



Fencing Business: Supply and Installation of Fencing

This fencing business operates from a home office based North of the river, and might suit a number of buyers including a FIFO worker(s) wishing to relocate back to Perth. It specialises in the supply and installation of boundary fencing (approx.50%), Asbestos removal (approx. 25%), pool fencing, retaining walls and gates in aluminium and steel. The business also supplies and installs timber fencing. Most of the work is undertaken within a 20km radius around the Owner's residence. The products are marketed to customers via the website, internet advertising and via social media. A large amount of business is from referrals and repeat customers.

The business has built a solid reputation as a quality operator in the Northern Suburbs. They offer householders, builders and developers exceptional quality and value for money on a vast range of boundary fencing, asbestos removal, pool fencing, gate products and retaining walls. They pride themselves on having a high standard of workmanship. The business's sales are driven not just from the desire of people to improve the look and security of their properties, but also by Government regulations requiring that properties and pools be fenced.

There is a diverse customer and referral base including builders, developers, retaining and Colorbond suppliers and residential customers. As the business has been operating for several years, it has built up a clientele of repeat customers. The broad process is to provide an onsite quote. A signed quote is needed to confirm the job, then once the job is confirmed, the necessary materials are ordered through the various suppliers, then the installation is undertaken. It is the responsibility of customers to obtain neighbour's signatures, survey pegs (if appropriate) and permits from the local shire if applicable. The business provides the customers with guidance in these areas, based on experience.

The owner of the business works in the business on a full time basis. His main roles in the business are to quote jobs, order materials, schedule jobs, general administration and undertaking installation work in conjunction with subcontractor(s). A bookkeeper handles the bookkeeping duties which he

Price	\$180,000
Property Type	business

Agent Details

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advises is minimal.

Operating from a home office suits the circumstances of the Vendor and the type of business, because materials are collected using the truck, so there is no need for a warehouse or factory. It is expected that purchasers would continue the business in the same manner.

The benefits of this business include, scope for further development, an established customer base, relationships with experienced fencing subcontractors and labourers, procedures and a good reputation with customers. A new owner would also receive the benefit of any forward orders. The business has the vehicle, plant and equipment needed to run the business.

This business is now of a sizeable and profitable scale and could be suitable for an experienced operator or someone wishing to enter the industry because a handover is to be provided.

Asking Price includes Vehicle 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.