



HFS286 - Manufacturer of Ground Support Equipment and Aircraft Production Tooling Company For Sale

Business Summary

- Opportunity to acquire a 70-year-old family business which manufactures and supplies ground support equipment and aircraft production tooling to the aviation industry and military.
- Specialising in design and manufacture, the company has been supplying the UK's Ministry of Defence for over 60 years and other major aircraft manufacturers and aircraft operations for over 50.
- The company is located in the South East of England in a prime location close to motorway networks and a major airport.
- With extensive knowledge and experience of sector, the company has established a strong range of reliable products and solid contractual links with its client base. In addition, it designs bespoke products for its clients which it owns or share-owns.
- The company's financial performance reflects the need to drive sales and marketing to build on a strong core performance.
- The business could successfully expand into the commercial aircraft manufacturing and operating sectors.
- There is scope to considerably develop the 'spares and repairs' arm of the business.
- Existing products could be extensively marketed to customers in Europe and Worldwide.
- The company is ISO 9001 accredited. All products carry the CE Mark and a 12-month warranty (minimum).
- The sale offers an outstanding opportunity as a bolt-on opportunity for a company looking to break into the military aircraft industry sector or expand their existing operations.

Products & Services

The core business is designing and building products to a client's bespoke requirements.

In addition, they sell their own range of 'off-the-peg' ground support equipment and aircraft tooling products including:

- Aircraft Maintenance Jacks and Wheel-Change Jacks
- Tow-bars



- Tyre Inflation Kits
- Charging Regulators
- General Purpose Aircraft Chocks
- Oxygen and Nitrogen Charging Trolleys

Services include:

- Sales and product advice
- Replacement parts and spares
- Repair of equipment.

Premises

- Freehold.
- 33,000 sq. ft. of land including offices, factory, store-room and car-parking.
- The vendors are open to including the purchase of the freehold within the sale. A property investor may wish to acquire the premises for redevelopment whilst an engineering-focused buyer may wish to acquire the trading business alone.

Employees

- In addition to the vendor, there is a full time Operations Manager who runs the business day to day, 2 managers, 2 administration staff and 7 operatives (2 of whom are sub-contracted).
- A part-time Design Manager oversees the design facility.

Reason for sale

- The vendor is in his seventies and wishes to retire. No family member is available to take on the business.

Financial overview

<i>Year ending 31th July</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016 Forecast</i>
Sales revenue	£1,878,758	£1,648,308	£1,447,784	£1,200,000
Gross profit	£517,021	£506,388	£484,226	
<i>Percentage</i>	28%	31%	33%	
Adjusted EBITDA	£301,232	£281,483	£268,087	£200,000
<i>Percentage</i>	16%	17%	19%	17%

Offers Invited