



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



E-Commerce Packaging and Stationery Business with Strong Marketplace Presence

Fully Relocatable

Asking Price: £175,000

Reference: ECA-036 | Confidential Memorandum

Current Stock Value: Circa £60,000

Asking price is based on cash free debt free basis

Turnover circa c£1,000,000 p.a.

Gross Profits c£150,000 p.a.

Key Investment Highlights

- Strong reputation for competitive pricing and customer service
- Approx. 35,000 annual eBay buyers with significant repeat custom
- Multi-channel sales across website, Amazon, Etsy, eBay, and Whatnot
- Live Supplier on B & Q Sales Channel
- Registered Brand/Trademark
- Free nationwide delivery model creating strong competitive advantage
- Excellent supplier and manufacturer relationships securing competitive pricing
- Significant expansion opportunities through product diversification and direct sourcing
- Easily transferable owner-operated business with established systems and processes

Key Selling Points:

Well-established and highly regarded online packaging and stationery business with a strong reputation for competitive pricing, excellent customer service, and free nationwide delivery.

Since 2018, the business has built a loyal customer base across eBay, Amazon, Etsy, and its own professional e-commerce website, generating approximately 35,000 annual buyers with substantial repeat business.

The business benefits from excellent supplier relationships, strong online visibility, and market-leading positions within several packaging product categories. Significant opportunities exist to expand the product portfolio, increase direct website sales, and scale operations further under new ownership.

An ideal acquisition for an e-commerce operator, trade buyer, or entrepreneur seeking a scalable online retail business with established infrastructure and growth potential.

Executive Overview

This business is an established UK online packaging and stationery retailer specialising in packaging supplies including tape, bubble wrap, boxes, mailers, eco-packaging, food packaging, and stationery products.

Established in 2017 and trading since May 2018, the business has developed a strong reputation for reliability, competitive pricing, and excellent customer service. The company operates through multiple successful online sales channels including its own website, eBay, Amazon, Etsy, and emerging platforms such as Whatnot.

The business has demonstrated steady growth despite limited active expansion by the current owners, with opportunities for further scale through increased marketing, direct importing, and broader product ranges.

Business Background

The founders have identified a strong opportunity within the online packaging and stationery sector. Leveraging over 30 years of industry purchasing and supply experience, the owners established a customer-focused operation designed to offer quality products, competitive pricing, and exceptional service.

Since launch, the business has successfully built a recognised online presence and loyal customer following, particularly within online marketplaces where it has achieved leading seller positions across several product categories.

The business has become known for its friendly, knowledgeable approach and flexible service model, supplying customers ranging from individual buyers and SMEs through to larger commercial organisations.

Products & Services

Core product offerings include:

- Packaging tape and adhesive products
- Bubble wrap and protective packaging
- Postal boxes and mailing products
- Eco-friendly packaging solutions
- Food packaging supplies
- Stationery products
- Personalised paper products

Key differentiators include:

- Free delivery on all orders regardless of size
 - Competitive pricing through strong supplier relationships
 - Professional and user-friendly e-commerce website
 - Established marketplace reputation and rankings
 - Flexible sourcing without restrictive supplier agreements
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Customers & Market Position

The business serves a broad customer base including:

- Small businesses
- Online retailers
- Warehouses and distribution operators
- Educational organisations
- Individual consumers

The business benefits from substantial repeat business and customer loyalty. Approximately 35,000 buyers purchase annually through eBay alone, with nearly 9,000 followers and repeat customers on that platform.

Many marketplace customers subsequently transition to purchasing directly through the company website, supporting improved margins and long-term customer retention.

The business also maintains a growing presence across Amazon, Etsy, and newer online sales channels.

Operations

The business operates with a simple and highly transferable operational structure supported by established online systems and supplier relationships.

Staffing

- 2 full-time staff members.
- Managing Director
- Warehouse Operative
- 1 Temp Staff member

Marketing

The business markets through:

- Google advertising
- Bing advertising
- Social media platforms
- Email marketing
- Local advertising initiatives

Systems & Processes

Operations are streamlined through established e-commerce systems, shipping processes, and online marketplace integrations. Equipment requirements are minimal and include label printers and product personalisation printers.

Supplier Relationships

The business has developed strong long-standing supplier and manufacturer relationships, providing access to competitive pricing and recognised packaging brands. While some supplier dependency exists, these relationships are considered transferable to a new owner.

Growth Opportunities

A new owner could significantly expand the business through:

- Increasing direct importing and sourcing
 - Expanding the product portfolio
 - Growing direct website sales
 - Further investment in digital marketing
 - Developing additional online sales channels
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Why Sell Through Abercorn Business Sales

At Abercorn Business Sales, we specialise in the confidential sale of owner-managed businesses throughout the UK. With decades of combined brokerage experience, a proven marketing process, and

our well-known Triple Guarantee of:

- No Upfront Fees
- Free Business Valuation
- Complete Confidentiality

we continue to help business owners achieve successful exits with minimal disruption and maximum market exposure.

Business owners considering a sale are invited to contact Abercorn Business Sales for a confidential discussion and complimentary business valuation.

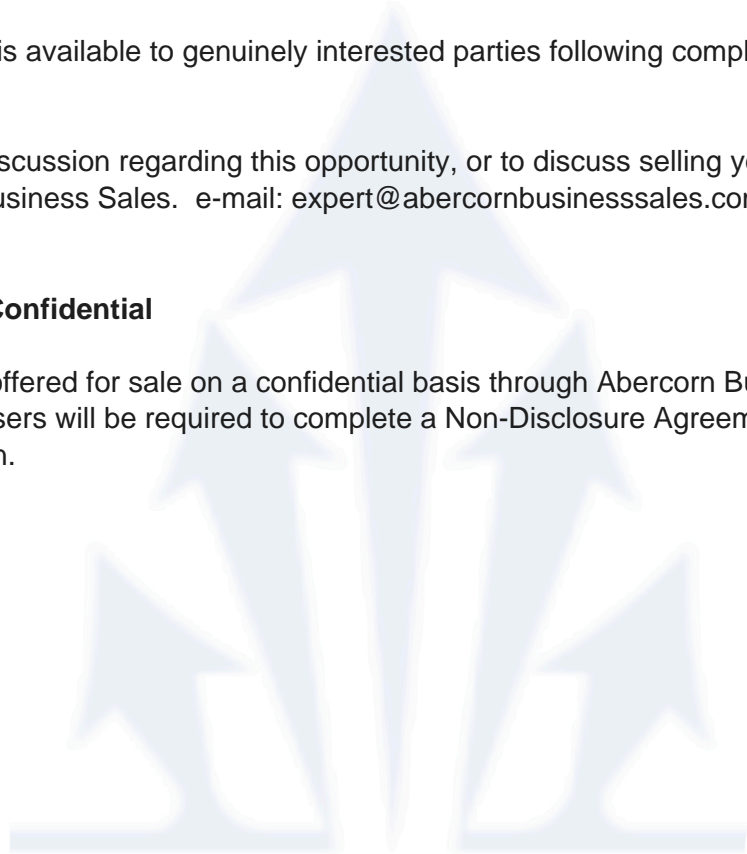
Next Step:

Further information is available to genuinely interested parties following completion of a confidentiality agreement.

For a confidential discussion regarding this opportunity, or to discuss selling your own business, please contact Abercorn Business Sales. e-mail: expert@aberncornbusinesssales.com or telephone: 0800-246-1313

Strictly Private & Confidential

This opportunity is offered for sale on a confidential basis through Abercorn Business Sales. Prospective purchasers will be required to complete a Non-Disclosure Agreement prior to the release of sensitive information.





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Next Steps & Contact

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