business
for sale



BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**38012**

About the Business:

Profitable Plastic Packaging Distributor & Wholesaler

Established plastic packaging distributor with integrated wholesale division, diverse product range, loyal customers, and strong growth opportunities through exports and new product lines. This report should be read together with Mandate 38012 – Established LDPE Flexible Packaging Manufacturer – Gauteng, which represents the manufacturing division of the broader business. The combined asking price for both

divisions R11,000,000

Profitable Plastic Packaging Distributor & Wholesaler



Sector: **Manufacturing**

Asking Price:

R 4,350,000

Monthly Profit:

R 128,257

Asset Value:
R 930,000

Stock Value:
R 750,000

Yearly Net Profit :
R 1,539,081

Business Report

Fully describe the business's activities?

This business operates as a proudly Level 2 BEE-accredited plastic wholesale and distribution company with over 10 years of operating history. The company forms the commercial and customer-facing arm of the group, responsible for local and international sales, client relationships, distribution logistics, and market development.

The business sells a comprehensive range of flexible plastic packaging products manufactured in-house (refer to mandate 38011), servicing both bulk and smaller-scale buyers across multiple industries.

How does the business operate on a daily basis?

The wholesale division functions as the distribution and customer-facing arm of the business.

Warehouse & Logistics:
1) Operates from a centrally located warehouse in Wynberg, enabling efficient distribution throughout Gauteng.
2) Trucks are loaded daily with customer orders.
3) Deliveries are scheduled and dispatched every working day.

The business operates on a hybrid supply model:
1) Stock-based supply for fast-moving standard products.
2) Manufacture-to-size for custom or non-standard orders.

Daily Operational Flow:
1) Orders are received during working hours.
2) Stock availability is checked:
- If available, goods are picked, packed, and loaded for dispatch.
- If not in stock, manufacturing is instructed to produce according to specifications.
3) Trucks are loaded daily for delivery across Gauteng.
4) Larger or specialised orders are coordinated directly with production for scheduled fulfilment.

This model allows:
1) Quick response times for standard items.
2) Flexibility for customised products.
3) Efficient stock rotation.
4) Strong control over delivery timelines.

What Advertising/Marketing is carried out?

The business does not have any formal written contracts in place with customers.

What competition exists?

The wholesale arm competes through service excellence, stock availability, customization, and cost-effective recycled products, rather than relying solely on price.

How could the profitability of the business be improved?

Profitability can be enhanced by growing revenue through new clients, export markets (neighboring countries), and higher-value products while maintaining service quality and delivery efficiency.

Give a breakdown of staff/ functions/ length of service?

1 x Bookkeeper;
1 x Internal sales;
3 x Sales reps;
2 x Drivers;
2 x Driver assistants; and
1 x Dispatch manager.

Do any have management potential?

Yes, management potential has been identified within the internal sales and bookkeeping functions.

How involved is the Owner in running the business?

The wholesale arm is well-managed with minimal direct owner input, relying on established processes and staff, making it easy for a new owner or manager to step in without operational disruption.

When does the current lease end?

The property is owned by the Sellers, who would ideally seek to dispose of the building together with the business and are not keen to conclude a lease with the incoming owner. Should this not be feasible, the Sellers are willing to assist the buyer with a phased relocation of the machinery, allowing continued operation from the existing premises during the transition period.

What are the trading hours?

Monday to Thursday 8 AM till 4 PM. Friday 8 AM to 2 PM. (only day shift).

What are the main assets of the business?

Inventory / Finished Goods.
Vehicles & Delivery Fleet.
Customer Base & Contracts.
Commercial Systems & Processes.

Strengths?

Diverse Product Range:
1) Capable of producing and supplying a wide variety of plastic products (virgin and recycled polymers: LDPE, HDPE, BOPP).
2) Serves multiple sectors including construction, pharmaceutical, hardware retail, manufacturing (furniture), agriculture, and government.
3) Ability to customize products to client specifications adds competitive advantage.

Established Supply Chain & Customer Relationships:
1) Strong relationships with suppliers ensure reliable raw material availability.
2) Long-standing client base and repeat orders from loyal customers enhance revenue stability.

Expertise & Skilled Workforce:
1) Experienced team with in-depth knowledge of the plastics and packaging industry.
2) Efficient production and operational processes supported by trained personnel.

Strong Brand Reputation:
1) Well-recognized brand in the Gauteng region and broader market.
2) Reputation for quality, reliability, and service fosters client trust and repeat business.

Weaknesses?

High Energy Consumption.
Owner Oversight.

Opportunities?

E-Commerce Growth:
1) Expanding online sales channels could attract new customers and increase order volumes.
2) Implementing an online ordering system could improve efficiency and reach beyond Gauteng.

Global Market Expansion:
1) Potential to enter emerging international markets where demand for flexible packaging is growing.
2) Neighboring countries and regional exports offer significant growth potential.

New Product Development:
1) Introducing specialized products such as:
- Cheese packaging to extend product shelf-life
- Courier and security bags for logistics companies
These products can capture new client segments and increase revenue streams.

Threats?

Economic Downturns:
Recessionary periods or economic slowdowns could reduce customer demand, particularly from industrial and retail sectors, impacting sales volumes and revenue.

Public Opposition to Plastic:
Growing environmental awareness and movements against single-use plastics may affect the company's reputation and limit demand for certain products.

Geopolitical Risks:
Trade wars, tariffs, sanctions, or import/export restrictions could disrupt the supply of raw materials or access to international markets, affecting costs and delivery schedules.

What is the reason for the sale?

The current owner plans to emigrate to the USA to pursue a new engineering venture.