

AN ATTRACTIVE BUSINESS – TYPICAL FEATURES

- 5 day trading
- Broad base of customers covering a wide geographical area
- Scope to introduce new product lines to existing customers
- Scope to improve efficiency through increased automation
- High growth industry
- Growth not restricted geographically (freight a minor component of the delivered price)
- Up-market product, less price sensitive clientele
- Established momentum for continued growth
- Well systemised and documented
- Not location-sensitive
- Excellent name in the market
- Not technically difficult to master
- Room in existing factory for significant expansion of operation
- Business may be held back by the current owners who may not have the skill to grow with the business
- Genuine reasons for selling
- Large enough to support a management structure