

ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Specialist Haulage & Logistics Business with 12-Vehicle Fleet, Proprietary Transport Systems & Significant Growth Capacity

East Anglia and operates nationwide throughout the UK

Asking Price: £1,500,000

Reference: HA03-ABS | Confidential Memorandum

Asking Price: £1.5 Million (inclusive of net assets circa £297,000)

Current Turnover circa £2.2Million p.a.

Current Gross Profit circa £650,000 p.a.

Current EBITDA circa £595,000 p.a.

Key Investment Highlights

- Established UK haulage and logistics business trading since 2016
- Fleet of 12 vehicles with Operator License capacity increased to 30 vehicles
- Strong reputation within recycling, biomass, renewable energy and specialist haulage sectors
- Diversified fleet including walking floor, curtainsider, skeletal, flatbed, refrigerated and box trailers
- Proprietary transport management platform delivering operational efficiencies
- Loyal customer base including major national commercial and industrial clients
- Lean office structure with scalable operational systems already in place
- Significant opportunity to expand fleet utilisation and direct customer relationships
- Experienced workforce and established operational procedures
- Ideal bolt-on acquisition for existing transport operators or strategic logistics groups

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Business profile:

Established and profitable specialist haulage and logistics business operating throughout the UK with a fleet of 12 vehicles and Operator License capacity for up to 30 vehicles.

The company has built a strong reputation within the recycling, biomass, renewable energy, waste management and general haulage sectors, supported by long-standing customer relationships and a proprietary transport management system.

Operating with a lean management structure and significant expansion potential, the business offers an exceptional acquisition opportunity for industry operators, transport groups, logistics companies or ambitious owner-managers seeking immediate scale.

Genuine reason for sale. Further information is available subject to a confidentiality agreement.

Executive Overview

Abercorn Business Sales is pleased to present this established and profitable specialist haulage and logistics business operating across the United Kingdom.

The company provides a comprehensive range of transport solutions, including walking-floor haulage, recycling and waste transport, biomass and renewable energy movements, container transport, low-loader services, and general haulage operations.

Since its establishment in 2016, the business has developed an excellent reputation for reliability, flexibility and customer service. Operating a modern fleet supported by advanced transport management systems, the company has secured repeat business from a broad range of commercial and industrial customers.

The business currently operates a fleet of 12 trucks. It has recently secured an increase in Operator License capacity to 30 vehicles, creating a substantial platform for future expansion without requiring significant additional administrative infrastructure.

Turnover for the Financial Year 2025 was approximately £2.2 million, with management focused on profitable contract selection and margin optimization rather than pure volume growth.

Business Background:

Established in 2016, the business was founded by the current owner, who built the operation from the ground up using personal investment and a clear vision to create a scalable, technology-driven transport company.

Over the years, the company has steadily expanded its fleet, customer base and service offering whilst maintaining strong operational controls and profitability.

A key milestone in the company's development was the creation of its proprietary transport management software system, which has significantly reduced administrative overheads and improved operational efficiency.

Today, the business enjoys a strong reputation across East Anglia and throughout the UK, serving customers in sectors including:

- Recycling
- Waste Management
- Renewable Energy
- Biomass
- Industrial Manufacturing
- Construction Materials
- General Commercial Haulage

The owner is now seeking a sale in order to focus on separate software and technology ventures within the transport sector.

Products & Services

The business offers a diverse range of haulage and logistics solutions, including:

Walking Floor Transport

- Biomass products
- Recyclable materials
- Waste streams
- Agricultural products
- Bulk materials

Container Transport

- Port collections and deliveries
- Felixstowe
- London Gateway

- National container distribution

General Haulage

- Curtainsider transport
- Palletised goods
- Construction materials
- Industrial products

Flatbed & Low Loader Services

- Timber and forestry products
- Agricultural machinery
- Construction equipment
- Oversized loads

Specialist Logistics

- Waste sector transport
- Renewable energy supply chain logistics
- Recycling industry support
- Industrial bulk movements

Key Differentiators

- Specialist sector expertise
- Flexible fleet configuration
- Advanced planning systems
- Real-time vehicle tracking
- Digital proof of delivery systems
- Lean operational structure

Customers & Market Position

The business serves a diverse range of commercial and industrial customers throughout the UK.

Customers operate across sectors including:

- Waste management
- Recycling
- Renewable energy
- Manufacturing
- Industrial processing
- Construction

The company benefits from a high proportion of repeat business, generated through long-standing customer relationships and a reputation for dependable service delivery.

The business has developed particular expertise in the growing renewable energy, recycling, and biomass sectors, all of which continue to benefit from favorable long-term market trends and increasing environmental investment.

Management reports strong demand across its specialist markets and believes significant opportunities exist to further increase market share through additional fleet deployment and targeted business development.

Operations

Location

The business is based in East Anglia and operates nationwide throughout the UK.

Its strategic location provides efficient access to major logistics corridors, ports and industrial centres.

Fleet & Equipment

The company currently operates:

- 12-truck fleet
- Walking floor trailers
- Skeletal trailers
- Curtainsiders
- Flatbed trailers
- Refrigerated trailers
- Box trailers

Technology

A significant operational advantage is the proprietary transport management platform utilised by the business, which includes:

- Job scheduling
- Driver management
- Customer portal
- Digital POD capture
- Fleet planning
- Management reporting
- Automated invoicing workflows

This system enables efficient scaling whilst maintaining a lean office structure. A transition arrangement regarding continued use of the software is available to a purchaser.

Staffing

The business operates with:

- Professional HGV driver team
- Dedicated transport planner
- Director oversight (just one director works part time on the business)

The streamlined structure reduces overheads whilst supporting future growth.

Supplier Relationships

The business maintains relationships with multiple suppliers covering:

- Fuel
- Tyres
- Vehicle maintenance
- Vehicle finance
- Subcontractor support

No material dependency exists upon any single supplier.

Transferability

The business has been structured to operate efficiently with documented systems, established customer relationships and scalable technology.

A comprehensive handover period is available from the vendor to ensure a smooth ownership transition.

Growth Opportunities

A new owner could accelerate growth through:

Fleet Expansion

Utilise the existing Operator License capacity to increase the fleet from 12 vehicles towards the authorised 30-vehicle limit.

Increased Direct Sales Activity

The business has historically relied heavily upon referrals and existing relationships, creating substantial opportunity for proactive business development.

Sector Expansion

Further growth opportunities exist within:

- Renewable energy logistics
- Biomass transport
- Recycling services
- Waste management support
- Specialist industrial haulage

Strategic Acquisition Benefits

An existing transport operator could potentially achieve:

- Increased fleet density
- Enhanced buying power
- Operational synergies
- Cross-selling opportunities
- Reduced administrative costs

Reasons to Acquire

This opportunity offers an attractive combination of:

- Established profitability
- Proven management systems
- Scalable infrastructure
- Loyal customer relationships
- Strong market positioning
- Significant growth capacity
- Specialist sector expertise
- Technology-driven operational efficiency

Businesses of this quality, with established customer relationships, proprietary operational systems and substantial growth capacity, rarely become available to the open market.

Next Steps

Qualified purchasers seeking further information should contact Abercorn Business Sales.

Detailed financial information, customer analysis, fleet schedules and operational data will be made available following completion of a Confidentiality Agreement and purchaser qualification process.

To Register Interest, you will need to fully complete our Confidentiality Agreement, Please contact Abercorn Business Sales.



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Next Steps & Contact

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