



BEARDSLEY THEOBALDS

WE SELL BUSINESSES

PRESS RELEASE

DEMAND FOR UNUSUAL BUSINESSES REMAINS STRONG

Whatever the financial and economic climate, there are always plenty of people looking to buy a business – and at the moment, perhaps not surprisingly, there are record numbers of them! This is often as part of a lifestyle change, frequently involving a move to a new area. Such people are usually very open minded about the type of business. They are looking for ideas and often want an unusual and interesting business rather than the run-of-the-mill business categories.

Beardsley Theobalds, the Exeter based specialist business agent which covers the whole of the westcountry, specialises mainly in the industrial, commercial and business services sectors and so handles anything from building/construction to engineering and manufacturing businesses and from wholesale to distribution and service orientated businesses. Consequently, the agency is frequently asked to sell unusual types of businesses.

In recent months Beardsley Theobalds has sold an internet based product distribution business, a mail order business, a fire and flood restoration business, a supplier of sales promotional products, a sheet metal manufacturer, a holiday lettings agency, a contract cleaning business, a professional practice obtaining UK work permits for corporate and private clients, a top quality cutlery distributor, a bath restoration business, an engineering company, a joinery business and many more. Last year's sales mix included a book-binding and repair business serving the publishing trade, a manufacturer of metal signs, nameplates and plaques, the UK's largest repairer of leather goods serving manufacturers, a supplier of safety wear and uniforms, a gun retailer, a supplier of a unique, imported product for the equine industry, a long established removals and storage business as well as a considerable number of the more common business types within the agency's specialist sectors.

The geographical movement of buyers when they find the right business is well illustrated in these examples. The location of the businesses varies from West Cornwall to Bristol and Dorset and the buyers from within the South West to all across the UK and abroad. In only two cases did someone buy a business within the county in which they were living!

Another interesting facet is the number of purchases made by someone for other members of the family. Six of the above sales fell into that category with as yet unfulfilled demand for further businesses for other family members.

The business transfer market is very active – providing that the right businesses are available to satisfy demand!