



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

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.

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.

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.

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.

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.

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.

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.

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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