



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



**Marine Stove Specialist Business for Sale - The only stoves on boats
specialists in the UK offering a mobile Service.**

Serving the UK Inland Waterways Sector

Asking Price: £100,000

Reference: HR06-ABS | Business Memorandum

Being the only stoves on boats specialists in the UK this Business services and installing in excess of 700 stoves a year on average....and growing!

Website: <https://www.shipshape1.co.uk/>

Asking Price: Offers in the region of £100,000

Current Turnover: circa £200,000

Established: since 2017

Key Investment Highlights

- Established specialist marine heating business trading since 2017
- Recognised as one of the UK's leading mobile providers of boat stove servicing and installation
- Strong reputation built on trust, transparency, reliability and professionalism
- Approximately 800 customer appointments are completed annually
- Significant year-on-year growth with turnover increasing from £74,885 to nearly £200,000
- Operates within a niche market with limited direct competition
- Mobile service offers flexibility and a low overhead structure
- Opportunity to expand into diesel, pellet and alternative marine heating systems
- Suitable for a couple-led operation with one technical and one administrative owner
- Full training and comprehensive handover are available from the vendors

Business Profile:

Rare opportunity to acquire a highly professional mobile service specialist business operating within a niche and underserved sector of the UK marine market.

Established since 2017, the business provides the supply, installation, servicing, refurbishment and maintenance of multi-fuel stoves for boat owners nationwide and has built an exceptional reputation for reliability, professionalism and customer service.

With approximately 800 customer appointments annually, strong year-on-year growth, limited direct competition and significant expansion opportunities, this represents an ideal acquisition for an owner-operator, trade buyer or entrepreneurial couple seeking a profitable lifestyle business with substantial future potential.

Being the only stoves on boats specialists in the UK this Business services and installing in excess of 700 stoves a year on average....and growing!

They are here to help with all your stove requirements, anything from supplying a piece of glass to doing a full install.

Executive Overview

Abercorn Business Sales is delighted to present this unique opportunity to acquire a specialist marine heating business serving boat owners throughout the United Kingdom.

Established in 2017, the company specialises in the supply, installation, servicing, maintenance and refurbishment of multi-fuel stoves fitted to boats and liveaboard vessels. The business has developed an enviable reputation within the boating community and is widely recognised for its expertise, customer

service and ability to provide a convenient mobile service directly to customers.

The company has demonstrated impressive growth, generating revenues of approximately £74,885 in 2022, £123,549 in 2023 and approaching £200,000 in the current trading period.

Operating from modest leasehold premises and supported by an established customer base, the business provides an attractive opportunity for a purchaser seeking entry into a specialist market with strong recurring demand and excellent growth prospects.

Business Background

Founded in 2017, the business was established to provide a dedicated specialist service for boat owners requiring stove maintenance, repairs, installations and refurbishment.

Historically, many boat owners relied on marina workshops and boatyards to undertake this type of work. The company successfully differentiated itself by offering a professional mobile service, bringing specialist expertise directly to customers throughout the UK's inland waterways network.

Over the years, the business has built a strong reputation based upon:

- Honest advice
- Transparent pricing
- Reliable service delivery
- Professional workmanship
- Outstanding customer care

The company has become a trusted supplier within the boating community and benefits from extensive word-of-mouth referrals and repeat business.

The owners are now seeking a sale as part of their longer-term lifestyle and relocation plans.

Products & Services

The business generates revenue through a range of specialist marine heating services, including:

Core Services

- Multi-fuel stove installations
- Stove servicing and maintenance
- Stove refurbishment
- Repairs and fault diagnosis
- Replacement stove supply
- Safety inspections
- Heating system consultations

Additional Revenue Opportunities

A new owner could expand into:

- Diesel stove systems
- Pellet stove installations

- Marine heating upgrades
- Broader boat heating solutions
- Additional regional service coverage

Key Differentiators

- Specialist expertise within a niche sector
- Mobile nationwide service capability
- Strong customer reputation
- Limited direct competition
- High levels of repeat business
- Responsive winter support service

Customers & Market Position

The company serves private boat owners, liveaboard residents and leisure boating customers throughout the UK.

Its customer base is characterized by:

- Essential service requirements
- High repeat maintenance demand
- Strong customer loyalty
- Regular annual service schedules
- Word-of-mouth referrals

Approximately 700 customer appointments are undertaken annually.

The market outlook remains highly positive. Multi-fuel stoves remain a critical heating source for many liveaboard and leisure vessels, creating ongoing demand for servicing, repairs, maintenance and replacement services.

The business occupies a strong market position due to its specialist focus and reputation for quality workmanship.

Operations

The business operates from practical leasehold workshop premises within a commercial business centre.

Premises

- Leasehold workshop unit
- Secure commercial environment
- CCTV and security systems
- Utilities connected
- Annual occupancy costs approximately £8,000

Staffing

- Three full-time employees
- Established operational structure

- Employment contracts in place

Systems & Technology

The business operates using straightforward and transferable systems including:

- Customer scheduling
- Mobile communications
- Digital administration
- Workshop equipment
- Specialist tools and machinery

Owner Involvement

The current owners remain involved in day-to-day operations and customer management.

Importantly, the vendors have confirmed that:

- Full training will be provided
- No prior industry experience is required
- Operational knowledge can be transferred within approximately 2–4 months
- Ongoing support can be provided for post-completion

This significantly reduces transition risk for a new owner.

Financial Overview

Year	Turnover
2022	£74,885
2023	£123,549
Current Trading Period	Approaching £200,000

Historic profitability has shown similar upward momentum.

Further financial information will be made available to qualified purchasers

Growth Opportunities

A purchaser could accelerate growth through:

Geographic Expansion

- Additional regional engineers
- Coverage of further marina locations
- Expansion into Scotland and Northern England

Service Expansion

- Diesel stove installations
- Pellet heating systems

- Additional marine heating technologies

Marketing Development

Historically, the business has relied heavily upon:

- Specialist Facebook groups
- Recommendations
- Customer referrals

Recruitment & Scaling : The model is readily scalable through:

- Additional technicians
- Franchise-style regional coverage
- Expanded service territories

Reasons for Sale

The vendors are seeking a sale to facilitate a change in lifestyle.

They remain fully committed to ensuring a successful transition and are willing to provide extensive support, training and handover assistance to a purchaser.

Summary

This is an outstanding opportunity to acquire a highly respected specialist business operating within a niche market with strong barriers to entry, recurring demand and limited competition.

The combination of:

- Strong reputation
- Demonstrated revenue growth
- Loyal customer base
- Specialist expertise
- Excellent lifestyle benefits
- Significant expansion opportunities

Creates a compelling acquisition opportunity for an owner-operator, entrepreneurial couple or strategic buyer seeking entry into the marine services sector.

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Next Steps & Contact

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