calling in on local businesses. The remaining 40% of company sales originate from inbound phone calls and faxes (a full telesales operation could be established). The Sales Manager has agreed to stay on to facilitate a smooth handover.
- With a ready-made database of customers, this business would be an ideal ‘bolt-on’ for a company with existing warehouse facilities, contributing an additional £112k in operational profits from day one. Company logo’d delivery Renault Master Van (owned with no debt); Office/Warehouse staff can also be made available.
- The business provides its services to a loyal customer base within the mid and southern Home Counties.
- Company offices and warehouses are based in Basingstoke and customers spread throughout Hampshire, Wiltshire, Berkshire, Dorset and Somerset.
- The delivery van follows around the same route 1-3 days after the Sales Manager collecting cash or cheque from around two-thirds of customers (remaining customers on credit). A joint delivery/sales person could be considered to reduce fuel costs and sales costs along with one salary. Average stock £30,000.

Employees: 1 Sales Manager (during handover only) **Premises:** None

Reason for sale: Sales Manager soon to retire. A full handover can be agreed.

Financial overview

<i>Annual</i>	<i>2009</i>
Sales Revenue	£280,000
Ave. Gross Margin (40 %)	£122,000
NET PROFIT	£28,000
<i>Percentage</i>	<i>10%</i>

Offers Invited