



Acquisition & Merger Specialists

Project: ANTENOR EBD 1356

FOR SALE

JANITORIAL SUPPLY COMPANY

£400,000 T/O @ 48% G P

SCOTLAND

Our Service to our clients

Marketing

Valuation Report

Acquisition or Merger Services

In Search Of Excellence
Established 1989

European Business Development

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Location:

The business is based in Glasgow, delivering within a 40 mile radius in Lanarkshire, Ayrshire, Renfrewshire, West Lothian, Dunbartonshire and to Edinburgh.

Key features:

- Established about 27 years
- 750 customers
- Annualised turnover at current activity level about £400k
- Reported gross profit about 48%
- Retirement sale

Products:

~ Paper products, cleaning chemicals, janitorial products, bar supplies, gloves and nursing products

Financial performance:

Accounting periods December £k	Forecast 2004	2003	2002
Turnover	400	377	415
Gross profit	190	169	207
Gross Margin %	48	45	50

Management & staff:

- Controlled by the owner who is now exiting
- 2 sales reps, 2 drivers, warehouse/ stock controller, 2 office staff

Premises:

- Purpose built modern freehold warehouse unit of approximately 5,500 square feet

Price:

£425,000 to include the freehold premises

Further information:

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