BUSINESS FOR SALE
Family Run Manufacturing Business for the Cold Storage Industry: Central Southern England

Business Activities

The company is a well-established family business based in West Berkshire. It has a loyal network of repeat customers drawn from the UK, Ireland and the far east. As well as producing bespoke frost heave prevention systems, they also manufacture condensation prevention systems, threshold frost prevention systems and supply products and parts for the cold storge industry. The business has an enviable reputation as a friendly, relational company, with a strong brand, backed by a proven reputation for congenial customer service. The company is well placed to exploit the goodwill that it has built up over the last 35 years of trading and is in an excellent position to substantially scale the business. The owner works within the business with three full time and two part time staff.

The Opportunity

New owners would have little difficulty in growing and developing the business through increased marketing and sales activity and by capitalising on added servicing to the existing, captive customer base. There are also easily identifiable opportunities for profitable new customer acquisitions. Some limited, unsolicited, export sales, bear witness to the fact that the brand is not unknown overseas, particularly in the Asiatic countries, an encouraging indicator for the intrinsic prospect for export sales.

Key Strengths

- Substantial goodwill through thirty-five years of trading.
- A strong client base of returning and satisfied customers.
- Strategically located office and warehouse in West Berkshire near the M4 motorway.
- Investment in product development with own trademarks.
- Long standing relationships with customers in the UK, Ireland, and the Far East.
- The website has been continuously updated and is a key point of reference.
- A professional team of experienced staff who are dependable and self-motivated.
- A scalable business ready for incremental growth to the next level.

Financial Highlights

	2023'	2022	2021*	2020*
Sales	591,291	623,171	384,022	395,035
Cost of Sales	351,103	384,303	239,811	258,865
Gross Profit	240,188	238,868	144,211	136,170
Overheads	156,882	164,422	100,252	142,542
Operating Profit	83,305	74,446	43,959	(6,372)

' : Accounts to be signed off

* : Covid years

Sale Rationale and Next Steps

The current owner has built up a strong business and is now looking to retire. He has successfully navigated the constraints of the Covid pandemic lock-down (y/e 2021) and is now back on track as last year's figures verify (see above). As such, the business is in excellent shape and decisively placed for further growth and development. The managing director is relaxed about remaining with the company for a period of consultancy/hand-over (subject to terms), to facilitate the transfer of goodwill.

An Information Memorandum is available subject to the completion of a confidentiality agreement. For more information, please contact: Rupert Beazley, CMC Business Advisors Ltd, Waterside Drive, 1650 Arlington Business Park, Theale, Reading RG7 4SA. M: 07880 221818 or O: 0208 895 6189.

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