



For Sale

Location: **Sydney**
Asking: **\$285,000 + SAV**
Type: **Services-Other**

Established over 70 years, Direct Niche Trade Supplies

CSBB5004

- * Sales circa \$2.5Mil
- * Direct imports for retail trade supply
- * 30 years with current owners
- * Exclusive high demand brands with strong profit margins
- * Extensive product range for both domestic and commercial sectors.
- * Prime growth potential through online expansion and product innovation

With a legacy spanning many decades, this business has earned a reputation as a trusted leader within their industry.

Operating out of two strategic locations in Western Sydney as a 'one-stop shop', the business offers the biggest selection of products specifically tailored to meet the needs of its niche trade industry.

The company is the largest N.S.W. owned wholesale direct supplier within the industry. It has consistently maintained a market-leading position through its exclusive, high-demand products. Its extensive range, and exclusive brands, which are all manufactured overseas, has helped build a loyal customer base and ensure continued success.

A key strength of the business lies in its portfolio of exclusive products, strong and extensive supplier relationships; offering a significant competitive advantage. These relationships will be transferred seamlessly to a new owner.

Additionally, the business benefits from a proprietary software system that streamlines operations, providing efficient management of its dual-location operations.

Looking ahead, there are considerable opportunities for growth. These include expanding the online presence to become an online one-stop shop, tapping into vertical growth by introducing complementary product categories, and further developing exclusive product lines for commercial and trade sales.

The company has spent just over 12 months establishing a new commercial range of high volume products. This product range will give a distinct edge over any direct competitor.

Further opportunities for expansion include scaling its higher-margin commercial operations, exploring regional or interstate markets, and capitalising on the digital transformation of sales channels.

The current owners are committed to a smooth transition, offering full training and support.

The owners are looking to pursue other business opportunities, and will be negotiable for a decisive buyer.

Contact:

Stephen Wray
0411 590 115

aubizbuysell.com.au/126382

Business Brokers Network
Australia
Broker Ref: 23414

