



Acquisition & Merger Specialists

Project: Anchises EBD 1352

FOR SALE

JANITORIAL SUPPLY COMPANY

£600,000 T/O @ 40% G P

SOUTH WEST

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 operates from North Devon, its position providing excellent access to the South West peninsula trunk road network.

Key features:

- Cleaning and janitorial distributor established 20 years
- Turnover about £600k (2004 plan)
- Good average gross margin
- 1500 customers in Devon and Cornwall: leisure, contract cleaning, public sector and corporate
- Excellent modern freehold premises
- Solid business with good client retention and financial track record

Products:

- Cleaning, laundry, hygiene, janitorial, catering disposables, coffee and other beverages, motor trade chemicals and supplies

Financial performance:

£K – Accounting to December	2004 plan	2003	2002
Turnover	600	544	598
Gross profit	240	217	216
Gross margin %	40	40	36

Management & staff

- Controlled by the owner who is retiring after 14 years in the business
- 5 sales representatives
- 2 drivers
- 1 warehouseman

Premises

- 2 adjacent modern warehouse units totaling some 2,500 square feet

Further information:

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