



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



**Established Forklift Hire, Maintenance & Warehouse Equipment
Business for Sale**

Leicestershire

Asking Price: £950,000

Reference: HR05-ABS | Confidential Memorandum

Fleet & Equipment: Included within the sale:

- Approximately 30 forklifts
- Workshop tools and operational equipment
- Three Service Vans

Current Turnover Circa: £600,000

Key Investment Highlights

- Recurring revenue generated from long-term forklift hire agreements
- Fleet of approximately 30 forklifts included within the sale
- Additional income streams from servicing, repairs, maintenance and equipment sales
- Approximately 50 active commercial customers
- Includes transport and servicing truck within the sale
- Minimal competition within the local trading area
- No debt and lean operational structure
- Minimal marketing currently undertaken, providing substantial growth opportunities
- Ideal bolt-on acquisition for an existing mechanical, logistics or equipment hire operator

Confidential Sale – Recurring Hire Revenue, Long-Established Customer Base & Significant Growth Potential

- Well-established forklift hire, servicing and warehouse equipment business operating successfully for over 11 years with an established commercial client base and recurring hire revenue.
- The business owns a fleet of forklifts currently placed on long-term hire agreements and generates additional income from servicing, maintenance, repairs and equipment sales.

Executive Overview

This is an opportunity to acquire a long-established forklift hire, maintenance and warehouse equipment business with a strong reputation for reliability and customer service.

Operating successfully for over 11 years, the business provides forklift hire, servicing, maintenance, repairs and equipment sales to a broad range of commercial clients. The company benefits from recurring revenue through long-term forklift hire agreements alongside regular service and maintenance work.

The business operates from leasehold premises and has developed an established client base of approximately 50 active customers. With little direct competition, low overheads and no debt, the business offers an attractive acquisition opportunity with significant potential for future growth.

The business has around 30 forklifts, own on-hire and cross-hire in 3/4 forklifts, currently they have 25 warehouse electric pallet trucks on hire of our own and a couple of scissor lifts. In their workshop they have ready to go 3/4 scissor lifts 4/5 forklifts and around 8 waiting repair before ready for hire. Workshops leased but all equipment inside compressor, all tools, tyre machine all included.

The company would suit:

- An owner-operator seeking a profitable and flexible business
- An existing forklift or equipment hire operator looking to expand geographically

- A mechanical engineering or transport business seeking recurring revenue streams
- An investor seeking a scalable industrial services business

Accounts and further financial information will be made available following completion of confidentiality agreements.

Business Background

Established approximately 11 years ago, the business has built a strong reputation for dependable service, responsive maintenance support and long-standing customer relationships.

The company has developed organically through repeat business and word-of-mouth referrals, with very limited marketing activity undertaken by the current owners. Despite this, the business has secured a loyal customer base and maintains recurring hire agreements across its forklift fleet.

The owners have focused on maintaining a manageable and profitable operation with stable revenues, reliable customers and controlled overheads. The business is now being offered for sale to allow the owners to pursue lifestyle and future personal plans.

Over the years, the business has established itself as a trusted local provider of:

- Forklift hire
- Forklift service and maintenance
- Repairs and breakdown support
- Warehouse equipment supply

Its long-standing trading history and customer relationships provide a strong platform for future expansion under new ownership.

Products & Services

The business generates revenue from multiple complementary income streams, including:

Forklift Hire

- Long-term forklift hire agreements
- Reliable recurring monthly revenue
- Fleet included within the sale

Service & Maintenance

- Planned maintenance programmes
- Routine servicing contracts
- Safety inspections and repairs

Repairs & Breakdown Services

- On-site repair support
- Workshop-based repairs
- Emergency maintenance response

Equipment Sales

- Supply of forklifts and warehouse equipment
- Ancillary equipment sales opportunities

Additional Opportunities

- Expansion into short-term forklift hire
- Increased fleet acquisition
- Expanded regional coverage
- Enhanced digital and direct marketing activity

The business benefits from an excellent reputation for responsive customer service and practical industry expertise.

Customers & Market Position

The business serves a broad range of commercial and industrial clients requiring reliable forklift and warehouse equipment support.

Customer sectors include:

- Warehousing
- Distribution
- Manufacturing
- Logistics
- Commercial storage operations

The company currently holds approximately 50 active customers, many of whom have traded with the business for several years. This strong customer retention reflects the quality of service provided and the importance of reliability within the sector.

The business benefits from:

- Strong repeat business
- Recurring hire income
- Limited local competition
- Established market reputation
- Long-standing commercial relationships

Importantly, the current owners undertake virtually no active marketing, creating a significant opportunity for a purchaser to accelerate growth through:

- Website development
- SEO and online advertising
- Direct sales activity
- Fleet expansion
- Geographic expansion
- Short-term hire services

Operations

The business operates from leasehold premises suitable for workshop activities, equipment storage and administration.

Staffing Structure

The business currently employs:

- Three Full-time Staff (Two engineers and One Office admin)

The operational structure is lean, efficient and highly transferable.

Systems & Processes

The business has established operational systems already in place, including:

- Customer management processes
- Maintenance scheduling
- Hire agreement administration
- Service and repair workflows

The business is considered highly transferable to a new owner with operational support from the existing staff team.

Growth Opportunities

The business offers considerable scope for expansion, including:

- Acquisition of additional forklifts to increase recurring hire revenue
- Introduction of short-term and emergency services
- Expansion into wider geographic markets
- Increased online and direct marketing activity
- Development of service contract programmes
- Cross-selling additional warehouse equipment products

Given the lack of active marketing currently undertaken, there is substantial untapped growth potential available to a more commercially focused operator.

Opportunity Summary

This represents a rare opportunity to acquire a long-established forklift hire and maintenance business with:

- Recurring income
- Tangible asset value
- Loyal customer relationships
- Minimal competition
- Strong reputation
- Significant growth potential

The business would make an excellent standalone acquisition or strategic bolt-on opportunity for an existing operator within the mechanical, logistics, transport or equipment hire sectors.

Further information and financial accounts are available strictly to genuinely interested parties following completion of confidentiality agreements.

Support and training

The owner is offering a comprehensive handover to ensure a smooth transition.

Reason For Sale

The vendor is selling due to personal reason.

Confidentiality Notice

This document is confidential and does not constitute an offer to sell. All information is provided for indicative purposes only and is subject to verification.





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Next Steps & Contact

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