



**ABERCORN BUSINESS SALES**  
**SUCCESSFULLY SELLING YOUR BUSINESS**



## **Commercial Scaffolding & Access Solutions Specialists Business for sale**

Edinburgh, East and Central Scotland

**Asking Price: £390,000**

Reference: CG07-ABS | Confidential Memorandum

**Current Turnover:** circa £381,000

## **Financial Summary:**

### **Assets Included in Sale (£275,000):**

- Cuplock scaffolding: £100,000
  - Other scaffolding & equipment: £50,000
  - 7.5-ton truck: £7,000
  - 2 x pickups: £30,000
  - Diesel Forklift.
  - Miscellaneous tools/equipment: £10,000
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## **Key Selling Points**

- Fully operational, turnkey scaffolding business with skilled workforce.
  - Long-standing reputation for quality, safety, and reliability.
  - Wide client base spanning domestic, commercial, and industrial sectors.
  - Extensive scaffolding stock and fully owned vehicle fleet included.
  - Clear growth potential through geographic expansion and digital marketing.
  - Strong repeat business, professional team, and minimal owner dependency.
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## **Business Overview**

- Year Established: 2014
- Ownership Structure: Limited Company
- Specialisation: Full-service scaffolding, including supply, erection, dismantling, and bespoke solutions for diverse construction projects.
- Reputation: Over 40 years of combined industry experience between directors; consistently praised for quality, professionalism, and reliability.

The business has successfully blended traditional expertise with modern scaffolding solutions, making it one of the most respected names in the construction sector.

## **Business Executive Summary**

A rare opportunity to acquire a well-established, full-service scaffolding business, operating since 2014 under the leadership of experienced directors. Serving over 100 active clients across East Lothian, Edinburgh, Fife, and the Borders, the business has earned a reputation for professionalism, reliability, and exceptional customer satisfaction.

Specialising in Cuplock scaffolding, a sustainable and visually appealing system, the business supplies, erects, and dismantles bespoke scaffolding solutions for domestic, commercial, and industrial projects. With a highly skilled team, fully owned vehicles, and extensive equipment, this turnover provides an immediate income stream with significant expansion potential.

This is an ideal acquisition for a buyer seeking a trusted brand, loyal client base, and operationally efficient business with strong prospects for growth.

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## **Products & Services**

## Core Services:

- Supply, erection, and dismantling of scaffolding for domestic, commercial, and industrial projects.
- Bespoke scaffolding solutions: temporary roofs, suspended scaffolds, and specialist access structures.
- Scaffolding sales: Cuplock and Tube & Fitting scaffolds.

## Unique Selling Points:

- Cuplock scaffolding: galvanised steel, sustainable, corrosion-resistant, and visually appealing.
  - Customised solutions for both large-scale projects and smaller, bespoke requirements.
  - Strong focus on safety, compliance, and quality, with all employees CISRS certified.
  - Full compliance with TG20 and manufacturers' guidelines.
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## Market & Clients

Primary Market: Building industry, including roofing, solar panels, gutters, conservatories, extensions, painting, chimney works, and specialist access projects.

## Client Base:

- Over 100 active clients, from domestic homeowners to commercial developers.
  - Mix of recurring annual contracts and bespoke project work (seasonal demand).
  - Notable clients and projects: From Castles to Golf Courses to Colleges to Historic Projects
  - Competitive Advantages:
    - Over 40 years' combined experience in scaffolding.
    - Coverage across multiple regions with rapid response capability.
    - Comprehensive services from supply through dismantling.
    - Strong reputation, professional service, and high repeat client rate.
    - Few competitors offer Cuplock scaffolding or bespoke solutions at comparable quality.
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## Business Operations:

### Management & Staff:

- Owner/Director, client liaison, project management, financial oversight, quoting & costing.
- Director of Operations, project scheduling, site supervision, client meetings.
- 6 full-time scaffolders (CISRS certified), supported by labourers and part-time admin.

### Operational Highlights:

- Fully owned fleet: 7.5-ton truck, 2 drop-side pickups, diesel forklift.
- Extensive scaffolding equipment, including Cuplock and Tube & Fitting stock (£150,000).
- All jobs comply with TG20 standards and HSE safety requirements.
- Turnkey operation: minimal learning curve for new owners; owner willing to provide transitional support.

### Systems & Processes:

- Daily job preparation and scheduling managed efficiently.

- Structured quality control and client communication.
  - Strong emphasis on health & safety training and compliance.
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### **Growth Opportunities**

- Geographic expansion across the Northwest and neighbouring UK regions.
  - Formalising inspection & maintenance division.
  - Specialist access services: temporary roofs, event staging, suspended scaffolds.
  - Digital marketing and lead generation to capture private and commercial projects.
  - Strengthening partnerships with larger construction companies.
  - Expansion into commercial hire, including larger-scale and high-value contracts.
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### **Reason for Sale**

- Owners planning for retirement after nearly 25 years in the industry.
- Opportunity for new owner to acquire a turnkey, profitable business with loyal clients, experienced staff, and established systems.

This document positions the business as a rare, high-value opportunity for a serious buyer seeking a profitable, well-run, and scalable scaffolding operation.

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**Next Steps / Confidentiality:** This memorandum is provided on a confidential basis. Prospective buyers are requested to:

1. Sign a Non-Disclosure Agreement (NDA) prior to receiving detailed financials and sensitive operational information.
2. Contact Abercorn Business Sales to arrange discussions and inspections.

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## Next Steps & Contact

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