



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Profitable Bespoke Wood Joinery Business for Sale

Northamptonshire

Asking Price: £795,000

Reference: WJ01-ABS | Confidential Memorandum

Asking Price: Offers In Region of £795,000- cash free, debt free.

Business Financial Highlights:

Year End March 2024 Turnover: circa £883,000 per annum.

Gross Profits: circa £318,000 per annum.

Adjusted EBITDA: circa £221,000 per annum.

Net assets: Significant value of stock, plant and equipment and vehicle fleet included in the sale price.

Key Selling Points

- Cash Free Debt Free Business.
- Established and Reputable.
- Nationwide client service.
- Fully Equipped modern workshop.
- Outstanding team of skilled and highly qualified craftsmen.

Business Overview:

This established and reputable Business offers exceptional bespoke wood joinery services to clients in Northamptonshire and the entire United Kingdom.

Note: The business has recently acquired the goodwill and assets of a complimentary local high-end kitchen/cabinet maker and brought this in house to sit alongside current operations. This new part of the business has historically generated sales of circa £450,000 p.a. and will only enhance the current operation.

The new business has been seamlessly integrated into the current company with minimal extra overhead and as a result vendor expects sales for the current year to be well more than £1 Million as they have excellent project visibility (circa £1.1million of orders currently in pipeline) with some prestigious clients already in place.

70% of the projects are domestic, 30% are commercial projects.

Vehicles: Fully fitted, tooled and sign written vans.

Fully equipped modern workshop: High quality machines and tooling and 6000 square feet workshop with lots of room to expand. The vendor has recently added a kitchen showroom following the company's recent acquisition- the business is already receiving new enquiries for this new service.

The business specializes in various custom wood joinery projects, including wooden sash windows, casement windows, curved sash windows, stormproof windows, doors, and renovations of listed buildings for many companies and individuals.

Based in the East Midlands, the company boasts a wealth of experience and expertise with a Director and Factory Manager who bring over half a century of combined knowledge in joinery and carpentry.

The commitment to excellence ensures that clients receive unparalleled craftsmanship and service for

every project, regardless of size or complexity. This leads to a constant stream of referrals for new business.

Staff: The Company has assembled an outstanding team of skilled and highly qualified craftsmen, each with unique expertise; the Business fosters the development and training of future craftspeople. This investment in staff ensures a consistently high level of craftsmanship and service.

Clients: The Company has successfully nurtured robust relationships with key contractors and local tradespeople who use the company on a regular basis, together with a large historical domestic following which ensures ongoing referrals and repeat business.

Products: This Business takes pride in crafting bespoke joinery products through traditional techniques, ensuring each project is uniquely tailored to fulfill customers' needs. Additionally, the company offers a refurbishment service when applicable, demonstrating its commitment to providing comprehensive solutions for clients.

The Business specializes in creating wooden structures such as garage blocks, carports, Japanese pergolas, and roof trusses, utilizing green oak for a sustainable and durable finish. Their portfolio showcases various successful joinery projects in churches, distinctive shops, and arch fronts in London and other locations throughout the country.

This Business provides supply-only and supply-and-installation services, expertly crafting custom wooden windows and doors based on client-provided images and measurements. The company can produce any design, ensuring each customer's personalized and seamless experience.

Opportunities for new owners:

Broaden commercial projects: Diversify the company's portfolio by extending its reach into other commercial sectors.

Enhance marketing initiatives: Boost lead generation and customer acquisition by implementing more targeted marketing strategies.

Expand product offerings: Broaden the range of wooden structures available, such as garden sheds and cabins, to cater to a broader clientele and meet evolving market demands.

Business handover: Our client will be delighted to provide a complete handover of the Business to ensure a successful transfer.

We strongly recommend this Business to potential buyers looking for a profitable and reputable business in the joinery industry.

Business transition: The current owner is committed to facilitating a seamless handover, ensuring continued success under new ownership.

We highly recommend this opportunity for potential buyers interested in acquiring a profitable and well-respected enterprise within the joinery industry.

Growth and Expansion: The business has cultivated an outstanding reputation by fostering strong relationships with new and loyal customers. Growth opportunities exist through the implementation of enhanced marketing strategies to further expand its client base.

Fully equipped workshop: This Business features a circa 6,000 square-foot workshop, complete with

top-of-the-line machinery and tools, not to mention new showroom providing ample space for future expansion and growth.

Reason for Sale: The current owners have decided to pursue other interests.

Confidentiality: This Business Sale is being conducted with discretion. Prospective buyers must sign a Non-Disclosure Agreement (NDA) before receiving any additional information regarding the Business.

Financials: Comprehensive financial data will be made available to interested parties upon signing a non-disclosure agreement (NDA), ensuring a secure and confidential exchange of information.

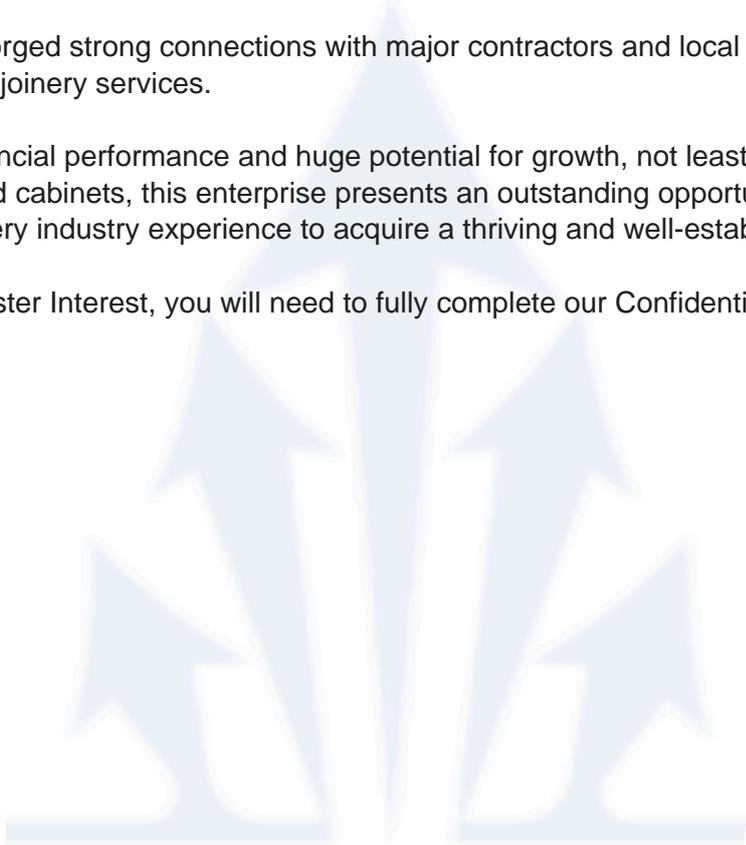
Conclusion: This bespoke wood joinery business boasts a dedicated team of experienced and highly qualified craftsmen, underpinning its solid reputation in the industry.

The company has forged strong connections with major contractors and local tradespeople, consistently delivering top-notch joinery services.

Given its strong financial performance and huge potential for growth, not least with its new acquisition offering kitchens and cabinets, this enterprise presents an outstanding opportunity for investors or individuals with joinery industry experience to acquire a thriving and well-established business.

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement.

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Next Steps & Contact

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