



## SOLUTIONS BUILT TO KEEP NORTHLAND MOVING



### Industrial Services – Corporate & Council Accounts – EBIPTDA \$754,000

This well-established business has been keeping Northland running for over twenty years. They provide a full suite of engineering services for heavy vehicles, machinery, equipment and structures. Their full service offering allows them to retain corporate, fleet and council clients rather than chasing one-off jobs.

No technical background is needed to own it. The current owner came from a corporate rather than a trade background, and the business reflects that, with strong systems, a deliberate focus on higher value customers and a gross margin that has risen from 32% to 44% over three years.

The technical capability sits with a team of specialist technicians, each an expert in their own field and cross trained across the others. That leaves the owner free to focus on growing the business through sales and customer relationships.

- EBIPTDA of \$754,000 in FY26, with a three year average of \$618,000
- Revenue of circa \$2.36 million
- Gross margin improved from 32% to 44% over three years
- Forward work includes a \$500,000 project scheduled for

Price \$1,700,000

Ref 4067

#### Agent Details

Joel Costello – 021 229 8070

#### Office Details

Barker Business Brokerage  
0064 9 448 1285



December

- Largest customer account circa 15% of revenue
- Gold rated safety accreditation, opening work that lower rated operators cannot bid for
- Minimal working capital and no significant stock holding
- New lease secured through to 2035
- A new market already in development with the potential to exceed the current business
- Further upside as the construction sector recovers
- No trade qualification required

Asking price \$1,700,000, including \$140,000 of plant and equipment and \$50,000 of stock.

If you are interested and would like more information about this business, please visit the Barker Business Brokerage website, search reference number 4067 and submit the online Confidentiality Agreement. Once Joel receives your expression of interest, he will be in touch.

\*Source of information – Supplied by the Business Owner.  
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