



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Family Run Joinery Manufacturing & Shopfitting Supply, Distribution & Installation Business for Sale

Oxfordshire

Asking Price: £550,000

Reference: WJ04-ABS | Confidential Memorandum

Asking Price: £550,000 (including net assets circa £260,000)

Annual Turnover: £1,550,000 p.a.

Gross Profits: circa £450,000 p.a.

Key Investment Highlights

- **Established Business with Nearly 40 Years of Trading**
Founded in 1988, The company has built an excellent reputation for quality craftsmanship, reliable service, and technical expertise within the retail fit-out and storage solutions sector.
- **Long-Standing Blue-Chip Customer Base**
The business benefits from strong, long-term relationships with leading UK builders' merchants, national DIY retailers, and established shopfitting contractors, providing a solid foundation of repeat business.
- **Fully Equipped Manufacturing Facility**
Sale includes a well-maintained 18,000 sq. ft. joinery and manufacturing facility featuring dedicated spray facilities, modern woodworking machinery, Solid Surface Fabrication and industry-leading design software including AutoCAD, Clear Books and B Solid.
- **Strong Asset Base**
The business is supported by a substantial portfolio of tangible assets, including plant and machinery, vehicles, stock, workshop equipment, and office infrastructure
- **Multiple Revenue Streams**
Revenue is generated from a diverse range of services including:
 - Bespoke joinery manufacture
 - Retail shopfitting
 - Gondola shelving supply
 - Pallet and cantilever racking installations
 - Nationwide maintenance and reactive call-out services
 - Distribution and logistics
- **Significant Growth Opportunities**
Considerable scope exists to increase turnover through:
 - Expanding manufacturing capacity
 - Developing an e-commerce platform for shelving and storage products
 - Investing in digital marketing and lead generation
 - Growing recurring maintenance contracts
 - Expanding nationwide installation services
- **Experienced Workforce**
A skilled and loyal team of 15 employees, including Project Managers, Bench Joiners, Workshop Operatives and Installation Teams, provides operational stability and supports a seamless transition to new ownership.
- **Turnkey Acquisition**
The business operates with established systems, experienced personnel, repeat customers, and proven processes, allowing a purchaser to continue trading immediately with minimal disruption.
- **Retirement Sale**
Offered to the market for the first time in its history due solely to the owners' retirement. The current owners are committed to providing a comprehensive handover and training period of up to three months to ensure a smooth transition.

Executive Summary

The Business provides a comprehensive range of services including:

Retail Design & Shopfitting

- Bespoke retail shelving and display systems designed to maximise sales space and enhance customer journey.
- Complete store layout planning and CAD design services.
- Prototype production and product development.

Joinery & Manufacturing

- Bespoke reception desks, sales counters, checkouts and boardroom furniture.
- High-quality commercial and residential joinery.
- In-house timber machining, laminating, edging, spraying and assembly.

Design & Technology

- Precision CAD Modelling, Prototyping & CNC manufacturing

Metal Fabrication & Retail Shelving

- Supply and installation of Gondola shelving systems.
- Wall shelving, promotional displays and point-of-sale equipment.
- Bespoke fabricated display solutions.

Warehouse Storage Solutions

- Design, supply and installation of Adjustable Pallet Racking.
- Cantilever Racking Systems.
- SEMA-compliant installations.

Distribution & Logistics

- Nationwide storage, sorting and distribution.
- Single-site and multi-site rollouts.
- Project logistics management.

Maintenance & Aftercare

- Nationwide shelving and racking maintenance.
- Emergency call-out service.
- Repairs, alterations and ongoing preventative maintenance.

All manufacturing and installation work is undertaken by experienced in-house team, providing complete control over quality, scheduling, and costs.

Industries Served

The Company supplies a diverse range of commercial sectors, including:

- Builders' Merchants
- DIY Retailers
- Agricultural & Country Stores

- Garden Centres
 - Gift Shops
 - Cafés
 - Jewellery Retailers
 - Department Stores
 - Housing Developers & Sales Suites
 - Commercial Offices
 - Private Residential Clients
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Industry Memberships

The company is an active member of:

- Shop & Display Equipment Association (SDEA)
- Builders Merchants Federation (BMF)
- Safe Contractor

These memberships demonstrate the company's commitment to industry best practice, professional standards and ongoing development.

Customers & Market Position

The Business has built a strong reputation within the retail fit-out and storage sector, occupying a specialist niche in bespoke shelving, joinery and warehouse storage solutions.

The business benefits from a diversified customer base across the UK and Europe, reducing reliance on any single sector.

Key Accounts

- The business currently maintains approximately 10 major repeat customers, including major national builders, leading merchants, and national retail groups.

Long-standing customer relationships generate significant repeat business and provide a stable revenue base.

Demand within the sector remains resilient, with considerable opportunity to increase market share through investment in digital marketing, online sales, and expansion of the company's e-commerce offering.

Operations

Premises

The company operates from a strategically located industrial facility in Southern England comprising:

- Modern office accommodation
- Spray finishing facility
- Large-scale joinery workshop
- Storage and distribution warehouse
- Mezzanine (6000sqft)

- Large Yard Storage

The premises support both manufacturing and nationwide project delivery.

Employees

The business employs:

- 12 Full-Time Staff
- 3 Part-Time Staff

The workforce includes:

- Bench Joiners
- Project Managers
- Installation Teams
- Workshop Operatives
- Administration Staff
- Design Programmer

The experienced team provides excellent continuity and operational knowledge.

Systems & Technology

The business operates using established management systems including:

- Microsoft Office
- B Solid ERP
- AutoCAD
- Clear Books

These systems support project management, design, manufacturing, stock control and financial administration.

Ownership & Transition

The current owner remains involved in strategic management and business development while being supported by a capable senior management and operational team.

The business has been structured to facilitate a smooth ownership transition and is well suited to:

- Trade buyers seeking strategic expansion.
- Existing shopfitting or manufacturing companies.
- Builders' merchant suppliers.
- Investors with an experienced management team.

A comprehensive handover period is available to ensure continuity of customer relationships and operational knowledge.

Sale Rationale & Future Potential:

The current owners are seeking a sale to facilitate their retirement. They leave behind a business with high "Manufacturing Independence"—a significant asset for a buyer looking to control their own supply chain or add massive joinery capacity to an existing firm.

Growth Opportunities:

- Digital Presence: Development of a web shop for standard shelving and racking components.
- Capacity Expansion: The current facility has the physical footprint to double manufacturing output with further investment in staff or shifts.
- Sales Outreach: The business currently does no active advertising; a proactive sales force could unlock national rollout contracts within the existing client base.

Support and Handover:

The current owner is committed to a smooth transition to ensure continued success under new ownership and is happy to remain for an extended period if need be.

Reason for sale:

Retirement Sale: Offered to the market for the first time due to the owners' retirement, with a full handover and training period available

Opportunity:

Excellent opportunity for investors or individuals with joinery industry experience to acquire a thriving, profitable, well-established business with solid financial performance and growth potential

Next Step: You will need to fully complete our Confidentiality Agreement .



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Next Steps & Contact

Abercorn Business Sales

0800 246 13 13

expert@aberncornbusinesssales.com

aberncornbusinesssales.com