

Sold



## Import, Sales Service Biz – Facilities Infrastructure

Well-established business with limited competition in NZ, imports, sells and services a leading innovative product with the sole distribution rights for NZ, Australia and the Pacific Islands. The business has developed a strong market position and most sales are re-orders rather than quotes. It also provides the vendor a lifestyle with site visits to beautiful places in NZ & the Pacific.

The product is fulfilling a service need in affluent leisure markets. Sales are B2B with a small but growing rebate as well. Income is from sales, service and parts supply. Installs & repairs are done by clients & their contractors.

Despite Covid, Cash surplus is \$291,000 in 2022 & 397,000 in 2023

The brand has a very strong reputation in its primary market and a growing solid reputation in a second, larger market for top quality products & service.

Operationally, the vendor does minor plug & play repair work at the warehouse on Auckland's North Shore (this can easily be outsourced & the business could be relocated if required).

Price SOLD

Ref 3080

### Agent Details

Michael Keeton – 021 500 151

### Office Details

Barker Business Brokerage  
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More technical repair work is outsourced to an electrician while product installation is administered by clients.

In addition to product ordering & supply (where the vendor has managed logistical challenges well), the vendor's main role is to build & maintain relationships with new & existing clients. The vendor is open to discussions of continuing to work on a contract basis.

The business could suit a range of parties, from sales & relationship-building people, to those from industrial or manufacturing backgrounds or just people keen to get into a good industry.

**Asking \$600,000 (+ GST if any) including stock at \$200k & tangible assets at \$26k**

For more information, visit the Barker Business Brokerage website, search reference number 3080 and submit the online Confidentiality Agreement. Once Michael receives your expression of interest he will be in touch regarding further information about this opportunity.

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