



thespotlight

Autumn 2016

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Disclaimer

All prices displayed in this magazine are subject to change and may vary.

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CHARLOTTE'S CHALLENGE 2016

Hilton Smythe proudly sponsored Charlotte Jennings' 14th birthday party in aid of The Royal Manchester Children's Hospital.

Most of our readers will remember us sponsoring a similar event last year which helped raise more than £10,000 for Ward 84 at the hospital.



Above: Staff from Hilton Smythe with Charlotte

Fundraising for The Royal Manchester Children's Hospital has always been a key part of our corporate responsibility at Hilton Smythe and our staff have helped raise over £20,000 through various fundraising events.

Charlotte Jennings is a patient at the Royal Manchester Children's Hospital who has battled a very rare form of Acute Myeloid Leukaemia. Since her diagnosis Charlotte has made it her challenge to raise money for the Bone Marrow Transplant unit and Ward 84, the children's cancer unit raising tens of thousands of pounds.



Charlotte is now free of the cancer and speaking earlier this year to the Manchester Evening News, she said "When I was there I couldn't even leave the ward which was awful. I want to make it more homely because the children who are in there are in there for such a long time. I just want to be able to put something back."

Charlotte, from Cheadle, was diagnosed with Acute Myeloid Leukaemia when she was just 11 years old and spent a total of seven months in the cancer ward at Royal Manchester Children's Hospital.

We also ran a photo competition on the night so all guests could upload their photos to our Facebook page to be in the chance of winning a £40 Next voucher.

The winner was Sarah Kay Dibben from South Manchester for her photo of Amelia supporting Charlotte's Challenge on the opposite page.

Thanks to everyone that took part in the competition!

Head over to our Facebook and Marzena Gonet Photography, who kindly gave up their evening, to see some more photos of the event.

Click here: https://www.facebook.com/MarzenaGonetPhotography/photos/?tab=album&album_id=1707994689462760



northwest

a selection of businesses for sale



RESTAURANT WITH GUEST ACCOMMODATION - IDEAL FOR A LIFESTYLE CHANGE
Cumbria | £799,950 + SAV | Freehold



PUB AND RESTAURANT - FREE OF TIE
Cumbria | £120,000 + SAV | Leasehold



BUSY HAIR AND BEAUTY SALON
Liverpool | £24,995 + SAV
Leasehold



PAWNBROKERS
Merseyside
£59,500 + SAV Leasehold



THRIVING JEWELLERY BUSINESS
Bury | £69,950 + SAV
Leasehold



BEAUFULLY LOCATED DELI
Lytham
£35,000 + SAV | Leasehold



PUBLIC HOUSE - FREE OF TIE
Southport | £64,950 + SAV
Leasehold



A TOOTELL BUTCHERS/INVESTMENT PROPERTY
Warrington | £250,000 + SAV
Freehold



POPULAR FISH & CHIP SHOP
Lancaster | £219,950 + SAV | Freehold



BOUTIQUE HOTEL FOR SALE
Cheshire | £1,600,000 + SAV
Freehold

RETIREMENT?



What's your number?

How to maintain your lifestyle in retirement,

a guest piece by Cranwell James Financial Planning

Selling your business could mean you're well on the way to your retirement, but have you thought about how your lifestyle might look and feel like once you retire?

A question regularly asked by our clients is 'What would your ideal lifestyle look and feel like?'. To achieve your desired lifestyle it's crucial to have clear goals as this brings clarity to financial decisions that you may be advised to make.

For example "why am I making a £30,000 year end pension contribution?" It's not just to save tax or see numbers on an investment statement go up! Having a large amount of assets is not the goal in itself, it's what you can do with those assets that matters.

For the majority people retiring, their main objective is to maintain their chosen lifestyle in retirement, they have worked hard to enjoy a lifestyle they love and do not want to lose it once they give up their business.

'What's your number?' is a concept of understanding; the number could be described as the amount of money that you need to accumulate to then be able to live the life you want without fear of ever running out of money. It's a concept developed by Lee Eisenberg in his book 'The Number: What Do You Need for the Rest of Your Life and What Will It Cost?', using this concept you can set goals and prepare yourself for life after

retirement. If you don't know what you're heading for, you'll never know when you've got there!

Our experience shows that increasingly, what clients want, more than anything, is an answer to the big questions. Questions like:

"How much do I need to earn, save or sell my business for to give me what I want out of life?"

"When, precisely, can I afford to stop doing the things that have become a drag...and start doing the things I really enjoy?"

"What do I have to do to ensure I NEVER run out of money?"

"Exactly what level of investment return do I need to achieve my objectives?"

And possibly the biggest question of all...

"How much is enough?"

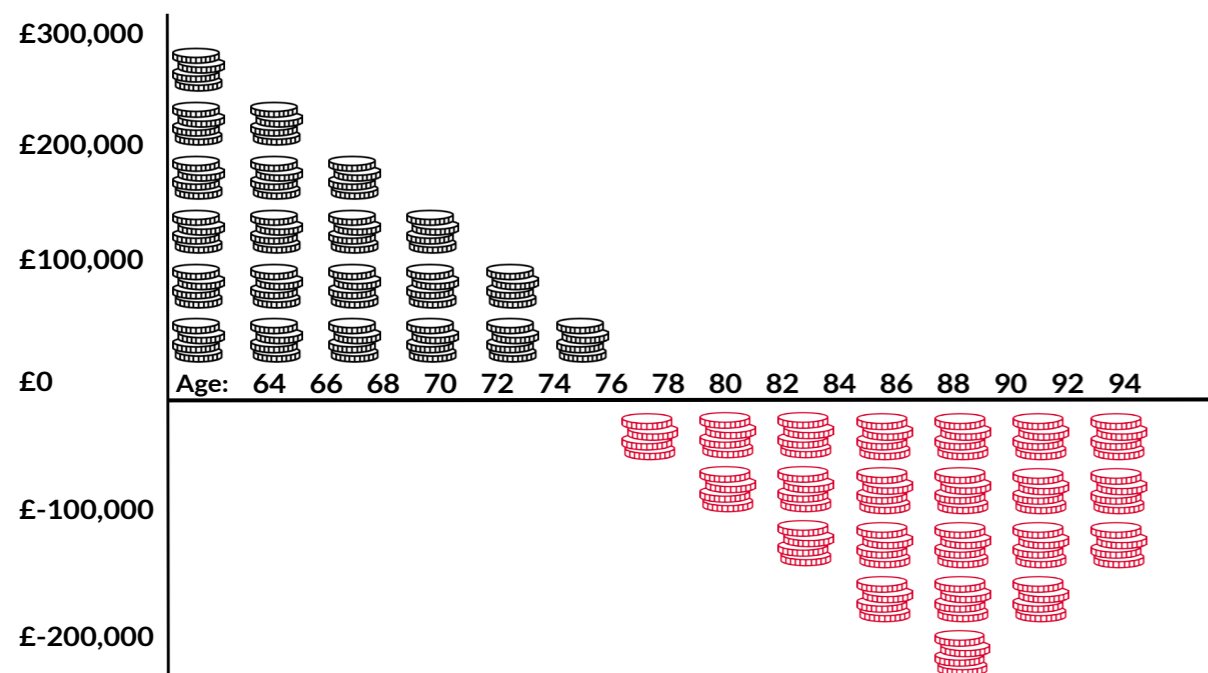
Selling your business for retirement?

Build a realistic model

An effective cash flow forecasting system allows you to explore these questions more deeply and create a plan (a model) of how your financial future will look. It allows you to consider how the events that life has a habit of throwing up, will affect your financial plans. Testing different scenarios will help you prioritise your needs and make better money management decisions.

Importantly, forecasting acts as an early warning system and helps you understand the “truth about money”.

As an example, the chart below illustrates the position of someone selling their business at age 63 for £300,000 and having an income requirement of £30,000 per annum, with only a small State Pension of £5,000 per annum from age 65. The figures assume modest investment growth of 3% and take into account the effect of inflation.



How long until it all runs out?

The chart illustrates that the cash will run out by age 76 and the client will then have to survive on State Pension alone.

Whilst this is grim reading for some people, it does at least identify the need to make decisions that could change this picture and with alternative planning, improve the position significantly.

Take advice

If you are considering selling your business and retiring, working with a professional financial planner at this crucial time will give you greater understanding of your situation and ways to potentially improve it.

If you would like to speak to us, please feel free to call James O'Reilly or Terry Larking of Cranwell James Financial planning on 0161 247 8651 www.cranwelljames.co.uk



For a no obligation discussion, call our sales team on 0845 366 9903



northeast

a selection of businesses for sale



QUAINT TEA ROOM, CAFE, B&B BUSINESS
Northumberland | £375,000 + SAV | Freehold



WELL ESTABLISHED PUB
Tyne and Wear | £85,000 + SAV
Leasehold



GIFT SHOP AND CAFÉ/COFFEE SHOP
County Durham | £625,000 + SAV | Freehold



TRADITIONAL GREENGROCERS AND CONVENIENCE STORE
County Durham
£195,000 + SAV | Freehold
£29,950 + SAV | Leasehold



POPULAR PUB FOR SALE
Northumberland | £249,950 + SAV | Freehold



BUILDERS MERCHANT AND RECLAMATION SUPPLIES
Tyne and Wear | £120,000 + SAV
Leasehold



POST OFFICE AND NEWSAGENTS
Northumberland
£199,950 + SAV | Leasehold



WELL-ESTABLISHED PUB AND RESTAURANT
Northumberland | £40,500 + SAV | Leasehold

yorkshire & humberside

a selection of businesses for sale



**LARGE CONVENIENCE STORE
WITH TWO SELF-CONTAINED FLATS**
East Riding of Yorkshire | £659,950 + SAV
Freehold



WELL ESTABLISHED HOTEL AND RESTAURANT
West Yorkshire | £949,950 + SAV | Freehold



WELL ESTABLISHED POST OFFICE
North Yorkshire | £45,000 + SAV | Leasehold



POPULAR FISH & CHIP SHOP
West Yorkshire | £49,950 + SAV
Leasehold



POPULAR HOTEL BUSINESS FOR SALE
Scarborough | £465,000 + SAV | Freehold



OUTSTANDING MULTI-FACED NIGHTCLUB
Halifax | £1,100,000 + SAV | Freehold



**HIGHLY PROFITABLE GARAGE
LOYAL CUSTOMER BASE**
Richmond | £129,995 + SAV | Leasehold

westmidlands

a selection of businesses for sale



THRIVING BAR & CLUB
Wolverhampton | £125,000 + SAV | Leasehold



BUSY FISH & CHIP SHOP/TAKEAWAY
Tipton | £39,950 + SAV | Leasehold



CARPET & BED SHOP
TOWN CENTRE LOCATION
Staffordshire | £99,999 + SAV | Leasehold



POPULAR CARAVAN AND CAMPING PARK
Shropshire | £765,000 + SAV | Freehold



SANDWICH BAR AND CAFE FOR SALE
Worcestershire | £69,950 + SAV | Leasehold



POPULAR PUB FOR SALE
Staffordshire | £82,500 + SAV | Leasehold



COMMUNITY POST OFFICE WITH OWNERS ACCOMMODATION
Stoke-on-Trent | £335,000 + SAV | Freehold



POPULAR BRIDAL BOUTIQUE
Worcestershire | £29,995 + SAV | Leasehold



POPULAR TEA ROOM & GIFT SHOP
Herefordshire | £499,950 + SAV | Freehold

Telling your staff you're selling up and our advice on TUPE

Just like your regular customers, your staff are probably one of your most valuable assets so it's often a tough decision when it comes to telling them about the sale of your business, especially if you're a hands on type of business owner.

It's a common belief that telling staff you're planning to sell up shop before a transaction is complete could endanger your sale. Ultimately, as the owner of your business, it's your decision as to whether or not your staff are kept up to date. Some owners choose to consult staff before and some choose to keep a confidential sale throughout. There are both positive and negatives to both options.

It's natural to worry about your staff leaving once they hear you're selling however it's important to remember that given job security can be assured, members of staff won't have reason to leave your business.

Have you considered the true value of your staff?

Many prospective business owners will find the thought of taking over a brand new venture a daunting one. Including well informed, experienced and supportive staff with your business sale will help place a much higher value on your business than it would without them.

We recently heard from ex-business owner Ray Boycott who successfully sold his business along with staff to a new owner.

"Honesty was the best policy, it's especially hard to keep secrets especially with viewings and if you want to market your business as effectively as possible."

Your responsibilities to your employees: TUPE

If you have employees and are selling your business, you'll need to abide by TUPE (Transfer of Undertakings Protection of Employment) Regulations 1981. It may sound daunting but following the guidelines and principles set down under the regulations are fairly straightforward. TUPE is not only your responsibility as the business seller, but also the buyer's too. It provides a level of protection for your employees and gives them peace of mind. That can buy you extra loyalty and support during your transition from business owner to retirement.

It doesn't matter what size of business you are. As long as you have employees you need to consider the implications of TUPE at every stage. In order to help you understand the basics we've distilled the key areas for you to be aware of:
I'm selling my business, isn't the buyer's responsibility?

Yes it's the responsibility of both sides. This includes where another company buys another (not by share transfer), where a sole trader or partnership transfers to another and where two companies merge and cease their original status. More importantly for our readers is where goods and/or services are transferred e.g. a sale of a business. From businesses carried out on site through to mobile services such as cleaning or catering businesses for example. All of the above means that the purchaser and the seller have a responsibility to the employee.

Informing your employees

You have to tell your employees (and trade union if appropriate) the following:

The transfer is happening - when and why is important. Not just from a legal point of view but also for good relations going forward
Tell them how it may affect them (if at all)
Let them know of any known re-organisation (the new owner will have to do the same)
Reassure them of the TUPE principles
Be conscious of agency workers and their rights
If you fail to do this you can be fined.

If you don't have a trade union, employee representatives can be nominated and elected by their peers. Employee representatives have the same rights as a trade union representative. This can be rather scary but in actual fact could protect you in the long run.

Employers with less than 10 employees can inform and consult directly with employees if there aren't any appropriate representatives and the transfer will take place on 31 July 2014 or later.

eastmidlands

a selection of businesses for sale



FREE OF TIE FREEHOLD PUB AND RESTAURANT
Lincolnshire | £425,000 + SAV | Freehold



POPULAR GUEST HOUSE
Lincolnshire | £495,000 | Freehold



BUSY GREENGROCERS AND FLORIST
Lincolnshire | £74,995 | Leasehold



SPECIALIST PLANT AND TREE NURSERY
Lincolnshire | £197,000 + SAV | Leasehold



GREAT TOURIST COFFEE SHOP WITH COURTYARD SEATING
Market Harborough | £59,700 + SAV
Leasehold



FANTASTIC CAFE AND GARDEN CENTRE
Ludford | £119,995 + SAV
Leasehold



WELL-ESTABLISHED RESTAURANT & TAKEAWAY
Duston | £129,950 + SAV | Leasehold



FLORIST FOR SALE
Hertfordshire
Price includes Stock and Van
£49,700



NEWSAGENT/CONVENIENCE STORE
Dronfield | £167,700 + SAV | Leasehold

eastengland

a selection of businesses for sale



STOCK INCLUDED - BRIDAL WEAR BUSINESS
Peterborough | £10,600 | Leasehold



PRECISION ENGINEERING AND FREEHOLD INVESTMENT OPPORTUNITY
Southend-on-Sea | £550,000 + SAV
Freehold



7 BEDROOMED GUEST HOUSE WITH OWNERS ACCOMMODATION
Cambridge | £79,700 + SAV | Leasehold



17TH CENTURY PUB FOR SALE
Norfolk | £497,000 + SAV | Freehold



AQUATICS CENTRE AND BOUTIQUE FURNISHINGS
Cambridgeshire | £137,000 + SAV
Leasehold
Enquire about Freehold Options



WELL-ESTABLISHED HARDWARE STORE
Norfolk
£34,995 + SAV | Leasehold



TOWN CENTRE TATTOO PARLOUR
Huntingdon | £30,000 + SAV
Leasehold



NEWSAGENTS WITH HIGHLY PROFITABLE RENTAL PROPERTY
Leigh-on-Sea | £475,000 + SAV | Freehold

southeast

a selection of businesses for sale



SUBSTANTIAL GUEST HOUSE
Canterbury | £999,995 + SAV
Freehold



BED AND BREAKFAST
Bognor Regis | £700,000 + SAV
Freehold



BUSY BUTCHER & FISHMONGER BUSINESS FOR SALE
Surrey | £399,950 + SAV | Leasehold



SUPERB ENGRAVING AND KEY CUTTING BUSINESS
Bognor Regis | £22,000 + SAV | Leasehold



LEASEHOLD COACH HIRE BUSINESS
Oxfordshire | £165,000 + SAV | Leasehold



SPECIALIST LAPTOP REPAIR & SALES BUSI
East Sussex | £35,000
Leasehold



LARGE ARTS AND CRAFT STORE
Kent | £15,000 + SAV
Leasehold



BUSY PET STORE
Reading | £110,000 + SAV | Leasehold



POPULAR HAIR SALON
Hampshire | £64,995 + SAV | Leasehold

Hilton Smythe help Ray into his retirement dream

Mr Raymond Boycott (Ray), talking to Hilton Smythe about the sale of Lydney Launderette, Gloucestershire.

Now in retirement, Ray was on the market with other business brokers and estate agents before instructing Hilton Smythe to help sell his business and less than a year later Ray has successfully sold his business in preparation for his retirement.

Now that the business has sold, Ray still finds himself shadowing the new owner of the property and business, which is still operating as a launderette. In addition to the business, Ray has also helped oversee the transition of a property above the business being rented out. The new owner has been extremely grateful for having Ray around and admits the input is a benefit and helped the business continue to succeed. As the new owner has never owned a launderette before, Ray's assistance during the transition period has been extremely helpful.

The launderette also provides a delivery service to local businesses such as B&B's. Having Ray around after the sale of the business has helped ensure the continuity of this service and secure even more contracts with local clients.

"It's a weird feeling, waking up and realizing you don't have to be anywhere."

Ray admits that having to hand over the keys to his business wasn't an easy process. Ray recalls a time when he went to open the till for some change after the sale, only to realise he couldn't!

New owner is also appreciative of having the previous owner around as it's good for keeping loyal customers.

When it came to putting his business on the market, Ray had previously instructed a local estate agent who marketed the business through contacts. Ray admits that didn't have the same resources or access to the same platforms as we do at Hilton Smythe. "The platforms Hilton Smythe used to market my business were much more wide scale than any other estate agent".

Before retiring, Ray tells us how he has enjoyed travelling to and touring the south of France and since his retirement he can now make plans to tour the south of France even more.

Financial planning, in addition to various pensions Ray can now benefit from the sale of his business. Self-employed for over 30 years with a private pension. Now going to top up ISAs from the sale of the business to help plan for his retirement even further.

Ray's business employs six members of staff and being upfront and honest with his staff was something important to Ray, keeping them informed at every stage. "Honesty was the best policy, it's especially hard to keep secrets especially with viewings and if you want to market your business as effectively as possible."

When leaving a testimony for the services that Ray received from Hilton Smythe he commented, "I would fully recommend their services and highly recommend the services of the sales team, who did their best to get my business sold quickly."

southwest

a selection of businesses for sale



PUB FOR SALE WITH RESTAURANT/BED & BREAKFAST
Somerset | £1,169,000 + SAV | Freehold



BUSY TEA ROOM/RESTAURANT BUSINESS
Gloucestershire | £465,000 + SAV
Freehold



FRENCH CUISINE RESTAURANT
Wiltshire | £149,995 + SAV
Leasehold



TOWN CENTRE SHOE SHOP WITH DELIVERY SERVICE
Devon
£22,995 + SAV | Leasehold



CAFÉ IN FANTASTIC TOWN CENTRE
Somerset | £79,999 + SAV-
Leasehold



DETACHED CATTERY BUSINESS
Dorset | £725,000 + SAV | Freehold



TWO PROFITABLE NEWSAGENTS FOR SALE IN YEOVIL
Somerset | £430,000 + SAV | Freehold



LARGE MOTORBIKE SHOWROOM AND GARAGE
Wiltshire | £24,454 + SAV | Leasehold

“You can’t sell a secret” ...so they say

WELL ESTABLISHED HAIR SALON, MONMOUTHSHIRE

We understand if you want to sell your business under confidential terms.

It’s normal for business owners to be concerned about but if you are concerned about customers, staff or both finding out the business is for sale, speak to us about our confidential or discreet packages.

Well-established Unisex Hair Salon For Sale in Monmouthshire - £445,000

Located in a busy Monmouthshire market town, this business opportunity comes with the assets that would make it a well suited venture for someone already in the hairdressing business or even a complete newbie. The setting of this business means that it benefits from a high volume of footfall thanks to many other amenities within the town such as a range of shops, public houses and restaurants.

A reputation any business owner would envy

Our client is currently seeking a change of direction in life which regrettably requires the sale of their business. Since starting the business in 2000 our client has built an enviable reputation and a high volume of repeat custom.

The business is currently open 5 days per week with a healthy turnover and a gross profit in the region of 35%.

The unisex salon provides services to meet all aspects of hairdressing which is combined with a high standard of fixtures, fittings and equipment throughout.

Complimenting three bedroom apartment

In addition to the substantial business premises included in this freehold sale, there is also a well presented apartment. The three bedroom first floor apartment is currently occupied by a tenant who rents the property from our client. Rental income from the property acts as a healthy second income in addition to the business.

In addition to the private accommodation on offer there is also a private garden to the rear of the property which acts as an attractive sun trap in summer.

Considerable scope for business development opportunities

Thanks to the ample space provided within the premises, a new owner could look into expanding the range of services offered by introducing sunbeds, spray tans and beautician work etc. The business currently features prominently in internet search results however there is at present no website. A new owner may wish to look into a website for this business which could act as a key advertising avenue for a new owner.

This is an excellent opportunity for a new owner to take this already thriving and popular unisex hair salon, in a prime trading location, to the next level; therefore early viewing must come highly recommended to avoid disappointment.

For more information about this exciting opportunity and our other listings please contact our advisors on 0845 366 9903. Quote reference 2511-C.



STANDING OUT

When looking for an acquisition, a key factor that is required is patience; patience is necessary if you wish to achieve your desired outcome. Excellent opportunities for acquisition come with great competition. If you identify a company as having great potential as an acquisition, then speed is of the essence in securing that opportunity. Acquisition can be a complex process, with many obstacles to navigate past. Because of this we always advise that you ensure that you have the appropriate resources available, enabling you to negate any setbacks and retain a strong position as a buyer.

It is important to stand out as a buyer; it is important to convey your intent properly; sellers are wary of timewasters and so the way in which you are presented as a buyer is extremely important.

Through our wealth of experience gained over many years, we can tell you that there is one all-important factor as a buyer; providing proof of funds for the potential acquisition. The earlier this is done, the better and the more likely the seller is to provide a timely response.

This is not all we have learned from sellers; They also look for buyers who have made previous successful acquisitions, as this obviously increases the chance that they will do so again.

Sometimes however that is not possible. You may not have any experience of previous acquisitions. If this is the case then it is important that the seller understands the strength of your position. If you own a business already, then that must be

communicated to the seller; even more so if that business is in the same sector as the target acquisition. The seller will then see that you are in a good position to assume control of the operations of that company, using its employees properly and improving its services.

If you are buying a company for the first time, we will ensure you are not discouraged. We will help you to convey your confidence and professionalism and motivations through a carefully structured approach that will make the seller aware that you are a serious and appropriate candidate for taking over their business.

The importance of approaching the acquisition correctly cannot be underestimated. Acquisitions can fail because potential buyers do not present themselves in the right manner. Hilton Smythe Corporate will ensure that this does not happen to you, as we will guide your approach carefully and pragmatically from initial contact right through to successful acquisition.

For more articles of this nature, visit Hilton Smythe Corporate's resource centre [here](#).

corporatecompanies

a selection of companies for sale with a turnover of over £2 million

ABTA TRAVEL AGENT WITH CORPORATE CLIENTS BASED IN THE MIDLANDS, ESTABLISHED SINCE 1983

Ref: Z-1805-C
£399,000

The company operates 6 days per week and generates a turnover in the region of £2,257,880 per annum with a gross profit of approximately 11%.

The company has a very loyal client base and many repeat customers, some of which have been returning for over 20 years.

Corporate clients represent 20% of the turnover with a high volume of repeat business that could be expanded.

LEADING EXPERTS IN SECONDARY STEELWORK WITH OVER 40 YEARS OF EXPERIENCE

Ref: Z-2199-C
Freehold £1,327,000 + SAV

The business offers a bespoke package to meet client's specific criteria from the manufacture to site installation. Although the majority of work is carried out in the Midlands, our client has successfully worked nationally.

SPECIALISTS IN THE MANUFACTURE AND SUPPLY OF NON-METALLIC COMPONENTS, PRIMARILY TO THE AIR INDUSTRY

Ref: Z-2203-C
Leasehold £1,500,000 + SAV

Niche market – quality products delivered to a Blue Chip customer base.

The company has a 15/20% market share in the UK and 2% Global, there is huge scope to increase business by adding an active Sales Team and attending trade events. In addition exports as a total percentage of turnover are 15%.

TAILORED STEEL FABRICATION PROJECTS, FROM PLANNING AND DESIGN TO INSTALLATION

Ref: Z-2069-C
£1,800,000

This North West based company prides itself on the exceptional quality of workmanship which has resulted in a substantial loyal client base throughout the country and is very well respected within the industry.

SPECIALIST DESIGN AND MANUFACTURE OF BESPOKE TOOLS, PRIMARILY FOR THE PACKAGING INDUSTRY

Ref: Z-1372-C
Freehold £2,000,000 Leasehold £1,500,000

The company was founded in 1985 by the present managing director and now employs 31 skilled and loyal personnel. They operate from 20,000sq ft premises with a surplus of 5,000sq ft for future expansion.

Three year contractual agreement with a major client for substantial work. This relationship has been forged for a number of years.

STRUCTURAL FABRICATION COMPANY OPERATING NATIONWIDE

Ref: Z-1462-C
£2,500,000 + SAV

Two limited companies trading as one brand that manufacture various steel components for some very large blue chip clients.

For over 30 years our client has built an enviable reputation for providing high quality, competitively priced sub-contract service.

The company operates from West Yorkshire within leased premises, although it could be fully relocated.

TIMBER MANUFACTURE AND PET BEDDING SPECIALISTS

Ref: Z-1565-C
£7,997,000 + SAV

Two complementary businesses operating from a 4 acre site in Yorkshire. The first company is the asset holding element of the business including the freehold land and the building it operates from.

The second company is the manufacturing element, which produces the Timber products and the pet bedding it produces from the resulting 'waste'.

With over 50 clients, many of which are blue chip and repeat, early discussions with Hilton Smythe Corporate are highly recommended.

CONTACT US

If any of these companies are of interest, please do not hesitate to contact our corporate team for more information.

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