



ABERCORN BUSINESS SALES **SUCCESSFULLY SELLING YOUR BUSINESS**



Specialists in bespoke oak buildings, timber structures and furniture, offering design, manufacture, supply and installation services together with a traditional timber merchant supplying quality timber product.

Wiltshire, UK

Asking Price: £100,000

Asking Price: £100,000 plus assets (including plant and equipment and stock at valuation)

Assets: Stock at Valuation (SAV): Circa £250,000 and Plant & Equipment: Circa £80,000

The business hold over 450m³ combined of Oak and Softwood. The equipment is valued at approx. £80,000

Current Turnover: Circa £400,000 p.a.

Established: 2014

Location: Wiltshire, UK

Sector: Specialist manufacture, supply and installation of oak buildings, timber structures and related timber products, complemented by traditional timber merchant services.

Business Overview:

Well-established specialist manufacturer and installer of bespoke oak buildings, timber structures, and timber products serving customers nationwide.

Established in 2014, the business offers a wide range of oak garages, carports, pergolas, gazebos, and bespoke garden structures alongside a complementary timber merchant operation.

Generating an annual turnover of circa £400,000 with a stock of approximately £250,000 (The company holds over 450m³ combined of Oak and Softwood). The company benefits from strong supplier relationships and attractive product margins.

Offered for sale at £100,000 plus Asset at valuation plus equipment due to the owner's planned retirement, presenting an excellent opportunity for builders, timber merchants, landscaping companies, or entrepreneurs seeking a scalable niche business

Executive Summary:

Our client is a well-established specialist supplier and installer of high-quality oak and timber structures serving customers across mainland UK.

The business designs, manufactures, supplies, and installs a wide range of oak-framed buildings and garden structures, including:

- Carports
- Oak garages
- Pergolas and gazebos
- Barn-style structures
- Summer houses
- Bespoke oak buildings
- Timber furniture and decorative products

Established in 2014, the company has developed a strong reputation for:

- High-quality craftsmanship
- Fast lead times

- Competitive pricing
- Personal customer service
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The business operates with a small, efficient team, a low-overhead structure, and strong supplier relationships, which allow excellent margins on oak products.

With over 100 pergola and gazebo models, 35 garage designs, and 15 carport modules, the business offers both modular and bespoke solutions.

The opportunity is ideal for:

- Builders or construction companies
- Timber merchants
- Garden room / outdoor living businesses
- Landscape contractors
- Entrepreneurs seeking a profitable niche product business

The current owner is seeking early retirement but is willing to remain involved to support a smooth transition.

Business Overview:

Our client is a specialist provider of oak-framed structures and timber products, combining architectural design expertise with skilled craftsmanship.

All structures are designed under the guidance of experienced architects, ensuring a combination of:

- Structural integrity
- Practical functionality
- Strong aesthetic appeal

Products are available in both standard modular designs and fully bespoke commissions.

Customers can:

- Purchase online via the company website
- Visit the yard
- Request bespoke designs
- Arrange full installation services

The business has successfully established a nationwide service offering, supplying and installing products throughout the UK.

Key highlights include:

- Over 25 years of timber industry experience
- Strong reputation and positive online reviews
- Membership of recognised industry bodies including Federation of Master Builders and Trustmark

- Large timber storage facility with offices and large yard to facilitate growing timber merchant division
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Products & Services

The company specialises in oak-framed structures and timber garden buildings, as well as a complementary range of timber furniture and decorative items.

Core Products

Oak Structures

- Oak garages (35 designs)
- Car ports (15 modular options)
- Pergolas and gazebos (100+ models)
- Barn-style structures
- Summer houses
- Custom architectural oak structures

Timber Alternatives

- Timber garages
- Timber garden buildings
- Timber pergolas

Handcrafted Furniture

- Oak mirrors
- Shelving
- Decorative timber products

Services

- Bespoke design consultation
- Manufacture and supply
- Nationwide delivery
- Full installation service (including foundations and roofing)
- Timber yard sales

Many products are also offered as easy-to-install DIY models, supplied with clear instructions for home assembly.

Market & Clients

Customer Base

The business serves a mix of:

Private Customers

- Homeowners purchasing structures for gardens or driveways

- Customers seeking bespoke oak projects

Trade Clients

- Builders
- Landscapers
- Property developers
- Garden designers

Private customers are typically one-off buyers, while trade clients often generate repeat business, particularly for timber supply and structures.

Market Position:

The business benefits from several competitive advantages:

- Limited local competition
- Growing demand for oak-framed outdoor structures
- Increasing popularity of garden rooms and outdoor living spaces

The outdoor living sector experienced strong growth during and after the pandemic, and demand remains robust.

Competitive Strengths

Key factors behind the company's success include:

- Fast lead times
- Nationwide coverage
- No minimum order quantities
- Direct supply relationships
- Personal customer service

Operations

The business operates from a yard and warehouse facility in Wiltshire, which includes:

- Production area
- Office
- Timber yard
- Furniture storage
- Additional off-site dry storage

Facility	Description
Yard	Production yard with buildings, office, timber sales, and furniture storage
Storage	Approx. 10,000 sq ft of dry barn storage

Annual Property Costs

Cost	Annual
Storage	£55,200 (inc VAT)
Yard	£14,400 (inc VAT)

Total Property Cost	£69,600 per annum.
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Small business rate relief currently applies.

Staff Structure

Role	Number
Director	1
Sales Manager	1
Carpenter	1

Additional carpenters and landscapers can be engaged as required during busy periods.

Equipment

The business uses standard woodworking and construction equipment, including:

- Joinery tools
- Construction tools
- Office equipment
- A key advantage of the business is favourable pricing agreements with oak suppliers in Poland, enabling strong margins.

Growth Opportunities

The business presents numerous opportunities for expansion under new ownership.

Marketing Expansion

Current marketing is limited primarily to:

- Website
- Yell.com advertising

Significant growth could be achieved through:

- Google Ads
- SEO expansion
- Social media marketing
- Instagram / Pinterest for outdoor living inspiration
- Trade partnerships

Product Expansion

Potential new product lines include:

- Garden rooms
- Outdoor kitchens

- Oak porches
- Luxury outdoor living structures

Trade Partnerships

Opportunities exist to develop relationships with:

- Builders
- Garden designers
- Landscape companies
- Property developers

Geographic Expansion

The company already serves the UK, but marketing is currently limited. Targeted marketing could significantly expand national reach.

E-commerce Growth

The existing website provides a foundation for a much larger online sales channel, particularly for DIY structures and timber furniture.

Reason for Sale

The owner established the business and has successfully grown it into a reputable specialist supplier.

The sale is motivated by early retirement plans.

The owner is willing to:

- Provide a full handover
- Remain temporarily to assist with transition
- Potentially remain involved as an employee if required

This ensures continuity and a smooth transfer of knowledge.

Why This Business is Attractive

Key reasons buyers are attracted to this opportunity include:

- Specialist niche in oak structures
- Strong product margins
- Direct supply relationships for oak
- Nationwide market
- Low competition in the sector
- Established brand and reputation
- Scalable business model
- Significant growth potential

The business combines craftsmanship, strong margins, and an expanding market sector.

Next Steps

Further information will be made available to serious buyers following the completion of a Non-Disclosure Agreement (NDA). Please contact Abercorn Business Sales.

e-mail: expert@aberncornbusinesssales.com or telephone: [0800-246-1313](tel:0800-246-1313)

Commercial Finance:

Abercorn Business Sales are specialists in highly confidential off-market business sales. Should you require commercial finance, we have a panel of leading commercial finance brokers with access to the whole market to enable you to source the best possible terms.





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Next Steps & Contact

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