

Business Description Summary

Employs 4 full time (2 directors) + seasonal workers

This well established and highly respected marquee hire company has been trading for twenty six years. Based in a convenient location to operate in affluent Sussex, Kent, Surrey and South London the company was taken over by the current owners in January 2006 having been in the same ownership since its foundation in 1986. The last five seasons have realised a massive increase in turnover, substantial new investment and the streamlining of what was already a lean and profitable outfit producing regular repeat business and a healthy profit. The current owners recently (2008) bought out one of its closest competitors including all equipment and ongoing orders.

The core of the business is the hire of marquees and associated ancillaries; including, flooring, linings, furniture, lighting, electrical distribution, staging, dance floors, heating, generators, luxury toilets etc. etc. A full inventory is available on request.

Orders are for weddings, private parties, corporate events, government/public sectors, educational and leisure organizations. Approximately 70% of work is from private customers. The remaining 30% is regular clients including exclusive rights to a number of wedding venues. We work alongside a number of catering companies, local hotels, and stately homes and with event management specialists. The business trades throughout the year, with April–October being the peak period. The last few years have however seen a large increase in off season contracts giving a nice spread of work and associated revenue income. This has also allowed us to keep all employees on over the winter in order to carry out essential maintenance work.

The company has an excellent relationship with other local marquee/event hire outfits and is often in a position to offer work to them on a percentage basis or in fact help them with overspill bookings and cross hire. The business has a healthy forward order book with good infrastructure for expansion. Forecasts for the coming season are excellent with approx £ 100,000 of orders confirmed (as of September 29th 2011 & up to Dec 2012). We have been consistently 'bucking the trend' with improving sales and profits since 2006.

Hire equipment is well organized and maintained to a very high standard. The replacement cost would exceed £ 400,000. Approximately £ 190,000 has been invested in new equipment in the last four years (including 5 luxury toilet units). The sale price includes approximately 30,000 sq ft of aluminium frame (clear span) marquees. Also to include three Mercedes Sprinter vans, an Isuzu Trooper (04), Land Rover Discovery (56), four twin axle 'Ivor Williams' trailers and two fork lift trucks. Also included is the freehold on our current industrial unit/offices and storage yard although this is negotiable (current value 140k).