



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Commercial & Domestic Exterior Cleaning Specialists Business for Sale

Devon

Asking Price: £170,000

Reference: CC10-ABS | Confidential Memorandum

Business Type: Limited Company

Established: 1997

Current Turnover: circa £177,000

Asking Price: £170,000 Including Assets with replacement value of circa £65,000

Assets Included in Sale:

The sale includes a substantial and comprehensive asset list, ensuring immediate operational capability for the new owner from day one:

- Fully equipped fleet of three commercial vans (VW Caddy, VW Transporter, VW Crafter).
- MEWP (13-meter cherry picker), a vital piece of equipment for high-level access.
- MI tower scaffold system (MI TOWER), offering portable and secure access.
- Complete carpet cleaning equipment and chemicals.
- Mobile petrol-powered pressure washer.
- Two industrial-grade gutter vacuum systems.
- Westerman power brush floor cleaner
- Full inventory of tools, brushes, hoses, and accessories.

Executive Summary:

Seize the opportunity to acquire a highly successful and deeply established commercial and domestic exterior cleaning business, strategically located in the picturesque county of Devon, in the thriving Southwest region of England.

Founded in 1997, this limited company has built a stellar reputation for providing a comprehensive range of professional exterior and property cleaning services to both commercial and domestic clients.

With a robust 12-month turnover to September 2024 exceeding £177,000 and impressive profits before tax of over £76,000, the business boasts a loyal customer base that includes national chains, schools, and local authorities.

This is a true turnkey operation, generating immediate revenue and fully equipped with state-of-the-art equipment. It operates with minimal overheads, enjoys consistent profitability, and has cultivated long-standing relationships with major commercial clients. The diary is full for 2 months in advance.

The current vendors are selling due to health reasons, representing a strategic decision to transition. They are committed to ensuring a seamless handover, offering comprehensive transitional support to the new owner.

Business Overview: Services & Specialist Equipment

This highly profitable cleaning business offers a complete spectrum of exterior and property cleaning services, catering to a diverse clientele:

Services Offered:

- Window cleaning (commercial and domestic)
- Roof cleaning (pressure wash or scrape, depending on tile type, utilizing specialized techniques to protect various tile types)

- Pressure washing (driveways, paths, car parks, facades)
- Steam cleaning (for delicate or hygiene-sensitive areas)
- Gutter cleaning (vacuuming and downpipe unblocking)
- Fascia, soffit, and wall cleaning
- K-render and cladding cleaning (requiring specific expertise for these surfaces)
- Carpet and upholstery cleaning (equipment owned, but not actively advertised – presents immediate growth potential)
- High-level internal beam and wall vacuuming (e.g., in factories)

Specialist Equipment Included:

The business is fully equipped with high-specification tools and vehicles, allowing them to handle complex jobs in-house, ensuring efficiency and higher margins. This comprehensive inventory significantly enhances operational capability and efficiency:

- Three fully fitted vans (VW Caddy, VW Transporter, VW Crafter) with built-in pressure washing, window cleaning, and steam cleaning systems.
- MEWP (13-meter cherry picker) – a mobile elevating work platform for safe and efficient high-level access.
- MI tower scaffold (2-person, 8-meter height) – a lightweight and portable access tower.
- Two industrial gutter vacuum systems with complete pole sets.
- Petrol-powered mobile pressure washer.
- Complete carpet cleaning system (with chemicals).

This extensive equipment list minimizes reliance on hired machinery, significantly enhancing responsiveness and directly contributing to robust profit margins.

Operations

Staff: The business operates with a lean and efficient highly experienced and dedicated team:

- 2 full-time staff
- 1 part-time staff
- 2 seasonal workers

All staff members are thoroughly trained in the safe and effective use of access equipment and cleaning systems, ensuring consistent, high-quality service delivery. The business operates with streamlined, well-documented processes, facilitating a smooth transition.

Client Base & Market

Client Profile: The business serves a balanced mix of regular, high-value clients:

- Approximately 50–70 regular domestic customers.
- Approximately 50–70 regular commercial customers.
- A strong reliance on repeat business and word-of-mouth referrals underscores exceptional client satisfaction and loyalty. The diversified client base mitigates risk, with no single client accounting for an overly high percentage of revenue.

Key Clients & Projects: The company holds valuable, ongoing relationships and contracts with:

- National pub chains.
- Local councils and parish authorities for regular cleaning work.

- Schools and educational institutions for external cleaning projects.

Marketing & Lead Generation: Current marketing efforts effectively generate leads and maintain visibility:

- A dedicated business website.
- An active Facebook page.
- Printed marketing materials: 5,000 leaflets and 10 branded signboards.
- An excellent local reputation is driving strong word-of-mouth referrals.

Competitive Position:

This business distinguishes itself from local competitors through several key, enduring advantages:

- Full ownership of all professional equipment, including specialist access machinery like the cherry picker and scaffold tower, allowing for rapid response and exceptional cost efficiency, providing a distinct competitive edge.
- Built-in cleaning systems in vans for enhanced mobility and job versatility, leading to superior operational flexibility.
- Established long-term commercial contracts and robust client relationships, ensuring consistent revenue streams.
- A team of highly trained staff dedicated to reliable and high-quality service delivery.

Clients choose this business for its unwavering reliability, comprehensive service offering, and unparalleled ability to handle jobs of any scale with its extensive in-house resources.

Financial Performance:

The business demonstrates impressive and consistent financial health, reflecting strong demand and efficient operations:

Financial Year Ending	Turnover	Gross Profit
Sept 2024	£177,613	£142,921

Export to Sheets

- No outstanding debts or liabilities.
- Consistent growth in turnover and profits over the past four years, highlighting sustained market demand and effective management.
- High gross margins achieved through efficient cost control and strategic ownership of all essential equipment.

Handover & Support:

The current vendor is committed to a seamless handover and is offering comprehensive full-time transitional support for up to six months, subject to remuneration. This generous support will assist with:

- Client handovers and introductions, preserving existing relationships.
- Thorough equipment and vehicle training.
- Operational guidance and transfer of best practices.
- Staff introductions and team integration.
- Marketing and lead generation support, ensuring continuity of pipeline.

This comprehensive support ensures a smooth transition, minimizes risk for the new owner, and allows for rapid understanding of all operational nuances, maximizing continuity and future success.

Reason for Sale:

The business is being offered for sale due to the vendor's health-related decision to step back from operations. Despite this, the business remains exceptionally stable and operationally robust, free from any financial or contractual pressures. This represents a genuine and clear opportunity for a new owner to acquire a strong asset and scale it further.

Growth Potential:

There is significant potential for a new owner to expand this already successful business and unlock new revenue streams:

- Increased marketing of underutilised services, such as carpet and upholstery cleaning, where equipment is already owned, offering immediate upside.
- Proactive winning of new commercial cleaning contracts through targeted outreach, particularly in sectors where the business has a proven track record (e.g., hospitality, corporate facilities).
- Exploring franchising opportunities or establishing satellite teams across neighbouring counties to extend geographical reach and market share.
- Enhancing digital presence and SEO to drive more inbound leads and improve online visibility.
- Adding specialist services like softwashing (a gentle, low-pressure cleaning method for delicate surfaces), solar panel cleaning, or general property maintenance to increase service offerings and diversify revenue stream
- This represents a rare and compelling opportunity to acquire a highly respected and exceptionally profitable cleaning business.

With a long and successful trading history, a loyal customer base, and a complete suite of specialist equipment, this business is perfectly positioned for either an ambitious owner-operator seeking a secure and profitable venture or an established cleaning company looking to strategically expand its portfolio through a high-value acquisition.

Disclaimer: This Confidential Sales Memorandum is for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy. The information contained herein has been provided by the vendor and, while believed to be accurate, is not guaranteed. Interested parties should conduct their own thorough due diligence.

Next Steps: Interested parties will be required to sign a Non-Disclosure Agreement (NDA) before any further confidential information is provided.



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Next Steps & Contact

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