

Myers La Roche
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www.myerslaroche.co.uk



Staffordshire (2 Branch)



Confidentiality

Confidentiality is of paramount importance to our clients. Under no circumstances should you phone the staff or vendor direct. Failure to comply with our terms and protocol of purchase will exclude you from access to future opportunities and may result in legal action.

To arrange viewings, meetings, surveys, to make an offer or to ask for more information please contact Myers La Roche.

CONTACT

For more information about this practice or to schedule a viewing, please telephone David Hubble.

Phone: 0161 929 8389
Email: dhubble@myerslaroche.co.uk

Overview of the business

Introduction	Myers La Roche are pleased to market for sale this 2-branch practice located in Staffordshire. The practice has built a loyal patient base, developing a good reputation with patients and local hospitals alike. One branch has a glazing lab and both branches have 2 testing rooms.
Location	Both practices are centrally located in market towns. There are several car parks within a few minutes walk of both practices. The town centres are served by several bus services with railway stations located 0.5 miles from each practice respectively.
Potential	<p>The number of contact lens appointments is currently minimal so there is potential to develop this area of the business and to introduce a CL scheme to provide a regular income stream across both practices.</p> <p>Both practices have 2 testing rooms each providing scope to cater for a greater number of eye examinations, with the possibility for double testing during busy periods. There is also potential to use the space to offer additional services such as audiology.</p> <p>The town centre at Practice A is currently in the process of being modernised and part of the town centre close to Practice B is also due to benefit from major redevelopment which is anticipated to greatly improve the overall retail experience. The improvements are expected to encourage future investment in both towns. Several new housing developments are also being built, expanding the catchment population at both sites.</p>
Competition	Immediate competition for Practice A comes from 2 multiples and 4 independent practices. There is also an out-of-town retail park with 3 multiple/supermarket practices. Immediate competition for Practice B is from 2 multiples and 2 independent practices.
Reason for sale	The owners wish to retire
Price Guide	<p>Offers in the region of £200,000 for the goodwill, the benefit of the goodwill (including unrestrictive use of the trading name), fixtures, fittings and equipment.</p> <p>Stock is to be purchased separately at valuation upon completion of the sale.</p>
What to do next	To request more information or to arrange a viewing please contact David Hubble on 0161 929 8389 or dhubble@myerslaroche.co.uk . All offers must be made in writing to David Hubble at Myers La Roche and must be kept confidential.

About the business

Combined Sales

Year Ending 31 January	Business Turnover
2022	£579,749
2021	£443,213*
2020	£560,801
2019	£546,642

*Sales affected by closure during Covid lockdown

Practice A Key Data

Year Practice Established by current owner	1991
Number of private eye examinations in the last year	435
Number of NHS examinations in the last year	1570
Current private eye examination fee	£25
Time allowed for eye examinations	30 mins

Practice B Key Data

Year Practice Established by current owner	1996
Number of private eye examinations in the last year	406
Number of NHS examinations in the last year	826
Current private eye examination fee	£25
Time allowed for eye examinations	35 mins

Staffing Outline

Practice A

Role	Weekly hours	Annual salary
D.O. Director	34 (incl. 4 mgmt.)	N/A
Locum Optometrist	24	£250 p/d week day*
Locum Optometrist	4	£300 p/d
Optical Assistant	26.25	£14,560
Glazing Technician	37.5	£30,526
Optical Assistant	37.5	£20,800
Optical Assistant	26.25	£14,560

*£300 p/d on a Saturday

Staffing Outline	Role	Weekly hours	Annual salary
Practice B	DO Director	41 (incl. 6 mgmt)	N/A
	Locum Optometrist	30	£250 p/d*
	Locum Optometrist	5.5	£156 (part day)
	Optical Assistant	37.5	£20,800
	Optical Assistant	22.5	£10,823
	Optical Assistant	22.5	£10,823
	Reception/OA	7.5	£3,724
	*£300 p/d on a Saturday		

Equipment List	Type	Supplier	Quantity
Practice A	Ophthalmoscope	Keeler	1
	Tonometer	iCare/Goldmann/Perkins	3
	Focimeter		3
	Autorefractor		1
	Trial Lens Set		2
	Visual Field Screener	Zeiss	1
	Keratometer		1
	Slit Lamp		1
	Patient Chair		1
	Pupilometer		1
	Test chart		2
	Volk Lenses		2
	NCT & Table	Reichert	2
	Prism Bar		1
	Hand Edger		1
	Blocking Machine	WECO	1
	Glazing Machine	WECO	1
	Tinting Bath		1
	Tracer/Layoff	WECO	1

Equipment List Practice B

Type	Supplier	Quantity
Tonometer	i-Care/AO NCT/Goldmann	3
Focimeter	Nidek	1
Trial Lens Set	Birmingham Optical	1
Visual Field Screener	Optopol/Henson	2
Keratometer	Birmingham Optical	1
Slit Lamp	Birmingham Optical	1
Patient Chair	Birmingham Optical	1
Pupilometer		1
Illuminated Test Chart		1

Both practices operates the Orasis Practice Management System. The system is used to manage recalls and reminders, diary management, EPOS electronic till, Production and Pre-population of GOS forms, financial reporting, integration with accounting systems and staff task list/messaging.

Practice A Outline of lease

Terms	Details
Date lease started	29/09/14
Term of lease	10
Date lease is due to terminate	29/09/24
Date of last rent review	29/09/14
Date of next rent review	29/09/24
Annual rent payable	£22,500
Annual rates payable	£5550

Practice B Outline of lease

Terms	Details
Date lease started	Feb 2022
Term of lease	5 years
Date lease is due to terminate	Feb 2027
Date of break clause	3 years
Annual rent payable	£19,750 plus VAT
Annual rates payable	£5,301
Type of lease	Internal Repairing Lease

Practice A Premises	Facility	Ground Floor
	Disabled access	Y
	Display area	Y
	Reception/waiting area	Y
	Consulting room 1	Y
	Consulting room 2	Y
	Glazing Lab	Y
	Office	Y
	Staff room	Y
	Staff WC	Y

The ground floor covers an area of 120m². The practice is believed to be in good condition. The practice benefits from a property alarm system, air conditioning and CCTV.

Practice B Premises	Facility	Ground Floor	First Floor
	Disabled access	Y	N
	Display area	Y	N
	Reception/waiting area	Y	N
	Consulting room 1	Y	N
	Consulting room 2	Y	N
	Office	Y	N
	Staff room	N	Y
	Staff WC	N	Y

The ground floor only, covers an area of 102m². The practice is believed to be in good condition. The practice benefits from a property alarm system, air conditioning and CCTV. The Frame displays can accommodate 1078 units.

Practice A Opening hours	Day	Opens	Closes
	Monday	9am	5.30pm
	Tuesday	9am	5.30pm
	Wednesday	9am	5.30pm
	Thursday	9am	5.30pm
	Friday	9am	5.30pm
	Saturday	9am	5.30pm
	Sunday	Closed	Closed

Practice B Opening hours

Day		
Monday	9am	5.30pm
Tuesday	9am	5.30pm
Wednesday	9am	5.30pm
Thursday	9am	5.30pm
Friday	9am	5.30pm
Saturday	9am	5pm
Sunday	Closed	Closed

Practice A Optometrist Available

Day	Morning	Afternoon
Monday	1	1
Tuesday	1	1
Wednesday	0	0
Thursday	0	0
Friday	1	1
Saturday	1	1
Sunday	Closed	Closed

Practice B Optometrist Available

Day	Morning	Afternoon
Monday	1	1
Tuesday	0	0
Wednesday	1	1
Thursday	1	0
Friday	1	1
Saturday	1	1
Sunday	Closed	Closed

The Small Print

Conditions

The business details are intended as a guide to assist potential purchasers with information relevant to their consideration of whether to proceed with the purchase of this practice. Myers La Roche can accept no responsibility for, or warrant the accuracy or validity of the information provided by third parties, including the vendor and associated accountants, solicitors etc. It is therefore essential for potential purchasers to undertake the usual and appropriate enquiries and investigations to be expected of a potential purchaser or their advisors.

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Finance

If you require information or assistance in relation to funding options, please contact us on 0161 929 8389.

What to do next

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