

West Yorkshire



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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 introduce to the market this single branch practice based in West Yorkshire. The practice, which was originally established in the 1950s, has been under the current ownership for almost 20 years. This practice would be ideal for an ambitious first-time buyer, or an existing practice owner looking to expand into a well-run practice in a scenic location.

The average dispense rate at the practice, at approximately 80%, is high.

Location

The practice is in a primary location in a busy, rural market town. The proximity of the practice to the market also helps to maintain a strong level of footfall.

There are plenty of parking options for the practice, with patients able to choose from nearby supermarket car parks or on-street parking. The best local public transport options are by bus as there are several bus stops within a few hundred metres of the practice.

Potential

There is an opportunity to improve the Practice Management System, as there is not currently a computerised one in place. This would allow a prospective new owner to track the KPIs of the business in more detail and to improve organisational efficiency.

There is scope to increase spend on marketing as currently there is minimal spend on marketing and advertising. Similarly, improving the online and social media presence of the practice may help to increase patient testing numbers.

The practice is not currently at full testing capacity, typically doing 2.5 days per week testing. An ambitious new owner may look to increase the testing time to grow the business.

Contact lenses are not being pushed by the current owner so this is another area that could be improved upon.

Competition

1 multiple and 3 independents.

Reason for sale

The owner is looking to retire.

Price Guide

Offers in the region of £155,000 for the goodwill, the benefit of the goodwill (including unrestrictive use of the trading name), fixtures, fittings and equipment.

Stock is to be purchased separately at valuation upon completion of the sale. (Currently in the region of £22,000).

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

Sales	Year Ending	Business Turnover
	November 2023	£240,756
	November 2022	£216,854
	November 2021	£231,996

Key Data		
Year Practice Established		1950s
Under current ownership since		2005
Number of private eye examinations in the last year		83
Number of NHS examinations in the last year		755
Number of contact lens consultations in the last year		119
Current private eye examination fee		£35
Time allowed for eye examinations		30 mins
Average dispensing rate		80%
Average dispensing value		£240

Staffing Outline	Role	Weekly hours	Annual salary
	Owner/DO/Manager	24 dispensing, 8 management	N/A
	Locum Optometrist	16	£30,000
	Locum Optometrist	4	£7,500
	Bookkeeper	1	£456
	Receptionist	12	£5,928
	Receptionist	4 (Plus holiday cover)	£1,976
	Receptionist	16	£7,904

The receptionists' wages reflect the old minimum wage and therefore will be slightly increased.

Equipment List	Type	Supplier	Quantity
	Ophthalmoscope	Keeler	1
	Tonometer	Pulsair	1
	Focimeter	Topcon	2
	Fundus Camera	Topcon	1
	Trial Lens Set		1
	Visual Field Screener	Henson	1
	Keratometer	Weco	1
	Slit Lamp	Weco	1
	Patient Chair	Weco	1
	Pupilometer		1
	Computerised Test chart		1
	Retinoscope	Keeler	1
	Refractor Head	Weco	1
	Volk Lenses		2

There is no outstanding finance on any of the equipment.

The practice has no computerised practice management system.

Outline of lease

The vendor owns the freehold premises and would look to issue a new lease to an incoming tenant/purchaser at a rental figure of approx. £12,000 per annum.

Premises	Facility	Details
	Disabled access	Ground floor only
	Display area	Ground Floor
	Reception/waiting area	Ground Floor
	Staff WC	Ground Floor
	Consulting room 1	First Floor

The practice consists of 3 floors, including a cellar which has kitchen facilities and is also useful for storage space. The testing room, which is on the first floor, does not have disabled access. Both the ground floor and the first floor are approximately 40m².

Opening hours	Day	Opens	Closes
	Monday	9:00am	5:00pm
	Tuesday	9:00am	5:00pm
	Wednesday	9:00am	5:00pm
	Thursday	9:00am	5:00pm
	Friday	9:00am	5:00pm
	Saturday	9:00am	1:00pm

Optometrist Available

Throughout the week, the testing days vary. The practice also alternates between testing on a Friday and a Saturday. Overall, there are typically 2.5 days per week testing at the practice.

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.

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