



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Italian Motorcycle Spares and Acces-sories Ecommerce and Retail Business for Sale

Fully Relocatable

Asking Price: £110,000

Reference: ECA-005 | Business Memorandum

Asking Price: £110,000 Plus Stock (circa £50,000)

Turnover: circa £521,000

Key Selling Points

- 1 Excellent service
- 2 Wide range of new and used spares
- 3 Enthusiasm for what they sell
- 4 Technical expertise
- 5 Low overheads
- 6 Excellent Reputation

Business Introduction:

This Italian motorcycle business is renowned for its loyal customer base, excellent service, wide range of spares, and passionate expertise in the industry.

With a specialisation in Italian motorcycle parts and accessories, the business has built a strong reputation and a large clientele.

Offering next day and worldwide delivery, this ecommerce and retail operation has successfully integrated online, phone, and email ordering systems to cater to diverse customer preferences.

Key Features:

Established and Loyal Customer Base: The business enjoys a strong following from repeat clients from the UK and abroad who appreciate the extensive stock of new and used spares, as well as the outstanding customer service provided. As the 'go to' specialists for both retail and trade customers

Specialisation in Italian Motorcycle Parts and Accessories: As a specialist supplier, the business has developed expertise in sourcing and offering a comprehensive range of high-quality Italian motorcycle parts and accessories.

Sole UK Distributor for a profitable range Italian part.

Wide Sourcing Network: The business has established relationships with suppliers in the United Kingdom, Italy, Germany and China, allowing them to source even the most hard-to-find motorcycle parts (commissioning manufacturing where necessary). With extensive warehouse stock and international connections, the business ensures that they can find exactly what customers are looking for.

Fast and Efficient Service: Orders are dispatched promptly using reliable shipping methods, including first-class mail, next-day courier, and airmail. Customers can expect their purchases to be delivered swiftly and securely.

Opportunities:

Expansion of Product Range: The business has the potential to further diversify its offerings by exploring additional motorcycle parts and accessories. Taking on additional distributorships will bolster turnover and profit. By identifying popular trends and addressing niche markets, the business can attract new customers and increase sales.

Online Marketing and Social Media Engagement: Leveraging digital platforms, such as social media, search engine optimisation, and targeted advertising, can help enhance the business's online presence and attract a wider audience of motorcycle enthusiasts.

Collaboration with Motorcycle Clubs and Events: Building partnerships with motorcycle clubs, sponsoring events, and participating in relevant industry exhibitions can boost brand visibility and attract new customers.

Develop Bricks and Mortar Retail: The current premises offer an excellent opportunity for retail and/or cafe in a destination location with good footfall.

Financials:

The business has achieved an advised annual turnover of £521,000 demonstrating its strong performance and growth potential. Detailed financial statements can be made available to serious buyers upon request.

If you're passionate about motorcycles and seeking a successful business in the industry, this thriving Italian Motorcycle Spares and Accessories Ecommerce and Retail Business offers a lucrative opportunity.

Don't miss your chance to own and grow this highly regarded enterprise. Contact us now to arrange a viewing or request further information.

Please note: The asking price for the business is £110,000 plus stock at value (circa £50,000).

Employees:

Total number of staff are 3.

Business Hours:

Monday-Thursday -09.30 AM -18.00 PM

Friday -09.30 AM -16.00 PM

Support and Training:

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

Reason for Sale:

After the successful handover the owner will take on a new venture.

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Next Steps & Contact

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