

business
for sale



Date: **22nd April 2026**

Business Reference: **37128**

About the Business:

Reliable Hose & Fittings Business – Consistent Revenue, Niche Expertise, Attractive Investment!!

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Sector: **Manufacturing**

Asking Price:

R 7,000,000

Monthly Profit:

R 550,154

Asset Value:

R 1,700,000

Stock Value:

R 14,000,000

Yearly Net Profit :

R 6,601,850



Business Report

Fully describe the business's activities?

The company has been in operation since 1992. The company sells specialized hosing for drilling equipment for compressed air (mining, boreholes and construction), fire fighting equipment and other industrial hosing needs.

The company has agencies from Spanish and Taiwanese companies to supply their merchandise which is then sold to the South African consumer.

The company is a strong cash-generative business with a loyal customer base, a simple supply chain and a straightforward product lines.

How does the business operate on a daily basis?

The business has a solid management setup, with the owner overseeing operations. The general manager handles daily opening and closing, while the experienced sales team takes care of key clients.

The owner manages imports to maintain stock par levels and the businesses ability to fulfill orders without delay.

What competition exists?

Competitive Landscape

Local Manufacturers & Distributors: Several South African companies specialize in industrial, agricultural, and firefighting hoses. Many offer custom-made solutions to differentiate themselves.

Global Brands: International hose manufacturers (e.g., Gates, Parker Hannifin, Continental) compete through distribution networks and partnerships in South Africa.

Niche Players: Smaller firms focus on specialized products like mining hoses, irrigation systems, or firefighting equipment.

Products and Service Offering

Industrial Hoses: Compressed air, water pump, hydraulics, mining hoses and other hoses

Agricultural Hoses: Irrigation and manure, general use

Fire Fighting Hoses: Fire fighting, forestry, high-rise and cabinet hoses

Fire Fighting Equipment: Nozzles, monitors and other fire fighting equipment

Custom-Made Hosing: Custom-made hosing to suit clients' needs

Market overview

Growth: The market is expanding at a CAGR of around 7–8% through 2031, driven by industrialization, infrastructure projects, and fluid-handling needs.

Key Sectors: Oil & gas, chemicals, automotive, agriculture, water & wastewater, and firefighting equipment are major demand drivers.

Innovation Trends: Lightweight hoses, high-pressure designs, chemical-resistant materials, and eco-friendly options are shaping procurement strategies.

Competitive pressures

Price Sensitivity: Industrial buyers often compare suppliers on cost, durability, and after-sales support.

Contracts & Relationships: Long-term supply contracts with mining and oil companies give certain players a competitive edge.

Distribution Reach: Companies with strong logistics and nationwide presence outperform regional-only suppliers.

Customization: Ability to produce tailored hoses for unique industrial applications is a differentiator.

How could the profitability of the business be improved?

The owner is not involved on a daily basis as he travels into Africa for extended periods of time. More owner involvement would be beneficial to the growth strategy of the business.

Cash flow is extremely important! A cash injection will see this business experience even greater growth.

How involved is the Owner in running the business?

The owner is involved on a daily basis.

When does the current lease end?

The current lease ends in August 2026.

The seller has given notice and will be moving the business to a bigger premises.

What are the main assets of the business?

A comprehensive asset list will be provided to a qualified buyer.

Strengths?

Established supplier relationships with manufacturers and distributors.

Specialized product knowledge in hoses, fittings, and industrial applications.

Potentially loyal customer base in construction, mining, and manufacturing sectors.

Inventory breadth (if they stock multiple hose types: hydraulic, pneumatic, industrial).

Weaknesses?

Dependence on cyclical industries (construction/mining downturns affect sales).

Possible limited geographic reach if distribution is local only.

Inventory management challenges (stock obsolescence, storage costs).

Reliance on a few key clients could pose concentration risk.

Opportunities?

Expansion into online sales and e-commerce platforms.

Diversification into complementary products (valves, pumps, safety gear).

Growth in infrastructure projects and industrial development in South Africa.

Potential for exclusive distribution agreements with international suppliers.

Expansion into Africa

Threats?

Competition from larger industrial suppliers with broader product ranges.

Price sensitivity in the market leading to margin pressure.

Supply chain disruptions (import delays, currency fluctuations).

Regulatory changes in safety standards requiring costly compliance.

What is the reason for the sale?

The owner has other business interests outside of South Africa's borders.