

**SOLD**

Safety Products Supplier, including Industrial Work Clothing & Footwear

The business has been operating for many years and specialises in the supply of safety and related products which includes a wide range of items such as industrial clothing and footwear, gloves, head, eye and face protection, respiratory, signage, fire extinguishers, first aid, hygiene and washroom products. The business services the general market as work wear and safety products are required by many businesses and individual consumers. The business operates both a B2B and B2C model, as it sells its products to other businesses and also to individual consumers. B2B sales relationships have been developed over many years and are continually developing and typically have a longer lifespan. Consumers also visit the store and purchase products on the spot. It services a number of industries including construction, mining, government, manufacturing, education and agriculture, so is diversified.

The business has strong relationships with suppliers which have been in place for many years. They are on a level playing field with other larger companies in relation to the pricing structures. This is positive as it enables them to compete with larger companies where necessary, and provide a better level of personal service. The business operates from a well located premises and has a warehouse and also a show room where customers can view and purchase the products if needed. The premises is available for lease or purchase. There is also a website which has online shopping capabilities, so customers can purchase directly from the website if they prefer. The owner of the business works in the business on a full time basis. His main role is to oversee the running of the business and he is also currently undertaking a sales role. The staff are trained and have the knowledge and experience required to assist customers as needed.

This business is of good scale and could be suitable for a “bolt on” to a company aligned to this field who is seeking to obtain further economies of scale and/or leverage. It could also suit parties with a similar industry background (overseas

Price

SOLD

Property Type

Business

Agent Details

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Office Details

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company/migrant or eastern states company) wanting to commence a business in this field in Western Australia – and establish a base with a sizeable scale and good infrastructure. Alternatively, it could suit an owner operator with a similar industry background.

The Vendor has advised he is transitioning to retirement, so is able to assist the Purchaser with a handover if needed.

Asking Price: \$145,000 stock (estimate); \$70,000 Vehicles, Plant & Equipment; \$285,000 for Goodwill.

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