



Sale/Install/Service of Ducted Vacuum, Video & Audio Intercom, Security & CCTV Systems & Related Products

The business provides its products and services to the domestic, commercial and retail markets. It specialises in the sale, installation and service of Ducted Vacuum, Audio/Visual Intercoms, Security, CCTV systems and to a lesser extent, installing Solar Pool Heating Systems and Safes.

The installations the business undertakes are usually whilst the home or business is under construction or alternatively the products can be installed as a retro-fit in an existing dwelling. The business liaises with the owner or the agent - often the architect or builder - to complete the works in several stages.

The brand has been established for many years and the current owners have operated the business for over 15 years and during this time, have built a solid reputation as a quality operator in Western Australia. This is achieved via the business's experience, along with the systems and staff in place. The owner works full time in the business, overseeing the business and financial aspects, with his spouse working in the business on a part time basis assisting with the administration, account management and quotes. The business also has 3 x Installer/Service Technicians and 1 x Office Staff Member who job shares with the owner's spouse.

The clients comprise both homeowners and business owners and there are contracts in place for each of the jobs undertaken, although as mentioned above often the builder or architect will be managing the process on behalf of the property owner. The business also has recurring and ongoing income it receives for Security Monitoring Fees, paid in advance, which is good for cash flow. The business operates from a showroom and warehouse and is normally open 5 ½ days per week except Public Holidays and Saturdays of Long Weekends.

The Vendor feels there are further opportunities for expansion should the new owner decide to grow the business, including offering aligned products.

Price

SOLD

Property Type

business

Agent Details

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Office Details

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The benefits of this business include repeat business, established referral sources, excellent reputation and trading history, well known products and brands, long standing customer base, good relationships with suppliers, variety of products sold (so the business is not reliant on one product), infrastructure in place, developed policies and procedures in place, and experienced long standing loyal staff to undertake the work.

This business could be suitable for an experienced operator or someone wishing to commence their first business because a handover is to be provided.

Asking Price includes Vehicles, Plant and Equipment, Stock and Goodwill.

To submit an enquiry please click on the "Confidentiality Agreement" button. We have an Information Memorandum available which interest parties can have access to after completing the Confidentiality Agreement. If you have any questions, please contact the Zircom Office.