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Overseas Purchaser found for Local Business

Brisbane-based business specialising in electric motor repairs and reconditioning; not just any kind of motors; these are big ones; big enough to climb through and typically used by heavy industry such as underground mining companies, carrying quality assurance and flameproof certification.

This is a highly specialised industry and there are few local organisations qualified to succeed in this industry.

Supertrac's overseas marketing activities sourced the purchaser. The UK-based operation responded to an email from Supertrac and arranged for their Brisbane-based representative to investigate. After several months of due diligence, negotiation and contractual process, the sale was completed in December 2003.

The owners' retirement plans are now on track and the UK company has acquired an established business as a platform for expansion in a new geographic market.

National Marketing Office

ask@supertrac.com T 1800 700 111 F 1800 700 222

PO Box 5403, Maroochydore Q 4558

Supertrac Pty Ltd - ABN 19 080 853 694 - AFSL 340753

SUPERTRAC.COM