



Businesses for Sale March 2017

New Entries Are Highlighted In Yellow

Sector	Summary/ Activity	Size/ Price	Contact
Accommodation & food service activities	South West - Project Moon, Catering Equipment Hire: An opportunity to acquire a profitable business specialising in the hire of catering equipment, china, cutlery, glassware, kitchen equipment and refrigeration. Established for over 27 years and trading from leased premises, clients include event caterers, private individuals and large corporates. This represents an excellent opportunity to enter the buoyant hospitality industry and the business has genuine potential for growth and diversification.	Turnover - £180,000	Alison.Bradshaw@monahans.co.uk
Accommodation & food service activities	Lake District - Project Lake View, Guest House: A guest house in a countryside setting with lake views from most rooms. In walking distance of all amenities. Recently refurbished.	Price - £675,000	colin.johnson@mooreandsmalley.co.uk
Arts, entertainment and recreation	North West Lancashire & South Cumbria - Leisure Goods Hire Company: Serving both corporate and personal customers with both repeat bookings and new customers annually. Annual turnover of circa. £80k with good potential for growth. Assets valued on paper at £42k owned outright, good local reputation and bookings for 12 months+ in place.	Turnover – Circa £80k	adam.parton@mooreandsmalley.co.uk
Arts, entertainment and recreation	South Wales Valleys - Project Red: Retail Bookmakers based across two sites in the South Wales Valleys.	Turnover - Circa £3m	seamus.gates@broomfield.co.uk
Construction	Project Lancet: Lancet is a well-established manufacturer and installer of windows, doors, luxury conservatories and bespoke orangeries.	Turnover - £5.8m EBITDA - £1k	chris.hird@taitwalker.co.uk
Construction	South East - Building construction and term maintenance: Well established general construction and maintenance company covering New Build, Refurbishment, Repair and Maintenance and Development Work across South East.	Turnover - £1.5m - 2.0m	robert.lee@carpenterbox.com
Human health and social work activities	Fylde, Blackpool - Project Dentist, Dental Practice: This established dental practice is now non-core to its owners. It will be attractive to both existing dental businesses looking to expand their footprint and also individuals. Key features of this business: <ul style="list-style-type: none"> • Established in 1987 in Blackpool in an area of high population density. Close to car parking, GP surgery and Pharmacy. • 800 + patients. 65% private 35% Denplan. • 3 fitted out surgeries with scope to expand further (subject to planning). • Operates from fully converted leasehold premises. Annual rent £15,000p.a. (potentially negotiable). • Significant investment by the current owners since 2013. • Passed CQC inspection in 2012. 	Turnover - circa £150,000 p.a	stephen.gregson@mooreandsmalley.co.uk

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	<ul style="list-style-type: none"> • Associate dentist in place. <p>Advantages for the buyer:</p> <ul style="list-style-type: none"> • Scope to significantly broaden services and introduce specialist services for implants and private tier 2 surgical work. • Opening hours Monday – Wednesday 9am to 5pm gives scope to substantially increase trading hours. • Separate decontamination room facilities. • Software – Carestream R4. 		
Human health and social work activities	<p>South Wales - Project Saunders, Specialist Care Facilities: Two specialist care facilities providing comprehensive support to adults with challenging and complex needs, including self contained independent living. Active handover available, facilities available as single transaction or separately.</p>	Combined Turnover - c£1m	Thomas.Edwards@broomfield.co.uk
Human health and social work activities	<p>South Wales - Project Dolphin, Care and Nursing Home: Single site, family run care and nursing home, fully occupied with waiting list. Strong reputation in region, retirement sale.</p>	Turnover - £1.4m	Katherine.Broadhurst@broomfield.co.uk

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Human health and social work activities	<p>North Lancashire – Project Florence, Domiciliary Care Agency: This is an excellent opportunity to acquire a long established and highly profitable business providing a range of domiciliary care and support services, including home help, personal care and end of life care, to elderly, ill and disabled clients in the Lancaster and Morecambe Bay area.</p> <p>Key features of this business:</p> <ul style="list-style-type: none"> • A preferred provider to Lancashire County Council for Domiciliary Care Services for over 20 years (c84% of turnover). • Private client base of around 85 customers (c12% of turnover). • Regularly undertakes “spot purchase” work on behalf of local CCG (c4% of turnover). • On average 2,700 hours of care are delivered each week to around 275 service users. • Capable management team and around 90 experienced, qualified and well trained care staff. • Operates from modern purpose built leasehold offices, which benefit from on-site training facilities. • Expected to achieve turnover in excess of £2 million from existing contracts during the current year. • Retirement sale. 	Turnover - £1.84m EBITDA - £419k	paul.bennett@mooreandsmalley.co.uk
Human health and social work activities	<p>South of England - Project Data: The business provides secure data collection and analysis of statistical and patient confidential data from UK general practices. The data is used for contract and performance monitoring, GP practice data quality assessments and reviews, secure central management of screening programmes including NHS Health Checks, Child Immunisation and Retinal Screening, bespoke audits and data collection.</p>	Turnover - c£1m, EBITDA of c£440k	paul.bennett@mooreandsmalley.co.uk
Human health and social work activities	<p>West Wales - Project Scarlet: Care home operator with three homes across West Wales providing care for circa 120 beds.</p>	Turnover - circa 2.9m	seamus.gates@broomfield.co.uk
Information and communication	<p>South East – Project Driver, Retail Database Supplier: A successful and established business that specialises in the study of retail locations and the provision of information on retail and leisure developments. The business is considered an authoritative source of information for the UK retail industry.</p>	Turnover - c£650k; Adjusted EBIT c£225k	matthew.burns@mhllp.co.uk
Manufacturing - non-food & beverage	<p>Midlands – Project Dorset, Receipt Roll Manufacturer and Marketing Consultant: A market leading, established and profitable receipt roll manufacturer with excellent sales channels into the retail sector. The unique company also offers a bespoke brand</p>	Turnover – c.£6m; Adjusted EBIT – c.£600k	matthew.burns@mhllp.co.uk

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	enhancing product which has led to them working closely with over 200 brands, many owned by widely recognised, blue-chip companies.		
Manufacturing - non-food & beverage	North West – Distributor of premium quality lubricants: Distributor of premium automotive, commercial, agricultural and industrial lubricants with excellent links to the M6.	Turnover - c£550,000 Net Assets - £60,000	ian.waddingham@mooreandsmalley.co.uk
Manufacturing - non-food & beverage	South Wales - Project Viking, Contact Electronics Manufacturer: A long established contact electronics manufacturer with three sites in South Wales. Full turnkey manufacturing, design support, prototype and test services. Owned and leased properties, active handover available. It would be suitable for an overseas buyer.	Turnover – c.£2-2.5m. EBITDA - c£500-600k	Katherine.broadhurst@broomfield.co.uk
Manufacturing - non-food & beverage	Project SEAL - Hylomar Ltd: Hylomar Ltd is a niche manufacturer and marketer of high performance sealants and adhesives. It is an internationally recognised brand and this proposed retirement sale by the shareholders represents an outstanding opportunity to acquire an established business with blue-chip OEM customers worldwide. <ul style="list-style-type: none"> Operates from modern freehold premises in NW England with trading subsidiaries in two of its key overseas markets. Consistent levels of annual investment have resulted in high quality production capabilities. Has a loyal and experienced workforce including an established second tier management team. <p>Hylomar is able to continue as an independent operation. However it would make an excellent acquisition opportunity to enhance market share or product diversification for similarly established businesses or new entrants into its markets.</p>	Turnover – circa £3 million – Excellent margins	Stephen.gregson@mooreandsmalley.co.uk
Motor trade	Furness Peninsula, Cumbria - Motor retail and repair: Long established car sales, servicing and repairs business. Prime location, on town centre high street. Sales opportunity due to owner relocation. Business and premises for sale.	Turnover - £1,300,000 Price - £1,100,000 +SAV	adam.parton@mooreandsmalley.co.uk
Motor trade	South Wales - Project Diamond: Growing vehicle repair business, with an increasing insurance company customer base and state of the art workshop and secure storage facilities. Managed handover from the current directors and skilled workforce.	Turnover - £3-3.5m	Seamus.gates@broomfield.co.uk

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Other service activities	South West - Project West, Educational School Trips: A profitable business specialising in the design and delivery of educational school trips to Europe. Established for over 35 years all tours are ATOL and ABTA protected and the company trades from freehold premises that can be made available as part of the sale if required. This represents an excellent opportunity with potential for diversification in types of tour package, including specialist activities, and expansion into other destinations.	Turnover - £1m+	Alison.Bradshaw@monahans.co.uk
Other service activities	North of England - Project Venice, Print Solutions: High quality provider of print, mailing and management solutions. Venice is growing and highly profitable due to its strong reputation for quality, an experienced management team, regular investment in printing equipment and exceptional customer loyalty.	Turnover - £6.2m EBITDA - £725k	laurence.provost@taitwalker.com
Other service activities	North of England - Project Aragon, Printing and Signage: Aragon has established itself as a leading provider of specialist printing, workwear and signage services.	Turnover - c.£1.8m EBITDA - c.£350k	lee.jefferson@taitwalker.co.uk
Other service activities	Project Apollo, Audio and Visual Services Company: Apollo has established itself as a leading provider of specialist audio and visual production services to a wide range of corporate events and ceremonies to blue chip customers throughout the UK and mainland Europe.	Turnover - c.£2m EBITDA - c.£160k	laurence.provost@taitwalker.co.uk
Other service activities	No industrial premises easily re-locatable- Metal Recycling: An opportunity has arisen to acquire a specialist metal recycling business which operates a unique system setting it apart from the competition. The business is easily re-locatable and has no industrial premises, no employees and requires no funding. With established connections in the industry developed for more than 30 years, the business has strong branding and assured loyalty from a regular customer base, some of whom have been suppliers for more than 25 years. The business prides itself on its excellent customer service geared around complete flexibility when it comes to client requirements. This together with speed of response ensures constant repeat business. The majority of business is carried out in the North West with most of its suppliers and consumers being within a 20 mile radius of Manchester. With turnover of some £200,000, this would make an ideal bolt on acquisition for an established recycling operator.	Turnover - £200,000	stephen.gregson@mooreandsmalley.co.uk
Other service activities	South East -Supplier and installer of glazing products: FENSA registered glazing company offering window, door and conservatory supply or supply and installation services across the South East from large blocks to individual dwellings.	Turnover - £0.65m Price - c£0.5m	robert.lee@carpenterbox.com
Other service activities	South East - Electrical Contractor: General electrical contractor company serving South Coast work ranging from fault finding and correction to through to complete installations and rewires	Turnover - £0.5m - £0.7m	robert.lee@carpenterbox.com

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Other service activities	Scotland - Project Space, Serviced Office Provider: Fully established Glasgow Based Serviced Office Provider City Centre Business Centre 100% Occupancy Annual Turnover £320,000.00 Comprehensive 11,750 sq.ft Townhouse building Owner managed, current owner can, if required, continue to manage/ consult after sale. Building recently refurbished internally.	Turnover - £320k	Douglas.woodhouse@hlca.co.uk
Real Estate Activities	Lake District - Commercial/residential property: Leasehold property for sale. Central location in busy Lake District town. Property is currently used as an outdoor clothing/equipment shop with accommodation above comprising 3 bedrooms, lounge, diner, kitchen and bathroom, which is currently let to students. The property has approx. 5 years remaining of a 12 year lease.		ian.clark@mooreandsmalley.co.uk
Real Estate Activities	North West - Letting Agents: Established residential lettings franchise for resale. Significant national franchise brand. Fully branded high street presence, managed portfolio and on-going tenant find income. Scope for franchise supported diversification and expansion.	Price - £130,000	adam.parton@mooreandsmalley.co.uk
Retail - non-food & beverage	Lake District – Retail Unit: Specialist retail unit for sale as going concern in the Windermere/Ambleside region of the Lake District. 18 month lease in place with agreed extension of a further 36 months.	Turnover - circa £125,000	adam.parton@mooreandsmalley.co.uk
Retail - non-food & beverage	Lancashire - Opticians: Opticians business for sale in Morecambe, Lancashire, The company has an annual Turnover of £130k and currently operates from leased premises which are also available for sale with the business should they be required by a potential buyer.	Turnover - £130k	adam.parton@mooreandsmalley.co.uk
Retail, non food & beverage	South West but re-locatable - Project Green, water treatment products: The company manufactures & sells a range of chemical free water treatment products for use in ponds, commercial fisheries, lakes, waterways & water features. The brand is well known in the sector. Customers include aquatic & pet suppliers, water treatment companies and water plcs with sales also made direct to the public via mail order & specialist exhibitions and shows.	Turnover - £285k	alison.bradshaw@monahans.co.uk
Retail, non food & beverage	Scotland - Project Milan, Fashion boutique business (women’s wear): The company operates an iconic fashion boutique business which has won a number of industry awards including “Best Premium Independent store in the UK”. Operating from one store over four floors (1,415 sq. ft.) of a townhouse in a prime city centre location in Scotland and complemented by a transactional website. Exclusive arrangements with an assortment of international fashion brands and designers. Resilient and profitable business consistently achieving turnover in excess of £1m with steady margins. No bank borrowings.	Turnover - £1 million	Natasha Guy - NG@hlca.co.uk

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Retail, non food & beverage	North West - Project Mountain, Retailer of Outdoor Clothing & Equipment: Retail store located in one of the major centres for outdoor activities in the North West of England. Shop specialises in selling clothing and equipment for a range of outdoor activities including climbing and fell walking. Stockist of many of the top brands of outdoor clothing and equipment. Retail space of 230 sq. m (2,520 sq. ft.) spread over two floors. Ancillary, office, storage and staff areas. Premises available on freehold or leasehold basis.	Turnover - c£450,000. EBITDA - c£80,000.	paul.bennett@mooreandsmalley.co.uk
Transportation and storage	North East - Project Siena: Siena is a family run business, with in excess of 65 years experience in the material handling industry. Activities include hire and sale of forklift trucks, a range of material handling equipment, spares and service and repair contracts.	Turnover - c.£5m - £6m	michael.smith@taitwalker.co.uk
Water supply, sewerage, waste management and remediation	Midlands - Project Green, Waste Management: The purchase of this business provides an exciting opportunity to acquire a waste management company dedicated to offering the finest quality onsite and offsite bespoke waste management solutions.	Turnover - £1.4m, Profit - £0.3m	mukesh.bulsara@mhlip.co.uk
Wholesale - food & beverage	South Wales - Project River: A leading provider of contract catering services in Wales & South West working with a large number of blue chip customers. The company also provides catering services at a number of visitor attractions and film/TV location catering.	Turnover – c£2.8m	Seamus.gates@broomfield.co.uk

Suitable for an International Market

Sector	Activity	Market	Size/ Price	Contact
Accommodation and food service activities	North West - Project Roman, Restaurant: High end restaurant, based in Lancashire. Significant investment in recent years has created a platform for further growth. Freehold property within an attractive rural setting.	Europe	Turnover - currently £325,000, with the potential to exceed £500,000	ian.waddingham@mooreandsmalley.co.uk
Manufacturing - non-food & beverage	South East - Project Control, Valve Stockist and Distributor: An established and profitable valve stockist and distribution company, which sells to customers around the globe. The Company stocks in excess of 30,000 valves, one of the widest material ranges stocked in Europe. Stock includes forged steel gate valves, globe valves, check	Europe	Turnover - £2.3m; EBIT: £694k	matthew.burns@mhlip.co.uk

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	valves, ball valves and dual plate wafer check valves.			
Manufacturing - non-food & beverage	<p>North of England - Project Lima, Paper Convertor and Printer: Retirement sale of a well established paper convertor and printer. Trading over 35 years</p> <ul style="list-style-type: none"> • Manufacturer of a wide range of printed paper • Turnover c£1.5m and growing significantly, EBIT c£140k • Diversified customer base across a range of sectors, including blue chip customers • Wide variety of types and weight of paper • In house design team and service • Extensive storage capacity • Established track record of meeting exacting specifications required by customers, both in terms of quality and deadlines. • Excellent reputation within the industry for reliability and quality of service • Scope for expansion on the existing site • Well positioned site close to major transport routes • Stable second tier management team with loyal workforce • High quality well maintained equipment, • Retirement sale. Owners willing to remain for an appropriate handover period. • Suitable for a management buy in or HNWI investor 	Europe/ Global	Turnover - c£1.5m	ian.waddingham@mooreandsmalley.co.uk
Other service activities	<p>South West - Project Regal, Complete marketing Support: Established & profitable company providing a complete & integrated marketing support service to a diverse range of clients, many of whom are household names and global corporations. A team of over 150 employees deliver a bespoke service built on delivering traditional marketing & communications support in a unique way. The company uses the latest technology and state of the art P&M benefitting from continuous investment.</p>	Europe	Turnover - £17m	alison.bradshaw@monahans.co.uk

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