

Spotlight

THE MAGAZINE OF **HILTON SMYTHE** WINTER 2017



A NATION OF TEA DRINKERS

Where did it all start?

BARBERS POLE, READ THE HISTORY

A legacy of a long gone era

DO YOU KNOW YOUR ONIONS?

Is fruit and veg your bag?

WELCOME TO Spotlight

AS WE APPROACH THE CHRISTMAS PERIOD, WE ARE SET TO TAKE 2018 BY STORM. In our bid to be a destination for buyers and sellers of small, high street businesses, we will be stepping up our efforts to attract both buyers and sellers in a bid to create a 'small business for sale' marketplace.

We are excited for the launch of our new look and innovative website in the new year, as well as being able to report the implementation of our new back office system designed to bring buyer and seller together seamlessly and with unrivalled accuracy.

We will also be launching Hilton Smythe Finance in the New Year which will assist buyers in their search for funds when buying their dream business.

We have yet another feature packed Spotlight for you to read and of course, a sample of our businesses which could be yours!

WISHING ALL OF OUR SPOTLIGHT READERS AND CLIENTS A WONDERFUL FESTIVE PERIOD AND PROSPEROUS NEW YEAR.



Gareth Smyth
Group Managing Director, Hilton Smythe

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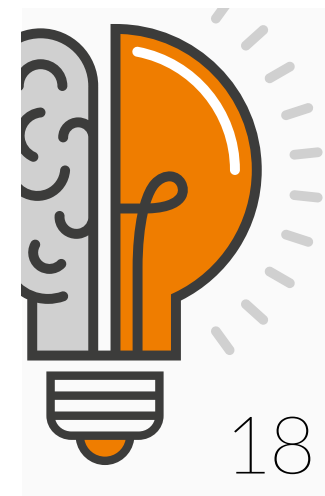











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How many of cups of tea do the British drink?

165 MILLION
CUPS OF TEA
EVERY DAY

A NATION OF TEA DRINKERS. WHERE DID IT ALL START?

Tea is quintessentially a British drink, and we have been drinking it for over 350 years, but the history of tea goes much further back.

The history of tea is long and complex, spreading across multiple cultures over thousands of years. Tea likely originated in southwest China during the Shang dynasty as a medicinal drink. An early record of tea drinking dates to the 3rd century AD. Tea was first introduced to Portuguese priests and merchants in China during the 16th century and drinking tea became popular in Britain during the 17th century. It was the British who introduced tea production, as well as tea consumption, to India, in order to compete with the Chinese monopoly on tea.

One popular Chinese legend is that Shennong, some time around 2737 BC, the legendary Emperor of China and inventor of agriculture and Chinese medicine was drinking a bowl of just boiled water, (due to a decree that his subjects must boil water before drinking it), when a few leaves were blown from a nearby tree into his water, changing the colour. The emperor took a sip of the brew and was pleasantly surprised by its

flavour.

A similar Chinese legend goes that the God of agriculture would chew the leaves, stems, and roots of various plants to discover medicinal herbs. If he consumed a poisonous plant, he would chew tea leaves to counteract the poison.

Scholars however believe that tea drinking likely originated in the southwest of China, and that the Chinese words for tea may have been originally derived from the Austro-Asiatic languages of the people who originally inhabited that area.

Whether or not these legends have any basis in fact, tea has played a significant role in Asian culture for centuries as a staple beverage, a curative, and a status symbol. It is not surprising, therefore, that theories of its origin are often religious or royal in nature. The first record of tea in English came from a letter written by Richard Wickham, who ran an East India Company office in Japan, writing to a merchant in Macao requesting “the best sort of *chaw*” in 1615. Peter Mundy, a traveller and merchant

who came across tea in Fujian in 1637, wrote, “*chaa – only water with a kind of herb boiled in it*”. In 1657, Thomas Garway, a ‘tobacconist and coffee-man’ was the first to sell tea in London at his house in Exchange Alley, charging between 16 and 50 shillings per pound. The same year, tea was listed as an item in the price list in a London coffee house, and the first advertisement for tea appeared in 1658. On 25 September 1660 Samuel Pepys recorded in his diary: “*I did send for a cup of tee (a China drink) of which I never had drank before*”. It is probable that early imports were smuggled via Amsterdam or through sailors arriving on eastern boats.

The marriage of King Charles II in 1662 to the Portuguese Princess Catherine of Braganza also brought the tea drinking habit to court. Official trade of tea began in 1664 with only two pound two ounces for the King, but grew to 24 million pounds a year by 1801.

The escalation of tea importation and sales over the period 1690 to 1750 is mirrored closely by the increase in importation and sales of cane sugar: the British were not drinking just tea but sweet tea. Thus, two of Britain’s trading triangles converged: the sugar sourced from Britain’s trading triangle encompassing Britain, Africa and the West Indies and the tea from the triangle

encompassing Britain, India and China.

Tea remained a very important item in Britain’s global trade, to this day tea is seen worldwide as a symbol of ‘Britishness’.

In Britain we drink our tea different from the Chinese and other Eastern countries, over 90% of the tea we consume is black tea, often, but not always, with milk and/or sugar.

We usually drink our tea from tea bags which goes back to 8th century China during the Tang Dynasty when paper was folded and sewn into square bags to preserve tea flavouring and aromas. Then the paper tea bags were stitched from all sides to create protective casings for the

tea leaves.

The first modern tea bags were hand-sewn fabric bags appearing commercially around 1904, and successfully marketed about 1908 by a tea and coffee importer from New York, Thomas Sullivan, who shipped his silk tea bags around the world. The loose tea was intended to be removed from the bags by customers, but they found it easier to brew the tea with the tea still enclosed in the porous bags.

The heat-sealed paper fibre tea bag was patented in 1930 by William Hermanson and the first tea bag packing machine was invented 1929 by Adolf Rambold. ■

EARL GREY TEA

Earl Grey is a robust tea infused with a hint of bergamot oil named after Charles Grey, the British Prime Minister in the 1830s.

DARJEELING TEA

Darjeeling tea is a light coloured tea with a mild, floral aroma. The tea originated in the Darjeeling district in West Bengal, India.

BREAKFAST TEA

Breakfast tea is the most common of all tea types in Britain. This infusion is made from a blend of black teas from Assam, Ceylon, and Kenya.

GREEN TEA

Green tea is a delicate infusion of minimally processed tea leaves. Because the tea leaves have gone through less oxidation, the tea has a mild, refreshing flavour, light greenish colour, and a slightly ‘green’ aroma!

THIRST FOR KNOWLEDGE?

165 million

cups of tea a day, or 60.2 billion cups per year are drunk by the British population.

2,230,000 tonnes

of tea is produced by China making them the largest producer in the world, India is second with 1,191,100 tonnes, Kenya third with 399,210 tonnes.

96%

of the British population drink their tea from a tea bag.

1,500

varieties of tea in the world. 4 main types: green, black, white and oolong.

84%

of the British population drink tea and herbal infusions every day.

98%

of of the British population have milk with their tea.

NORTH WEST

The North West of England consists of Cheshire, Cumbria, Greater Manchester, Lancashire and Merseyside. The North West of England is the third most populated region in the United Kingdom after the South East and Greater London.

Lancashire emerged as a major commercial and industrial region during the Industrial Revolution. Liverpool and Manchester grew into its largest cities, dominating global trade and the birth of modern industrial capitalism. Cumbria and the Lake District National Park, a UNESCO World Heritage Site, is considered one of England's most outstanding areas of natural beauty, serving as inspiration for artists, writers, and musicians.

Interested in buying a business in the North West then call one of our Sales Negotiators on 01204 556 308.

[Click here for more businesses for sale in the North West](#)



FEATURED BUSINESS



£65,000 + SAV

Mark Powell Barbers Shop
Liverpool, Merseyside
Ref: 13999 D • Leasehold

Established over 40 years ago, and run by our client since 1998, the business runs as a barbers offering traditional gents haircuts to the latest styles and male grooming services.

Services include men's, oap's and boys, styling, beard trims, hot towel shaves and colour treatments.

[More info](#)



£424,950 + SAV

Fish & Chip Shop Restaurant
Oldham, Greater Manchester
Ref: 13509 D • Freehold
[More info](#)



£599,995

5 Bedroom Bed & Breakfast
Liverpool, Merseyside
Ref: 13291 D • Freehold
[More info](#)



£49,950 + SAV

Town Centre Café
Stockport, Greater Manchester
Ref: 13483 D • Leasehold
[More info](#)



£199,950 + SAV

Busy Post Office
St Helens, Merseyside
Ref: 12640 D • Freehold
[More info](#)



£12,500 + SAV

Shoe Repair & Locksmith
Oldham, Greater Manchester
Ref: 12311 D • Leasehold
[More info](#)



£25,000 + SAV

Busy Café
Radcliffe, Greater Manchester
Ref: 12945 D • Leasehold
[More info](#)



£249,950 + SAV

Busy Hotel
Blackpool, Lancashire
Ref: 13553 D • Freehold
[More info](#)



£79,995 + SAV

Traditional Pub & Hotel
Burnley, Lancashire
Ref: 14033 D • Leasehold
[More info](#)



£85,000 + SAV

Authentic Thai Restaurant
Barrow-In-Furness, Cumbria
Ref: 13631 A • Leasehold
[More info](#)



£289,950 + SAV

Thriving Engineering Business
Warrington, Cheshire
Ref: 12481 D • Leasehold
[More info](#)



£29,950 + SAV

Hair and Beauty Salon
Liverpool, Merseyside
Ref: 13760 D • Leasehold
[More info](#)



£49,995 + SAV

Mobile Dog Grooming
Bolton, Lancashire
Ref: 14164 D • Franchise
[More info](#)

THE EAST

The East of England includes the ceremonial counties of Bedfordshire, Cambridgeshire, Essex, Hertfordshire, Norfolk and Suffolk. Essex has the highest population in the region.

Bedford, Luton, Basildon, Peterborough, Southend-on-Sea, Norwich, Ipswich, Colchester, Chelmsford and Cambridge are the region's most populous towns. The southern part of the region lies in the London commuter belt.

Interested in buying a business in the East of England then call one of our Sales Negotiators on 01204 556 307.

[Click here for more businesses for sale in the East of England](#)



FEATURED BUSINESS



£27,950 + SAV

Popular Bridal Boutique
Bedfordshire
Ref: 2775-C J • Leasehold

This well-established and very popular bridal boutique in Bedfordshire was established by our client in 2000 and is only now being offered to the market due to our client's desire to re-locate and a well-deserved retirement. The business operates 5 days per week and generates a turnover in the region of £100,000 per annum, with a gross profit of approximately 45%.

[More info](#)



£100,000 + SAV

Dry Cleaners
Hertford, Hertfordshire
Ref: 13368 J • Freehold
[More info](#)



£39,000 + SAV

Off License/Convenience Store
Norwich, Norfolk
Ref: 14128 G • Leasehold
[More info](#)



£99,995 + SAV

Busy Garage
Epping, Essex
Ref: 12585 J • Leasehold
[More info](#)



£79,950 + SAV

Vietnamese Restaurant
Chelmsford, Essex
Ref: 14186 J • Leasehold
[More info](#)



£24,000 + SAV

Hair Salon
Brandon, Suffolk
Ref: 14042 G • Leasehold
[More info](#)



£55,000 + SAV

Card and Gift Shop
Benfleet, Essex
Ref: 13358 J • Leasehold
[More info](#)



£315,000 + SAV

Long-Established Butchers
Wisbech, Cambridgeshire
Ref: 14203 G • Freehold
[More info](#)



£50,000 + SAV

High End Shoe Shop
Burnham Market, Norfolk
Ref: 14062 G • Leasehold
[More info](#)



£17,500 + SAV

Tea Room/Coffee Shop
Hunstanton, Norfolk
Ref: 13511 G • Leasehold
[More info](#)



£74,995 Stock Included

Tyre Garage
Watford, Hertfordshire
Ref: 13774 J • Leasehold
[More info](#)



£90,000 + SAV

Fully Licenced Café
Newmarket, Suffolk
Ref: 14440 G • Leasehold
[More info](#)



£57,995 + SAV

Hair Salon
Luton, Bedfordshire
Ref: 13431 J • Leasehold
[More info](#)

A SHORT HISTORY OF THE BARBER POLE

The barber pole's colors are a legacy of a long gone era when people went to barbers not just for a haircut or shave but also for blood letting and other medical procedures.

During the Middle Ages blood letting, which involves cutting open a vein and allowing blood to drain, was a common treatment for a wide range of maladies, from sore throats to plague. Monks, who often cared for the sick, performed the procedure, and barbers, given their skill with sharp instruments, sometimes provided assistance. Known as barber-surgeons, they also took on such tasks as pulling teeth, setting bones and treating wounds. Ambroise Pare, a 16th-century Frenchman considered the father of modern surgery, started his

career as a barber-surgeon.

The look of the barber pole is linked to blood letting, with red representing blood and white representing the bandages used to stem the bleeding. The pole itself is said to symbolize the stick that a patient squeezed to make the veins in his arm stand out more prominently for the procedure. In Europe, barber poles traditionally are red and white, in America, the poles are red, white and blue.

By the mid 1500s, English barbers were banned from providing surgical treatments, although they could continue

extracting teeth. Both barbers and surgeons, however, remained part of the same trade guild until 1745. Barbers received higher pay than surgeons until surgeons were entered into British warships during naval wars. Some of the duties of the barber included neck manipulation, cleansing of ears and scalp, draining of boils, fistula and lancing of cysts with wicks. While blood letting largely fell out of favour with the medical community in the 19th century, it's still used today to treat a small number of conditions. ■

Barber shops & hairdressers for sale



HAIRDRESSING, BARBERING & BEAUTY FACTS

40,000

hairdressing, barbering and beauty businesses in the UK.

£7bn

generated in turnover each year by the hairdressing, barbering and beauty industry.

270,000

people work in the hairdressing, barbering and beauty industry.

£99k

or less, the annual turnover of two thirds of hairdressing, barbering and beauty businesses.

National Hairdressers Federation 2016.

Hairdressers & beauty salons for sale



YORKSHIRE & HUMBERSIDE

Yorkshire and the Humber comprises most of Yorkshire, South Yorkshire, West Yorkshire, the East Riding of Yorkshire including Hull, the shire county of North Yorkshire and the City of York, North Lincolnshire and North East Lincolnshire.

Yorkshire is famous for many things including Yorkshire Pudding, Parkin and Ginger Bread and several famous chocolate factories including Rowntree's, Terry's, Mackintosh and Thorntons.

Interested in buying a business in Yorkshire & Humberside then call one of our Sales Negotiators on 01204 556 313.

[Click here for more businesses for sale in Yorkshire & Humberside](#)



FEATURED BUSINESS



£325,000 + SAV

Petrol Station and Garage
Redcar, North Yorkshire
Ref: 13414 A • Freehold

This is a well-established business that first opened in 1968. The petrol station and garage are located on a busy main road. This is a great location for this type of business. Our client has run the business to an exceptional standard; however, the business is now being offered to the market, due to our clients desire to take a well-deserved retirement. Profit of approximately 45%.

[More info](#)



£350,000 + SAV

Village Store & Newsagents
Richmond, North Yorkshire
Ref: 14391 A • Freehold
[More info](#)



£44,950 + SAV

34 Cover Café
East Riding of Yorkshire
Ref: 12380 F • Leasehold
[More info](#)



£29,950 + SAV

30 Cover Café
Huddersfield, West Yorkshire
Ref: 14240 F • Leasehold
[More info](#)



£25,000 + SAV

Bar and Restaurant
Todmorden, West Yorkshire
Ref: 12600 D • Leasehold
[More info](#)



£899,999 + SAV

Snooker and Bingo Hall
Doncaster, South Yorkshire
Ref: 1449 F • Freehold
[More info](#)



£150,000 + SAV

Hair & Beauty Salon
Bradford, West Yorkshire
Ref: 13034 A • Freehold
[More info](#)



£25,000 + SAV

Hair Salon
Barnsley, South Yorkshire
Ref: 14396 F • Leasehold
[More info](#)



£79,950 + SAV

Fishing Tackle Shop
York, North Yorkshire
Ref: 14304 A • Leasehold
[More info](#)



£210,000 + SAV

Fish and Chip Shop
Bradford, West Yorkshire
Ref: 13314 A • Leasehold
[More info](#)



£50,000 + SAV

Off Licence
Middlesbrough, North Yorkshire
Ref: 12330 A • Leasehold
[More info](#)



£43,000 + SAV

Laundry and Ironing Service
Rotherham, South Yorkshire
Ref: 12611 F • Leasehold
[More info](#)



£42,500 + SAV

Family Butchers
Huddersfield, West Yorkshire
Ref: 14215 F • Leasehold
[More info](#)

SOUTH WALES & THE MIDLANDS

South Wales is the region of Wales bordered by England and the Bristol Channel to the east and south, and Mid Wales and West Wales to the north.

The Midlands is a cultural and geographic area roughly spanning central England, it borders South East England, South West England, North West England, Yorkshire and Humber, East of England and Wales. Its largest city is Birmingham, and the region was important in the Industrial Revolution of the 18th and 19th centuries.

Interested in buying a business in Yorkshire & Humberside then call one of our Sales Negotiators on 01204 556 314.

[Click here for more businesses for sale in South Wales & The Midlands](#)



FEATURED BUSINESS



£125,000 + SAV

Marine Repairs

Worcester, Worcestershire
Ref: 2982 H • Leasehold

This multi-facet business offers marine engineering and repairs as well as a popular retail chandlers.

The business was originally founded by our client in 1995 and according to accounts ending May 2015 reports a very generous turnover of £356,759. Only now does the business genuinely coming to the market as our client wishes to relocate.

[More info](#)



£109,950 + SAV

Long Established Butchers

Tonypanydy, Rhondda Cynon Taff
Ref: 13652 H • Freehold

[More info](#)



£49,950 + SAV

Body Repair Garage

Swansea
Ref: 14230 H • Leasehold

[More info](#)



£399,950 + SAV

70 Cover Italian Restaurant

Cardiff
Ref: 14211 H • Freehold

[More info](#)



£225,000 + SAV

Convenience Store

Rugby, Warwickshire
Ref: 2911 G • Freehold

[More info](#)



£49,995 + SAV

Popular Tearooms

Evesham, Worcestershire
Ref: 2024 H • Leasehold

[More info](#)



£39,999 + SAV

Long Established Butchers

Nuneaton, Warwickshire
Ref: 14194 G • Leasehold

[More info](#)



£649,950 + SAV

Trampoline Park

Haverfordwest, Pembrokeshire
Ref: 14281 H • Leasehold

[More info](#)



£80,000 + SAV

Restaurant & Takeaway

Cardiff
Ref: 14300 H • Leasehold

[More info](#)



£69,995 + SAV

Meats Specialist & Delicatessen

Cardiff
Ref: 14340 H • Leasehold

[More info](#)



£99,950 + SAV

Well-Established Takeaway

West Bromwich, West Midlands
Ref: 2317 G • Leasehold

[More info](#)



£31,950 + SAV

Hair & Beauty Salon

Birmingham, West Midlands
Ref: 2754 G • Leasehold

[More info](#)



£189,999 + SAV

Land Rover Specialists

Hereford, Herefordshire
Ref: 13773 H • Leasehold

[More info](#)

SOMETHING TO THINK ABOUT WHEN SELLING A BUSINESS

Every major decision requires careful thought and consideration, and very few decisions in an entrepreneur's life will ever be bigger than the decision to sell a business.

For those business owners thinking about possibly selling their businesses in the future, it's not as simple as putting up a for sale sign, inviting bids, choosing the best one and making the sale. There are several things every business owner should take into consideration, below we explore four points to focus on when planning the eventual sale of your business.

1. IS THE TIME RIGHT?

Whatever your reasons for wanting to sell, the process can be financially and emotionally rewarding if done right, the personal satisfaction of knowing that what you created will continue on in the hands of people you have confidence in and the gratification of knowing that you have given someone else the chance to be a small business owner, and experience the same joys you had building your business. Making strategic decisions at the right time will help you achieve the most favourable outcome.

You cannot expect to get a great deal for your business if you haven't done the necessary preparation prior to selling. Set a clear set of business, personal, family, and financial goals. Establish a roadmap for your marketing and sales strategy, and most importantly, crunch the numbers.

2. HAVE YOU ASSESSED THE MARKET?

Paying attention to what is happening in your industry is crucial to providing those much needed insights into the price fluctuations, market valuations, what prospective buyers are looking for, and so much more. Typically approaching a reputable broker who has a finger on the pulse of what is happening in the marketplace and who can provide information on the latest trends is the best way forward. A significant number of opportunities are missed because of bad timing. Business owners should be in the habit of regularly reviewing their financial statements and paying close attention to

sector developments because this will ensure that a business owner stays ahead of the curve and fully prepared when entering the sales negotiation processes.

3. WHAT ARE YOUR OBJECTIVES FOR THE SALE?

Be sure that you really want to sell before embarking on the process of prospecting for buyers or marketing the business for sale because if you haven't thoroughly considered all your options, you can end up wasting valuable time. Think about the terms which you would like ideally met during the process and make sure your expectations are aligned with the market realities. Every business has their personal reasons for wanting to sell, sometimes it's because the passion for the enterprise has waned or simply they want to pursue other endeavours, so as an owner do some self-reflection and understand your reasons for considering the sale because that will also help you prepare for relinquishing control of a



business you have worked hard to build. Also think about what buyers are looking for, what is in your best interest and what you are willing to compromise on.

4. SHOULD YOU HIRE A PROFESSIONAL BUSINESS BROKER?

You need to remember that you're selling the company, not yourself. Buyers evaluating your business will require

a lot of convincing on top of proof of operations such as financial information, tax returns and details regarding the current balance sheet. Other bits of information that might be valuable for a

buyer include permits, licensing, leases, customer and vendor contracts, supplier lists, and marketing materials. The business transfer agents and brokers at Hilton Smythe assist you with getting a professional valuation of your business and give you the right advice, find the right buyers, and help you navigate the complex legalities that come with selling your business. ■

TIME TO GET CREATIVE

Ready to sell your business then talk to Hilton Smythe! We take the doubt and fear out of selling businesses. Call today to book your FREE Valuation 01204 556 302.

[CLICK HERE](#)



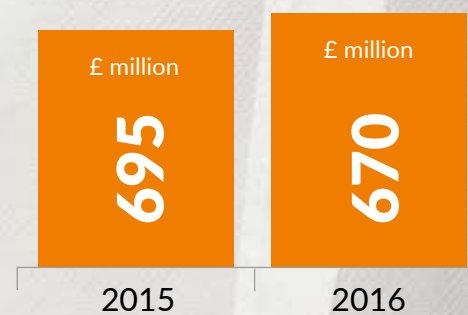
Thinking of buying a greengrocer's then [click here](#) to find out more.

The value of fresh fruit & vegetables

Vegetables



Fruit



Home produced vegetables were worth £1.3 billion in 2016, up 7.5% on 2015, although overall production fell by 5.2%. Home produced fruit fell in value to £670 million, a fall of 3.7% compared to 2015, with production at the same level as last year.

Department for Environment Food & Rural Affairs. 31 August 2017.

DO YOU KNOW YOUR ONIONS. IS FRUIT AND VEG YOUR BAG?

Buying a ready-made greengrocery business means you can jump straight into the market with a ready-made client base to help get you started.

Fruit and vegetables has been one of the biggest growth markets with more people using fruit as an alternative to snack foods, attempting to implement healthier eating patterns.

A greengrocer's is generally thought of as an old fashioned business but this doesn't seem to have diminished its appeal, greengrocer's are still very popular and sales are rising. The perception among the general buying public is that a greengrocer's will provide a better service and quality than a supermarket.

WHO IS IT SUITED TO?

Many enquiries into buying greengrocer's come from people in the trade but that doesn't mean you necessarily have to have experience to buy a greengrocer's. It isn't a complicated business that requires a good deal of specialist training but it should be part of the sale that the outgoing owner will give you some rudimentary training in how to run the business. You will need to know where the supply markets are and which ones the outgoing owners regularly go to. Any pointers that enable a smooth hand over will be to your advantage.

The popular image of your friendly greengrocer who addresses you by name and always has time for a chat is not entirely a fallacy. You will have to be a 'people person' to be a success.

As an 'old-fashioned' business, you need to make sure that your customers are getting old fashioned service. This means that you will need to provide reasonably priced, good quality products and employ sociable staff.

LOCATION

Location is very important, the local greengrocer's that services a housing estate is less likely to survive these days as people tend to drive to the local supermarket, this isn't going to change but a greengrocer's can make the most of its circumstances by having a good location, for example in a main shopping thoroughfare or a busy high street.

WHAT TO LOOK OUT FOR

Before you buy you should research your area thoroughly. Ask other businesses in the area what kind of prosperity they are enjoying and whether they have any opinions about the business that you are

looking to buy.

Gathering information from as many sources as possible will help you make the right decision. If there are other greengrocery businesses within a reasonable distance of the one you're interested in doesn't always have to be a problem. Competition breeds business because people will come to an area specifically to benefit from having several similar shops to choose from.

Find out about the possibility of expanding the business into deliveries to local restaurants and hotels, they will look to local greengrocer's to supply them with really fresh produce. Visit any existing customers of the business you're thinking of buying to see if they would be prepared to carry on with you if you decide to buy. You will also need to make new contacts, doing your research at the beginning can only help save time later.

Buying a business like a greengrocer's is a great idea for people wanting to be their own boss. Greengrocer's are part of the community, and with loyal customers as well as passing trade they are a great source of income, and give you the chance to get to know people. ■

SOUTH EAST & LONDON

South East England is the most populous of the nine official regions of England it consists of Berkshire, Buckinghamshire, East Sussex, Hampshire, the Isle of Wight, Kent, Oxfordshire, Surrey and West Sussex. Its proximity to London and connections to several national motorways have led to the South East England becoming an economic hub.

Interested in buying a business in the South East & London then call one of our Sales Negotiators on 01204 556 328.

[Click here for more businesses for sale in South East & London](#)



FEATURED BUSINESS



£699,999 + SAV

Popular Restaurant and Holiday Apartments

Ringwood, Hampshire
Ref: 1897 I • Freehold

The business was established in 1982 and has been in our client's very careful ownership since 1989.

The restaurant is open 6 days per week and generates the turnover from freshly prepared meals including weekday specials, traditional Sunday lunch and a A La Carte Menu, which offers traditional English and International cuisine.

[More info](#)



£269,995 + SAV

Family Butchers

Reading, Berkshire
Ref: 2983 J • Freehold

[More info](#)



£2,095,995

Licenced Cattery

Haywards Heath, West Sussex
Ref: 13893 J • Freehold

[More info](#)



£34,950 + SAV

Café

St Mary's Bay, Kent
Ref: 14405 J • Leasehold

[More info](#)



£81,995 + SAV

Hair & Beauty Salon

Waterlooville, Hampshire
Ref: 13596 I • Leasehold

[More info](#)



£99,995 + SAV

Designer Shoe Shop

Guildford, Surrey
Ref: 13987 J • Leasehold

[More info](#)



£44,995 + SAV

Indian Takeaway

Eastbourne, East Sussex
Ref: 13642 J • Leasehold

[More info](#)



£195,000 + SAV

Soft Furnishings Solutions

Ashtead, Surrey
Ref: 13279 J • Leasehold

[More info](#)



£120,000 + SAV

Large Café

New Milton, Hampshire
Ref: 12567 I • Leasehold

[More info](#)



£79,995 + SAV

Card and Party Goods

Wokingham, Berkshire
Ref: 13783 J • Leasehold

[More info](#)



£69,950 + SAV

Family Butchers

Wantage, Oxfordshire
Ref: 13560 J • Leasehold

[More info](#)



£290,000 + SAV

Garage

Buckinghamshire
Ref: 13329 J • Freehold

[More info](#)



£275,000 + SAV

Fish and Chip Shop

Dartford, Kent
Ref: 13351 J • Leasehold

[More info](#)

NORTH WALES

North Wales is the northernmost region of Wales. Retail, transport and educational infrastructure are centred on Wrexham, Rhyl, Colwyn Bay, Llandudno and Bangor. It is bordered to the south by the counties of Ceredigion and Powys in Mid Wales, and to the east by the counties of Shropshire in the West Midlands, and Merseyside and Cheshire in North West England.

Interested in buying a business in North Wales then call one of our Sales Negotiators on 01204 556 308.

[Click here for more businesses for sale in North Wales](#)



FEATURED BUSINESS



£74,995 + SAV

Watch Clock & Jewellery Repairs
Mold, Flintshire
Ref: 14373 D • Leasehold

The store offers watch, clock and jewellery repairs with a good customer base.

This is a fantastic opportunity for anyone looking to get into the jewellers industry. This particular shop benefits from being very well established, in the heart of the town centre, with low rent and rates exempt.

[More info](#)



£350,000 + SAV

Saab Specialist
Rhyl, Denbighshire
Ref: 2013 D • Freehold
[More info](#)



£29,995 + SAV

Vintage Tea Rooms
Wrexham
Ref: 13637 D • Leasehold
[More info](#)



£149,950 + SAV

Aquatic Retail Showroom
Wrexham
Ref: 13780 D • Leasehold
[More info](#)



£179,995 + SAV

Ventilation Systems
Rhyl, Denbighshire
Ref: 14212 D • Leasehold
[More info](#)



£350,000 + SAV

Guest House
Llandudno, Conwy
Ref: 3118 D • Freehold
[More info](#)



£395,000 + SAV

Guest House near the sea
Tywyn, Gwynedd
Ref: 13463 D • Freehold
[More info](#)



£350,000 + SAV

Hotel
Rhyl, Denbighshire
Ref: 13989 D • Freehold
[More info](#)



£14,950 + SAV

Hobby Shop
Bangor, Gwynedd
Ref: 13592 D • Leasehold
[More info](#)



£17,500 stock included

Busy Florists
Rhyl, Denbighshire
Ref: 13959 D • Leasehold
[More info](#)



£579,995 + SAV

Traditional Pub
Mold, Flintshire
Ref: 2244 D • Freehold
[More info](#)



£44,950 + SAV

Station Cafe & Tea Rooms
Pwllheli, Gwynedd
Ref: 1466 D • Leasehold
[More info](#)



£440,000 + SAV

Busy Pub
Bangor, Gwynedd
Ref: 12930 D • Freehold
[More info](#)

WHY USE A BUSINESS BROKER TO SELL YOUR BUSINESS?

Selling your business requires time and effort to achieve the best outcome. You need an experienced broker to make sure all the pieces fit.

Hiring a business transfer agent or professional business broker will make the transition out of your business smoother; however, some business owners are reluctant to work with brokers because they reckon they could keep a larger chunk from the sale by cutting out the brokers fees. While that might sound plausible; in the majority of instances sellers stand to gain substantially more when they choose a professional business broker to help them with the valuation and marketing of their business to prospective buyers.

When you sell your business, there are significant benefits a professional business broker can offer to help you get the best possible price for your business. A good business broker will represent you, the seller, during the sale process and liaise with their network of active buyers matching the right buyers to your business, and supporting you in the sale of your business and looking out for your best interests.

It's essential to involve an experienced broker to aid in the sale process since business brokers can help with a wide

range of things from buyer registration forms, non-disclosure agreements, draft sale agreements, due diligence, and so much more. Acting as a buffer between the seller and the buyer, a reputable and reliable broker will make sure:

You're able to continue running the business efficiently during the selling process so that the value is not diminished;

They will manage the entire process from day one to achieve a successful sale for all parties involved;

A financial analysis and valuation is performed and a deal structure that is best for you, keeping your business reputation intact;

An unbiased approach to selling your business, which can be a challenge for business owners who typically have an emotional attachment to their business, making it difficult for them to be objective.

Ultimately, you should use a business broker to sell your business because they bring a wealth of experience and expertise with the business sales processes which means they can provide you with valuable advice and wisdom at every step of the way to ensure you secure the best value for your business matching the right buyer to the right business ensuring maximum exposure and value from the sale of your business. ■

We take the doubt and fear out of selling your business.
Call today to book your FREE Valuation 01204 556 302.

[CLICK HERE](#)

SOUTH WEST

The South West England is the largest of the nine official regions of England in area, covering 9,200 square miles and the counties of Gloucestershire, Bristol, Wiltshire, Somerset, Dorset, Devon and Cornwall, as well as the Isles of Scilly.

The region is known for its rich folklore, including the legend of King Arthur and Glastonbury Tor, as well as its traditions and customs. The South West of England is known for Cheddar cheese, (which originated in the Somerset village of Cheddar), Devon cream teas, Cornish pasties, and cider. It is also home to the Glastonbury Festival and Cornwall's surfing beaches.

Interested in buying a business in the South West then call one of our Sales Negotiators on 01204 556 312.

[Click here for more businesses for sale in the South West](#)



FEATURED BUSINESS



£420,000 + SAV

Charming Guest House

Tiverton, Devon
Ref: 1520 I • Freehold

This fantastic bed and breakfast business offers 7 superb guest rooms in a friendly and relaxed atmosphere.

The Angel Guest House opens all year round and is the perfect base for exploring the idyllic surrounding countryside and has established a well deserved, excellent reputation with a lot of word of mouth referrals and repeat custom.

[More info](#)



£55,000 + SAV

Modern Hair Salon
Thornbury, Gloucestershire
Ref: 2735 H • Leasehold
[More info](#)



£95,000 + SAV

Family Run Sports Shop
Gloucester, Gloucestershire
Ref: 14260 H • Leasehold
[More info](#)



£64,950 + SAV

Coffee Shop & Café
Bath, Somerset
Ref: 13616 I • Leasehold
[More info](#)



£99,950 + SAV

Busy Convenience Store
Paignton, Devon
Ref: 13604 I • Leasehold
[More info](#)



£495,000 + SAV

Family Run Newsagents
Dartmouth, Devon
Ref: 13755 I • Freehold
[More info](#)



£64,950 + SAV

Bakery & Tea Room
Melksham, Wiltshire
Ref: 13791 H • Leasehold
[More info](#)



£55,000 + SAV

Busy Jewellery Business
Paignton, Devon
Ref: 13561 I • Leasehold
[More info](#)



£992,950 + SAV

Kennels & Cattery
Tetbury, Gloucestershire
Ref: 13518 H • Freehold
[More info](#)



£145,000 + SAV

Hair Salon
Bodmin, Cornwall
Ref: 13445 I • Freehold
[More info](#)



£55,000 + SAV

Sandwich Shop & Deli
Cullompton, Devon
Ref: 14109 I • Leasehold
[More info](#)



£215,000 + SAV

Successful Café Restaurant
Poole, Dorset
Ref: 13848 I • Leasehold
[More info](#)



£65,000 + SAV

75 Cover Restaurant
Sidmouth, Devon
Ref: 13742 I • Leasehold
[More info](#)

COMMERCIAL PROPERTY

Whether you're looking for an investment property with development potential, or a nearby empty premises our team can help you further your search.

Interested in buying or selling a Commercial Property then call one of our Sales Negotiators on 01204 556 308, we pride ourselves in helping our clients through consultation and advice to buy, sell, let and acquire commercial properties that best match their business plans.

[Click here for more Commercial Properties for sale](#)



FEATURED PROPERTY



£299,950 + SAV

Substantial investment property
Murton, County Durham
Ref: 12407 A • Freehold

The property consists of a social club on the ground floor, which is currently leased by Murton Colliery Club Ltd.

The first floor offers a large function room, with seating for approximately 200 persons, a bar with 8 points of dispense, a store room, and office.

[More info](#)



£165,000 + SAV

Three Storey Retail Premise
Scarborough, North Yorkshire
Ref: 12467 A • Freehold
[More info](#)



£114,950 + SAV

Investment Property
Aberystwyth, Ceredigion
Ref: 13269 H • Freehold
[More info](#)



£249,950

Investment Opportunity
Bolton, Greater Manchester
Ref: 13621 D • Freehold
[More info](#)



£130,000

Commercial Unit with Garage
Bolton, Greater Manchester
Ref: 13622 D • Leasehold
[More info](#)



£145,000

Development Opportunity
Tredegar, Blaenau Gwent
Ref: 13654 H • Freehold
[More info](#)



£850,000 + SAV

Bakery & Tea Room
Halifax, West Yorkshire
Ref: 13838 F • Freehold
[More info](#)



£275,000

Substantial Industrial Premises
Greater Manchester
Ref: 12723 D • Freehold
[More info](#)



£234,950

Prime Investment Opportunity
Ludlow, Shropshire
Ref: 13300 H • Freehold
[More info](#)



£549,950

Development Land
Bolton, Greater Manchester
Ref: 13539 D • Freehold
[More info](#)



£164,950

Retail unit and House
Bolton, Greater Manchester
Ref: 13615 D • Freehold
[More info](#)



£167,500

Successful Café Restaurant
Richmond, North Yorkshire
Ref: 13814 A • Freehold
[More info](#)

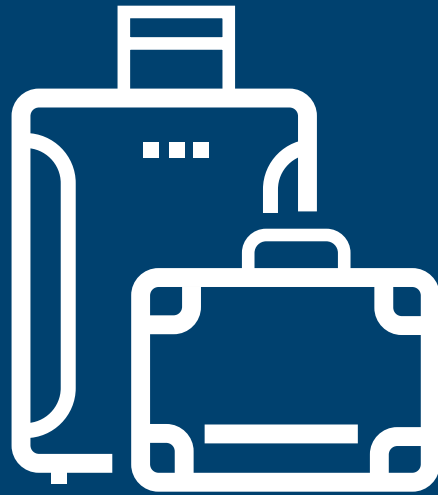


£239,995 + SAV

Investment Property
Farnworth, Greater Manchester
Ref: 13965 D • Freehold
[More info](#)

WHAT MAKES A GUEST HOUSE WORTH BUYING

In the hospitality business, guest houses and B&B's are a great way to mix business with pleasure.



You are not only selling a business, you are selling a home and it's important to remember this when dealing with potential buyers. You're less likely to deal with serial business owners as a guest house usually attracts couples and families looking for a new challenge.

So what are potential buyers looking for in a guest house or bed and breakfast property? The location is incredibly important, as it will determine the amount and type of guests that will be staying there. If you're selling your guest house take a look at what features make it worth buying and see if you can increase its value.

TOURIST FRIENDLY LOCATION

Hotels appeal to all types of travellers, including business travellers, but guest houses have a niche clientele. They are

designed for holidaymakers so your guest house ideally needs to be located in a town or city that attracts many visitors throughout the year. A destination such as Blackpool is ideal because people visit the beach during the summer but the winter illuminations also attract thousands of visitors in the colder months.

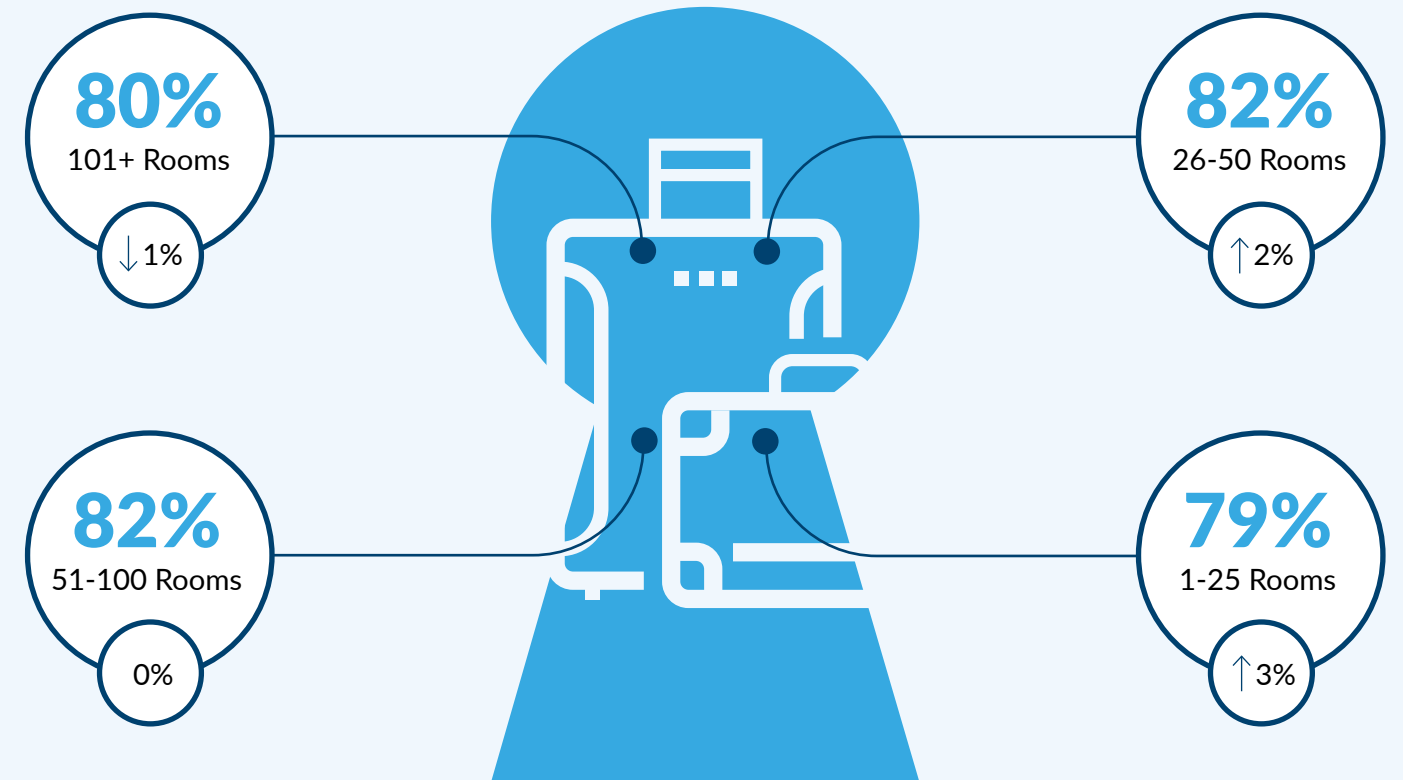
Think about the abundance of attractions and sights that your guest house has close by, and shout about them. Are most of the local places of interest within walking distance? Is public transport available on the street you are

located? Do you have a Michelin starred restaurant around the corner? All of these facts are important to clients, so they are also important to buyers. A guest house in a tourist hotspot can be very profitable so is of interest to many investors.

DÉCOR AND FURNITURE

The overall style and feel of the guest house will have an effect on its value, because buyers rarely want to spend extra cash on renovations making sure it's to their taste. Old fashioned carpets and wallpaper, outdated bathroom facilities or garish décor is unattractive to many people. Try and keep the furnishings neutral and refined in both the guest rooms and the residential area, to appeal to as many buyers as possible. Including all furniture in the sale can also increase the saleability of a guest house.

ROOM OCCUPANCY BY NUMBER OF ROOMS



Visit England August 2017

FULL CAPACITY

There's no better way to prove that a guest house or B&B is profitable than having your books at full capacity. It can take years to sell a business, so you should always be striving for plenty of future bookings throughout the year so you can show potential buyers your capacity rates for the upcoming months.

Keeping customers happy and having lots of positive online reviews can boost your bookings, so make sure the guest house is well managed before and during the property sale.

Of course, it goes without saying that you'll also need an experienced small business broker to guide you through the sale of your guest house. ■

Get in touch to find out how we can help you buy your dream business.

[CLICK HERE](#)

Guest houses & B&B's for sale



SCOTLAND & NORTH EAST



Scotland is part of the United Kingdom and covers the northern third of the island of Great Britain. In addition to the mainland, the country is made up of more than 790 islands, including the Northern Isles and the Hebrides.

North East England covers Northumberland, County Durham, Tyne and Wear, and the area of the former county of Cleveland in North Yorkshire.

Interested in buying a business in Scotland & the North East then call one of our Sales Negotiators on 01204 556 327.

[Click here for more businesses for sale in Scotland & North East](#)



£445,000 + SAV

Fish & Chip Shop
Fochabers, Moray
Ref: 14412 A • Freehold
[More info](#)



£395,000 + SAV

Electronics Manufacturer
Dunfermline, Fife
Ref: 14298 A • Leasehold
[More info](#)



£126,999 + SAV

Hardware Store
Glasgow
Ref: 14168 A • Freehold
[More info](#)



£225,000 + SAV

Busy Printing Business
Paisley, Renfrewshire
Ref: 2917 A • Freehold
[More info](#)



£162,950 + SAV

Well-established Newsagents
Kelty, Fife
Ref: 14401 A • Freehold
[More info](#)



£574,999 + SAV

10 Bedroom Guest House
Perth and Kinross
Ref: 14347 A • Freehold
[More info](#)

FEATURED BUSINESS



£59,999 + SAV

Established Greengrocer/Deli
City of Edinburgh
Ref: 2476 A • Leasehold

The business was established in 1912 and has been in our clients careful hands since 1988.

The business is only now being offered to the market due to our clients desire to take a well-deserved retirement. The business is open 6 days a week.

[More info](#)

Hilton Smythe to introduce 'fair and transparent' selling model for Scottish businesses

Hilton Smythe is challenging the industry to become more fair and transparent by introducing its risk-free model for selling businesses to Scotland.

Hilton Smythe, which already sells businesses faster than other business brokers, is launching a new selling model with a new valuer. Growing the business with a new member of the team will give the firm more opportunity to demonstrate its commitment to making selling regulations more customer focused.

Hilton Smythe's new valuer, Neil Young, joins the team from Coupar Angus, Perthshire. Neil has worked within the retail property sector for more than 12 years, as well as working for a large corporate estate agency and one of the very first online estate agents.

Gareth Smyth, Group Managing



Neil Young, Regional Valuer.

confidence to sell their businesses, or they will just shut down when the time comes to retire. If we want the high street to thrive, we need to make selling a viable option for everyone."

Neil Young said: "My aim has always been the same from day one, to put the client first. I take pride when I know that I have offered first class advice and delivered an outstanding level of customer satisfaction in the service that I have provided.

"I'm delighted to be working for Hilton Smythe, and to be helping people in Scotland sell their businesses without risk. As an experienced estate agent, I've seen a lot of people buy and sell property, and I know how concerned they can be about losing money. By eliminating the risk it gives more confidence to the sellers to move on to their next career." ■

Director at Hilton Smythe, said: "It has always concerned me greatly that people are at risk of losing money when they sell their business. In order to keep our economy healthy, we must make things easier for entrepreneurs to do business, whether it is when they start up, or it's their exit strategy.

"Particularly in an aging population, people need to be able to have the

Hilton Smythe. Our no risk approach to selling.



We sell more businesses, faster

We're selling more businesses than other brokers, and we are selling them faster. With an average sale agreed in just 6 months.



No minimum periods or cancellation fees

We don't commit you to a minimum period and we won't charge you a cancellation fee; we just ask for 6 weeks' notice to end your agreement with us, so if you don't like us, you're free to go elsewhere.



No advertising fees up-front

We won't charge you up-front to advertise on the main business for sale platforms. We're focused on getting your business sold and not selling to you. *



All in legal fees

We were the first national broker to do so and we still include your legal fees as standard so you know exactly where you stand on costs. ***



Hilton Smythe guarantee

100% guarantee to advertise your business on all of our third party platforms, throughout your instruction, including BFS.com, Daltons and Rightmove. Other brokers may only advertise on one or two platforms at a time.**

Other key reasons to use us:

- Our reputation stands before us. Feefo
- We have strong links with finance brokers and banks to help your buyer finance their purchase
- Named sales negotiator handles your business sale so they get to know you and you get to know them
- Dedicated sales progression team. We really do hold your hand through the legal process, helping you complete all the necessary paperwork and ensuring the sale completes as quickly and as smoothly as possible.

*If you require an EPC, there will be a charge upfront for your EPC. **Confidential or discreet sales will be advertised on some different platforms to maintain confidentiality. ***Legal fees included on asset sales only. You may have to pay towards your landlord solicitor costs. Full terms and conditions apply. Disclaimer: You may be liable to two fees if you are on the market with another agent.