



SOLD

Contracted Maintenance Business - Fire Systems and Fire Equipment Services

This business specialises in the required maintenance (WA Regulations) of wet fire, dry fire and passive fire equipment with the organic servicing/repairs and installation/upgrading of said equipment included.

The business operates in Western Australia, mostly servicing the Perth metropolitan area and provides a complete offering to its clients.

The following is a broad summary of the services provided by the business. This includes servicing, repairing (including 24 hours emergency response), maintaining, upgrading and recording all works and inspections of the following systems and equipment:

- Automatic Fire Detection and Evacuation Systems
- Automatic Fire Suppressions Systems
- Automatic Fire Sprinkler Systems
- Automatic Fire Hydrant Systems
- Automatic Fire Booster Pumps
- Passive Fire Systems – Fire Rated Doors & Fire Rated Penetrations
- Fire Extinguishers
- Fire Hose Reels
- Fire Hydrants
- Building Evacuation Training (to WA regulations)

These activities are carried out in strict accordance with the required Australian Standards, Government regulations and the WA Fire Brigade requirements. The works carried out for inspection and testing are in accordance with agreed contracts. All work is delivered by a team of trained technicians (direct employees not contractors) and the fleet of fully equipped service vehicles.

The business has fully developed COVID procedures for ALL sites we conduct work on, fully vaccinated employees and sites inductions to our clients requirements.

Price

SOLD

Property Type

Business

Agent Details

Catherine Jones & David Screaigh -
(08) 9409 2266

Office Details

Zircom Business Brokers
(08) 9409 2266



ZIRCOM
Business Brokers

The business operates mostly in the commercial and government markets which include property management groups, hospitals, childcare centres and Government Departments and Shires.

Sales are mainly automatic due to the nature of the compliance obligations that come with the contracted maintenance agreements held with our clients. However, sales are also generated by breakdown/repair works, referrals, repeat custom and tenders. The business has been operating for many years, so there is a large amount of repeat business and word of mouth/referrals.

The business is run under management, so the owner is no longer involved with the day to day operations of the business. There is a good infrastructure of long term, experienced staffing in place which enables the business to operate efficiently and professionally.

It could be an excellent bolt-on for an aligned company with an interest in entering this field and adding specialist capabilities to their business group. It could also suit an international or eastern states based company already operating in a similar industry who is wanting to establish a presence in Western Australia. The business group is of a good scale and could also be suitable for someone wanting a "stand-alone" business in this industry which they could potentially grow and expand further.

This opportunity could be a very good strategic acquisition for the right buyer or business group.

Asking Price \$850,000 plus Goodwill via EOI:

Vehicles, Plant & Equipment - \$800,000

Stock (estimate) - \$50,000

Goodwill - via Expressions of Interest, expected to be circa \$2.5m

The Seller has requested that potential buyers be qualified for finance prior to progressing further. Due to the confidential nature of this transaction, further information will only be provided to parties which have been approved by the Seller.

We have an Information Memorandum available which interested parties can have access to after completing a confidentiality agreement (button on RHS) on our website. When completing the form, please provide as much information as possible so we can understand your company's circumstances, broad acquisition strategy/criteria and level of funding availability. We will be forwarding this to the Seller for their approval to release the Information Memorandum. The Information Memorandum explains the opportunity in detail, so you can better determine whether to progress further to meeting or a teleconference with the Seller and ourselves.