

Businesses for sale

Tiny homes but big opportunity

ABC Business Sales has a unique opportunity to join New Zealand Tiny Homes Limited as the Upper North Island licensee.

Daren Leng of ABC, who is marketing the opportunity, says this is ideal for people who want to enter the real estate market and who love tiny homes.

New Zealand Tiny Homes was formed by Jamie and Kylie Cameron after they saw a gap in the market for high-quality smaller homes that could be transported to anywhere in New Zealand, opening their factory in September 2018. "There has been a lot of blood, sweat, and tears involved to get the design, build, and compliance of the Tiny Homes to the level they are at now," says Leng.

The licensed trading partner for the Upper North Island, will run on a similar basis to the company's South Island operation, with the licensee having their own building facility and sales office, supported by marketing from the head office. The new licensing area, from the Waitomo in the south to Cape Reinga in the north, houses the largest population centres in New Zealand with great opportunities to grow the business.

"NZ Tiny Homes will assist setting up the operation, ideally located in Auckland or Hamilton," says Leng.

"The aim is to have an operation with a team of subcontractors who build and fit out the homes, including plumbing and electrics."

The licensee would also have at



An example of the work done by New Zealand Tiny Homes.

least one show home as a sales office, with existing agents acting as the sales team and referring jobs.

Leng says that the year one goal is to sell and build 29 homes.

"The rewards are exceptional based on these numbers. The vendor can work through various models with the purchaser to assist in financial planning and so on."

He adds this is a great opportunity to get on board in the small, affordable homes market.

Contact: Daren Leng, ABC Business Sales, 021 027 86045

Steel fabrication firm for sale

An Auckland-based business specialising in steel fabrication is on the market.

The business that produces high-quality fabrications in mild steel, stainless and alloy, fold, and roll and cut laser cutting (with a fibre laser machine) has been in operation for over half a century.

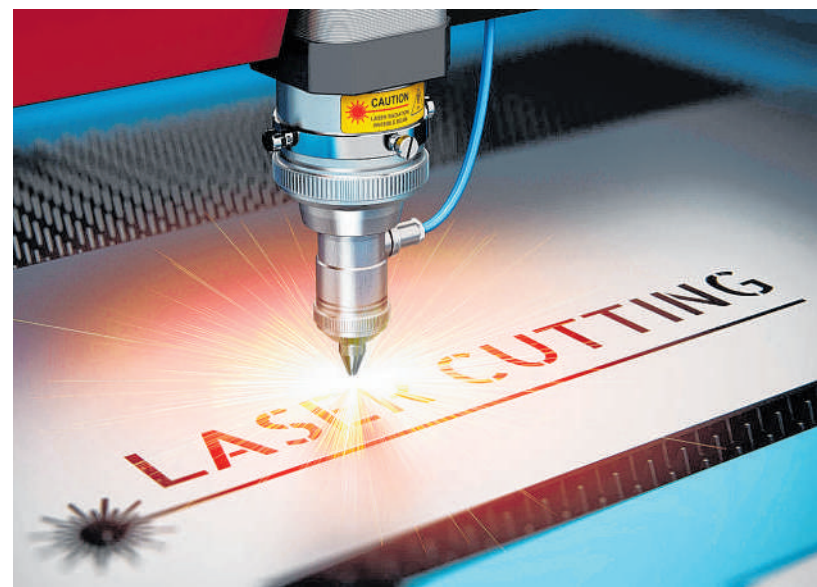
LINK Business Broker Serdar Kabul, who is marketing the opportunity says: "This is an engineering business that is capable of any function required at short notice, such as in-house laser cutting. They have highly experienced staff who have over 70 years' experience in engineering between them."

Kabul, who has an engineering degree and works with many engineering businesses, says the business could be a perfect fit for an existing engineering company or an entrepreneurial person who likes high profits.

He said the centrally-located growing steel fabrication business had a revenue of over \$1.4 million, with a very high profit of over \$488,000 in the last financial year.

"This growth pattern is likely to continue with the current demand for bespoke steel products. It is suitable for smart investors or an ambitious individual to take this rapidly growing business to the next level. Overseas investors are also welcomed."

Kabul highlighted that at the beginning of Covid-19, many companies



The business has had revenue of more than \$1.4 million

started racing to create something different to stand out from their competition, leading to an increased demand for bespoke products.

This engineering workshop has been in a business for years so has a highly skilled and experienced team and enjoys a strong, long-standing customer database. The current owner is ready to stay in the businesses to ensure a smooth transaction. "This gives the new business owner a chance to get on board with

minimal risk and to learn the business through the transition period while the current vendor can still actively run the business." Kabul says.

"This is an excellent opportunity to be part of a rapidly growing industry. This business provides a lot of value to the community. It would be a tremendous joy for the new owners to be part of the growth and expansion." **Contact:** Serdar Kabul, Link Business, 021 188 6144 or serdar.kabul@linkbusiness.co.nz

The Platform Return \$320,000+ Canterbury



The Platform is a bar, restaurant and cafe with an appreciation for local history and an aim to serve good quality, delicious food and drink to the Mandeville community and beyond. The key highlights include great location, new fit out, experienced & well-trained team in place, and is currently virtually full managed.

Asking \$899,000

Donna Apes 027 570 1872

Ref 32348

Atkinson & Dossett Market Value of Assets Circa \$1.6M - Canterbury



This well-known business has a strong 70-year trading history from a high-profile site in Pleasant Point. There is a diversity of income from the Challenge Service Station, School Bus, Coach Business, Mechanical Workshop plus Post Office. The loyal & local customer base enjoys first-class customer service which results in consistent revenues & profits. It also comes with an option to purchase the freehold.

\$1,685,000 + stock

David Moore 021 129 9650
Alex Ingrosso 027 815 8156

Ref 32290

Freehold Lifestyle Enterprise Turnover \$1M+ - Manawatu



Flat Hills Cafe and Tourist Park offer its owners an amazing life incorporating a thriving cafe operation together with 2 beautiful homes. Situated on State Highway 1 at roughly halfway between Wellington and Taupo, it is a fantastic stopping point. Enjoys diverse revenue streams from the cafe, camping ground plus the additions of activities like the maze and feeding the farm animals.

Asking \$1,950,000

Steve Davey 027 257 6856

Ref 32335

Fitness Gear - Sales & Leasing Home Based Waikato



Established and reputable franchise brand in the sought after health and fitness sector. This business sells and leases quality fitness equipment to mainly domestic clients across the Waikato region. Fantastic opportunity for working owner/couple, who want a flexible home-based business, generating \$200,000 EBPIDT.

Asking \$560,000

Tony Begbie 029 200 6515

Ref 32350

Health 2000 No Competition Timaru



Ideal for an owner who is keen to get in and grow this business from a very solid base, with a complimentary wholefoods cafe next door. It provides the new owner with trained and experienced staff, stockists of a wide range of natural products such as sports nutrition, skincare, organic foods, herbs and vitamins. There is no other shop of this type in the Timaru region.

Asking \$320,000

Derek Lough 021 151 6241
Mark Talbot 027 204 3625

Ref 32360

NZ Tiny Homes Huge Opportunity Upper North Island



Become a Licensed Trading Partner with NZ Tiny Homes by building and supplying premium tiny homes from the Waikato to Cape Reinga. With a strong head office, proven systems, great designs and sales agents already in place, you should hit the ground running. You will need to have access to a team of quality builders and contractors in order to develop the region and reap the rewards.

Asking \$350,000

Daren Leng 021 0278 6045

Ref 32253

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BUSINESSES FOR SALE



Feast on Mexicali profits

One of the top three Mexicali Fresh operations at Constellation Drive on Auckland's North Shore is being presented for the first time to market by Nick Giles of LINK Business Broking.

Mexicali Fresh has led the Mexican food evolution in New Zealand since 2005, serving giant American-style burritos and Mexican beer in a colourful casual atmosphere. The company's ethos is to provide healthy and delicious food made fresh in-store every day, using locally-sourced ingredients.

"There seems to be an insatiable appetite for fast, casual but interesting and fresh food and the company's signature dishes such as the Longboard Burrito and California Burrito are always in high demand," says Giles.

The current owner has had the store since inception in 2013.

"It's a family-led business run by young, vibrant people who have massive experience and genuine passion for their product.

"The market is going in the right direction. Mexicali Fresh is an emerging brand in fast-casual dining and New Zealand is catching up all the time with the States and Australia where the concept is well-established".

Constellation Drive is a major arterial route feeding from North Shore



One of the top three Mexicali branches, in Constellation Drive North Shore, is for sale.

suburbs to the northern motorway, with a big catchment from the surrounding commercial business parks

and residential suburbs.

The store itself is superbly presented with a vaulted ceiling and

bright, colourful decor, surrounded by ample parking.

Giles says "While it is already a

very solid business, there is room for a dynamic owner operator to take this place to the next level. Providing meetings and functions catering to the small businesses in the area is an area of strong potential growth".

Food costs are well controlled at just over 25 percent and fully managed wages are at 26.24 percent. The restaurant has seating for up to 60 patrons and has a full liquor licence to lam.

"The staff are superbly trained and the manager has been at this store since the opening day back in 2013," says Giles.

"The business has grown year-on-year since it opened. Costs are exceptionally well controlled and this is impressive considering that it is run entirely under management".

"Sales have bounced back exceptionally quickly after Covid-19 lock downs and the business enjoys weekly sales of around \$23,000 per week including GST.

"This year is on track to show another stellar result."

Giles adds that the healthy profits show surpluses over the past few years between \$215,000 to \$250,000 a year. The business is available now for \$595,000 plus stock.

Contact: Nick Giles, Link Business Broking, 021 676 832 nick.giles@linkbusiness.co.nz

Engineering firm well placed for big projects

An innovative construction business in the South Island is for sale.

The structural engineering business is the largest enterprise in the region, offering architectural, metal work, fabrication, fencing and gates and more. Previous projects include infrastructure, schools, and shopping centres.

"It is helping the region grow and expand with safe buildings," says LINK Broker Serdar Kabul, who has an engineering degree and industry experience.

"Steel frame construction is a very popular structural solution for multi-level buildings. The demand for structural steel will continue to grow into the future."

The growing enterprise, with a revenue of over \$4 million and profit of over \$1.2 million in the last year, is available in the South Island. Kabul anticipates growing demand for steel construction will provide more opportunities to grow the business

"Smart investors or an ambitious individual could take this rapidly growing business to the next level. It is an industry that you can see a huge growth."

Changing construction methods in the wake of the 2011 Christchurch earthquake have rapidly boosted the use of structural steel, and Kabul says there is opportunity to diversify

revenue streams into other areas. He points out increased government infrastructure spending, through the New Zealand Upgrade Programme as part of the pandemic economic recovery programme, will benefit the construction industry.

The enterprise has a proven capability to deliver large projects on time



LINK Broker Serdar Kabul.

and on budget, with capacity to grow the workshop further.

It has a highly skilled and experienced workforce and the current owner is prepared to stay in the businesses to ensure a smooth transition.

"This gives the new business owner a chance to get on board with minimal risk, while learning the business through the transition period. This is the opportunity to be part of a rapidly growing industry, operating this go-to enterprise in a unique location in the South Island.

Contact: Serdar Kabul, Link Business, 021 188 6144

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www.abcbusiness.co.nz

Naturally Organic Food Store Auckland



The store offers a wide range of products across key, high demand categories - organic grocery, free-range & organic meats, organic fruits and vegetables, health and beauty, baby, beverages, bakery and chilled sectors. It continues to deliver a reliable turnover with consistently improved gross margin and net profits over the past 3-4 years.

Price on Application

**Richard Stevens 021 375 149
Lester de Vere 027 459 9773**

Ref 32204

Mental Health Practice EBPITD \$200,000+ Auckland



Established 10 years ago, this business is one of the leading and well-known independent psychological assessment and treatment providers. It is situated in an advantageous location and has contracts with numerous government & private entities, ensuring a regular workflow of clientele. The business has made normalised EBPITD \$199,000 as at Dec 2020 (FY 21).

Asking \$625,000

Pauras Rege 021 155 8107

Ref 32184

Carpet Cleaning Earnings \$175,000+ p.a - Auckland



High-growth opportunity to be your own boss with this premium carpet and upholstery cleaning business. Smart systems and a high-visibility brand delivering a great income to an owner-operator, with an impressive potential for additional growth and profits.

Asking \$375,000 plus GST

Daryl Webb 021 290 0577

Ref 32144

Laser Plumbing Profit \$200,000+ Queenstown



Laser Plumbing Queenstown is now on the market, it has been operating for over 40 years. The business has built a great reputation and has a large client base with most of their business being repeat work. There is also a constant trail of new clients. It can provide you with an excellent income while enjoying a great lifestyle.

\$700,000 + stock \$45,000

Donna Harpur-Swain 027 220 3368

Ref 32213

Managed Investment Profit \$300,000+ p.a. Auckland



NZ's premier retailer of home-brewing equipment and hydroponic supplies. It has three stores, an online presence and a loyal customer base built over 14 years.

The business shows huge cash flow, exceptional profitability and has identified growth strategies. It is fully managed by competent, resourceful staff.

Asking \$851,000 + Stock

**Paul Buer 021 877 035
Andrew Lawrence 021 041 3025**

Ref 32201

Home Staging Business \$500,000+ Returns - Auckland



Established in 2006, this elite home staging business provides clever systems and proven logistics methodology. The owner is involved full time, covering a variety of roles including management and logistics. Re-investment of new products has been done annually, maintaining a fresh and current look and feel that suits the clientele and the homes they stage.

Asking \$1,900,000

**Richard Stevens 021 375 149
Lester de Vere 027 459 9773**

Ref 32113

F45 Training \$300,000 Cash Surplus - Auckland



F45 is one of the fastest growing fitness franchises in Australasia, ranked 13th on Entrepreneur's list of Fastest Growing Franchises for 2020.

It provides group training experience and the model has been proven popular with members and their communities.

Asking \$1,150,000

**Andrew Lawrence 021 041 3025
James Sheppard 029 770 4576**

Ref 32084

Fairweathers on Scott EBITDA \$500,000 Marlborough



This Cafe, Bar & Restaurant caters to a wide variety of customers. Their gaming machines bank close to \$1.2 million, netting approximately \$200,000 p.a to the owner. Its outside catering business is on the rise with forward bookings. The current owner works 30 hours per week with key staff in place.

Overall ROI on FHGC is 13.5%+.

**FHGC \$3,600,000
Leasehold Price by Negotiation**

Rick Warren 022 351 6772

Ref 31631

Two Businesses for the Price of One Taranaki



Engine Rebuilders, New Plymouth which is the core of the business and employs 3 full-time engine rebuilders. Plus Classic Components Engine Parts, an import/wholesale/distribution business supplying classic vehicle parts across New Zealand from the premises in New Plymouth, but relocatable. Very consistent revenue & a motivated vendor.

\$290,000 + stock \$105,000

Daren Leng 021 027 86045

Ref 32190

Country Hotel on Rail Trail Profit \$160,000 Otago



Quirky Country Hotel - 1930's Art Deco Style.

Restaurant 24-30 pax, seating in the bar area for a further 30 and another 30 in the garden bar.

Featuring 11 fully ensuited bedrooms.

Freehold going concern

\$1,400,000 + stock \$15,000

Donna Harpur-Swain 027 2203 368

Ref 32205

Profitable Niche Food Manufacturer Wellington



This prominent manufacturer distributes to all the major supermarkets under its own brand, and a large portion of its revenue comes from key corporate blue-chip clients. It benefits from a substantial amount of ongoing repeat revenue and is on track to generate a normalised EBPITD of \$330,000+ for 2021.

Asking \$1,450,000 (Inc. Stock)

Pauras Rege 021 155 8107

Ref 31961

Childcare Freehold Annual Rent Inc. South Auckland



Investors have an opportunity to purchase an established childcare freehold property, ideally located near 3 primary schools and close to other amenities. Servicing populated residential and commercial precincts, and close to both the Southwestern and SH1 Motorways.

Current rent: \$64k+ per annum + GST, plus OPEX.

Asking \$1,150,000 + GST if any

Munish Verma 021 113 9768

Ref 32237

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BUSINESSES FOR SALE



A boutique cafe in a rather grand setting

A boutique cafe in one of the last surviving "grand" historic homes in Nelson has been placed on the market for sale.

Melrose House Cafe, rated Nelson's top cafe on Trip Advisor, is a popular stop for tourists and locals and benefits from the extensive gardens on site.

The cafe, which does \$300,000 a year in business, has an asking price of \$120,000 and is being marketed by Link broker Sami Chesterton.

Chesterton said the current owners loved their four years running the cafe but were now moving on to other opportunities.

"These kinds of hospitality businesses rarely come to market. Melrose House Cafe is a unique venue and would suit a passionate operator to maximise its potential."

Chesterton said the cafe was a popular stop off point for locals and visitors, and doubled as a "beautiful function venue".

"The cafe is open seven days a week with seating for up to 40 guests inside and a further 20 guests outside on the veranda and lawn, with a lovely indoor-outdoor flow and all-day sun. It is a boutique cafe, offering an a la carte menu daily, as by a bespoke high tea."

Chesterton said Melrose House was home to an events and function business that was not part of the sale, but the cafe had the right to provide all food and beverage to any event held on-site. "With a high demand for off-site catering in the region, the large commercial kitchen and walk-in chiller make this easy with potential to



Melrose House Cafe, in Nelson, is popular with tourists and locals alike.

expand much further into this field." Chesterton said the current owners lived on site, in a three-

bedroom apartment above the cafe. "This could also be an option for a new purchaser making moving to Nelson a

breeze or capitalise on the benefits of renting your home and enjoy the low accommodation costs of living onsite.

This option is at the agreement of the lessor and separate from the business sale."

Industry training franchises for sale

Franchise opportunities in a New Zealand-wide business that specialises in worksite training have been placed on the market for sale.

ASWEFA delivers an extensive range of industrial safety courses for companies and individuals, offering education in the driving and operation of forklifts, construction vehicles and work platforms.

Link broker Serdar Kabul, who is marketing the franchises, said: "Demand for industry training is set to increase as the economy shifts, evolves and rebuilds. So we're pleased to be presenting opportunities from ASWEFA for those who understand the industrial safety environment."

He said the franchises were available to buy in a number of locations in New Zealand.

"ASWEFA requires more business owners to retrain and upskill those emerging from redundancy to join employers who want to hire those ready to hit the ground running."

Kabul said the introduction of PCBU accountability and enforcement of the Health and Safety Act 2015 has meant that training was more important than ever. "Consequently, health and safety is a growing industry sector as business owners and managers increasingly expect responsibility for quality, certified training from an external provider. "Of course, when the economy is

thriving, workplaces are keen to invest in and educate and upskill staff and often train their complete teams to operate equipment, rather than a select few."

ASWEFA has been in business for over 20 years and has evolved into a franchise group. "This gives new business owners the chance to get onboard at ground level to maximise their returns as they establish and grow their own training business with the support of the ASWEFA team," Kabul said.

Opportunities include the option to purchase a single owner-operator territory through to a site that manages a number of instructing staff. There were many unique and valuable aspects to the ASWEFA business model, Kabul said. "For example, ASWEFA supports an intensive process for the business owner to become a registered instructor. That creates a significant barrier to entry for would be competitors who cannot credibly start up with just a smart phone and a van."

Kabul said ASWEFA was a leader in workplace safety courses. "They were first to offer online forklift training direct to the customer."

He added: "There's significant demand for training services across the industrial sector, and owners can draw on the support provided to franchisees by the ASWEFA team."

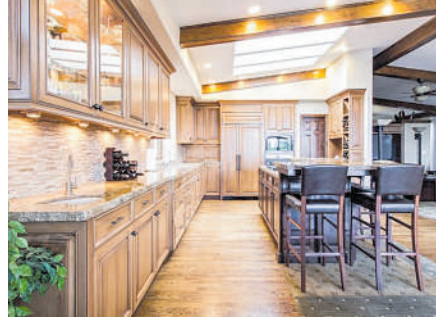
Sports Field & Parks Sales Averaging \$3M+ Auckland



Substantial equipment valued at around \$1m. Primary focus is Sports Field construction and maintenance. Excellent reputation in the industry with significant work already quoted for and locked in for this year. Vendor is willing to look at staying on in the business.

Asking \$1,850,000
Daren Leng 021 027 86045 Steve Kale 027 789 8897

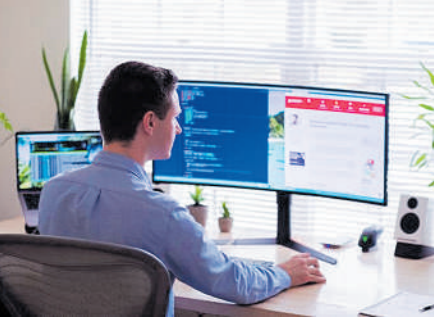
Kitchen Design & Manufacture High Quality - Auckland



Not only has this company stood the test of time but has also grown and prospered. The equipment has a book value of \$265,000, making this a great opportunity to purchase a business without spending a large amount of money on goodwill.

Asking \$350,000
Peter Nola 021 507 313

This Home Based Import Business - \$500,000+ Surplus - Auckland



Consistent Importer, providing a cash surplus of over \$505,000 in the last financial year. The business has been going strong for over 30 years now, with no staff required to run this simple to operate model.

Asking \$1.5m + stock \$280,000
Daren Leng 021 027 86045

Fire Security Infrastructure EBPITDA \$670,000 Auckland



Established 18 years ago this returns an annual profit that has been steady for the last 4 years and comes with in-house design and project management. Future contracts are in place for the next 6 months that would come with the business.

Asking \$2,295,000
Nico Wamsteker 021 933 313

Wholesale and Retail Interior Design Auckland



For the first time since its inception 30 years ago, this is available for you to own. It has an evolving selection of homeware, furniture, and giftware. It is a:

- Retail store located on the ground floor of the premises
- A wholesale distributor located on the first floor of the premises

Asking \$200,000 + stock \$400,000
Nico Wamsteker 021 933 313

Giggle Entertainment Network - Rapid Growth Whangarei



This network offers more than 60 advertising screens installed in various business waiting areas. This opportunity generates immediate income territory.

Asking \$115,000
Carolyn Northover 021 331 871

Cleaning Company Growing Profits Hawkes Bay



This cleaning company has operating in Hawkes Bay for over 20 years. The business generates great returns to the working owner and there are opportunities to increase revenue.

Asking \$139,000
Jonathan Toomey 027 216 7830

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The demand for businesses to buy has never been higher.

The businesses we have for sale are receiving a record number of enquiries and offers.

What the last couple of months has told us is that a few months of bad trading is unlikely to affect your sales price.

If selling your business is on the radar, call us today for a confidential chat.

Just some of our recent sales!

SOLD For Sale \$300k BOP00065	SOLD For Sale \$790k BOP00080	SOLD For Sale \$260k BOP00095	SOLD For Sale \$180k BOP00097	SOLD For Sale \$140k BOP00100	SOLD For Sale \$392.5k BOP00126	SOLD For Sale \$187k BOP00128
SOLD For Sale \$665k BPW00988	SOLD For Sale \$159k BPW00996	SOLD For Sale \$176k BPW01061	SOLD For Sale \$130k BPW01072	SOLD For Sale \$625k BPW01076	SOLD For Sale \$320k CS00184	SOLD For Sale \$70k CS00279
SOLD For Sale \$209k CS00450	SOLD For Sale \$360k CS00465	SOLD For Sale \$115k CS00551	SOLD For Sale \$170k CS00562	SOLD For Sale \$525k CS00563	SOLD For Sale \$850k CS00565	SOLD For Sale \$1.4m EL02151
SOLD For Sale \$3.795m EL01154	SOLD For Sale \$1.29m EL01788	SOLD For Sale \$149k EL02213	SOLD For Sale \$600k EL02705	SOLD For Sale \$2.3m EL02383	SOLD For Sale \$401k EL02638	SOLD For Sale \$139k EL02700
SOLD For Sale \$250k EL02447	SOLD For Sale \$640k EL02544	SOLD For Sale \$317k EL02547	SOLD For Sale \$190k EL02591	SOLD For Sale \$299k EL02608	SOLD For Sale \$1.05m EL02687	SOLD For Sale \$299k EL02710
SOLD For Sale \$260k WL00298	SOLD For Sale \$165k WL00333	SOLD For Sale \$379k WL00360	SOLD For Sale \$398k WL00384	SOLD For Sale \$495k WL00388	SOLD For Sale \$1.2m WL00392	SOLD For Sale \$395k WL00395
SOLD For Sale \$170k WL00397	SOLD For Sale \$795k WL00402	SOLD For Sale \$140k EL02351	SOLD For Sale \$502.5k EL02491	SOLD For Sale \$175k EL02568	SOLD For Sale \$179k EL02622	SOLD For Sale \$545k EL02456

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