



## **ABERCORN BUSINESS SALES**

**SUCCESSFULLY SELLING YOUR BUSINESS**



**Leading distributor of decorative door handles, door furniture, escutcheons, mortice knobs, cabinet knobs, pull handles, and other door furniture accessories for the home and construction industry.**

South East of England

**Asking Price: Offers Invited**



## Leasehold Premises

### Financials:

**Turnover** above £650,000

### Introduction.

We are excited to present an opportunity to acquire a leading distributor of decorative door handles, door furniture, and related accessories who benefits from being part of a family manufacturing business.

With a diverse range of high-quality products, they are established as a leader in the industry, catering to both modern and traditional design preferences.

With a history spanning over 60 years, this established company has earned a superb reputation in the home and construction industry. Their high-quality products, encompassing over 500 options, cater to modern and traditional designs, elevating interior spaces and satisfying diverse customer preferences.

### Key Highlights:

- **Extensive Product Range:** The company offers a comprehensive range of decorative door handles, escutcheons, mortice knobs, cabinet knobs, pull handles, and other door furniture accessories. Their commitment to manufacturing excellence ensures superior quality and design consistency.
- **Manufacturing Expertise:** The parent company has perfected its manufacturing processes by combining traditional techniques with the latest technologies. Employing advanced methods such as "Die Casting," "Cold Press" for back plates, and "Hot Forging" for levers, they ensure a continuous supply of products that meet the highest standards.
- **Customer-Centric Approach:** Exceptional customer service is at the core of the company's operations. Their knowledgeable and dedicated team provides efficient support, prioritizing integrity, trust, and fairness in every customer interaction.

### Quality Assurance and Guarantees:

The company places utmost importance on quality. Rigorous testing and a comprehensive minimum 25-year mechanical and finish performance guarantee reinforces their commitment to delivering durable and reliable products.

### Client base:

The company's client base is extensive and includes around 100 accounts which includes, national, regional and independent builders' merchants, and architectural ironmongers. They also serve online platforms, including major e-commerce sites, as well as well-known retail stores and specialised online retailers.

The client base further extends to door manufacturers, specifically those involved in garage door production. The company's contracts primarily revolve around large companies, and are typically renewed on a rolling basis, lasting for 12 months.

### The opportunity:

This acquisition opportunity allows the successful buyer to enter or expand their presence in the hardware market and access the company's established brand, extensive product range, commitment to

quality, and customer focus provide a solid foundation for growth and success.

### **Vision for Growth:**

With a clear vision of becoming the preferred choice for decorative door furniture, the company focuses on continuous improvement, innovation, and design evolution. By expanding their routes to market and exploring new opportunities, they are poised for further growth and market leadership.

### **Advertising and Marketing:**

The company employs a comprehensive marketing strategy, including a user-friendly website showcasing its products, active engagement on social media platforms, strong connections with architectural practices, and targeted email campaigns.

These initiatives maximize brand exposure, attract new customers, and foster long-term relationships. Through a multi-channel approach, they effectively reach their target audience and stay ahead in the industry.

### **Property**

The unit provides a total floor area of 508 square meters of clear storage or distribution accommodation with offices on the first floor.

The unit benefits from loading doors and forecourt loading. Ample parking is provided in front of the unit.

### **Employees:**

The company has a skilled and dedicated team to support its operations and drive growth. The staff includes a Managing Director for strategic leadership, an Office Manager overseeing day-to-day operations, a dedicated Marketing focus for brand promotion, an internal Sales Team focused on customer relationships, Warehouse Staff for inventory management, Packers for order preparation, and a bookkeeper handling financial records.

Together, they ensure efficient operations, exceptional customer service, and strategic decision-making to propel the company forward.

### **Financials and Next Steps:**

Turnover exceeds £650,000 per annum.

Confidential financial information is available to qualified buyers upon completing the confidentiality agreement (NDA).

If you are interested in learning more about this unique opportunity, we invite you to sign the attached confidentiality agreement (NDA) and proceed to the next phase of discussions. Our team is ready to provide additional information and schedule a confidential meeting to explore the potential acquisition further.

Act swiftly to seize this chance to acquire a reputable company with a strong market position and immense growth potential in the thriving door hardware industry.

We look forward to working with you towards a successful sale and purchase.

**Reason for Sale:**

This is the parent company's sale of a wholly-owned subsidiary.

**Support and Training:**

The vendors would be happy to stay and hand-over and are happy to provide training for an agreed handover period.

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## Next Steps & Contact

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