



Warana

The Glassware Company

A rare opportunity to acquire one of Australia's most recognised specialty glassware businesses. The Glassware Company has spent 25 years building a loyal repeat customer base across wineries, breweries, resorts, hospitality venues, and corporate promotional clients, operating nationally and into New Zealand and Fiji.

At the heart of the business is a fully in-house glass drinkware etching capability: a high-margin production engine delivering fast turnaround and premium pricing that keeps clients coming back year after year.

Key Highlights:

- 25+ years of proven, profitable trading
- National reach with established presence in New Zealand and Fiji
- Loyal customer base across hospitality, wholesale, retail, and corporate sectors
- In-house etching operation delivering high-margin custom work
- Strong systems, processes, and experienced team ready to support transition

Growth Opportunities:

- The wedding industry is a largely untapped and high-value channel
- Expand e-commerce for greater national penetration
- Deepen international relationships and explore new export markets
- Scale bulk production for corporate gifting and commercial contracts

Ideal Buyer:

This is a hands-on owner-operator opportunity, ideally suited to someone with a background in sales, importing, distribution, or wholesale who wants to step into a profitable, well-established business with a strong national brand and genuine room to grow.

Businesses like this don't come to market often, and when they do, they move quickly.

Price

Expressions of Interest

Property Type

Business

Property ID

778

Agent Details

Joe Käck - 0439 639 021

Office Details

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6 Bottlebrush Ave Noosa Heads, QLD, 4567 Australia
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ADVANTAGE
Business Sales & Valuations

Detailed financials available to qualified buyers upon enquiry.

If you're interested in this opportunity, please contact our Business Sales Specialist Joe Käck on 0439 639 021.

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