

Myers La Roche
21-23 Stamford New Road, Altrincham, WA14 1BN
www.myerslaroche.co.uk



Duffield, Derbyshire



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 contact David Hubble.

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

Overview of the business

Introduction

Myers La Roche are delighted to offer for sale a fantastic opportunity to acquire a community practice in a large village.

In addition to optical services the practice offers audiology including hearing tests and ear wax suction and podiatry services. Home visits are also arranged for patients unable to attend the practice.

The premises currently provide optical services on the ground floor and audiology/podiatry on the 1st floor. The second floor could be utilised for owner accommodation or storage. An on-site glazing lab allows a quicker turnaround for patients. **Offers for the freehold will be considered.**

Location

Centrally located in a relatively affluent village this practice occupies a position just off the main through road.

Conveniently, parking for 6 cars is available behind the practice. There is a Bus stop close to the practice and a railway station just a short walk away. An additional car park is just a few minutes' walk.

Potential

There is significant scope for the audiology and podiatry aspects of the business to grow with a marketing strategy in place. Due to the synergy of the different services offered, growth in this area is expected to also positively impact the optical side and vice versa.

There is also potential to perform more eye examinations over the week.

The introduction of an Eyeplan and /or CL scheme would be a great way to retain patients and provide a steady income stream.

The practice currently has a few designer frames leaving it open for a new owner to add to the range currently offered to patients.

Competition

There are no other optical practices in the locality.

Reason for sale

The vendor wishes to sell due to personal reasons

Price Guide

Offers over **£85,000** are invited for 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.

What to do next

To request more information or to arrange a viewing please contact David Hubble on 0161 929 8389 or dhubble@myerslartoche.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 Ends	Business Turnover
	2022	£188,079*
2021	£200,144*	

*Please note that historically there have been separate accounts with different year ends for optical services (30 June) and audiology/podiatry services (31 Dec). The above figures are combined figures for the respective year ends. The latest accounts received for y/e Dec 22 and y/e June 23 have a combined turnover of £200,964.

Key Data

Under current ownership since	2017
Number of eye examinations in the last year	c1760 (c40 p/w)
Current private standard eye examination fee	£35
Time allowed for eye examinations	30-60 mins

Staffing Outline

Role	Weekly hours	Annual salary
Owner Optometrist	c26	N/A
Practice Manager/Technician	40	£26,000
Self Employed Optical Assistant*	20	£11 p/h

*Likely to retire on completion of sale

Equipment List	Type	Quantity
	OCT*	1
	Ophthalmoscope	1
	Tonometer	1
	Focimeter	1
	Autorefractor	1
	Fundus Camera	1
	Trial Lens Set	1
	Visual Field Screener	1
	Keratometer	1
	Slit Lamp	1
	Patient Chair	1
	Pupilometer	1
	Test chart	1
	Retinoscope	1
	Refractor Head	1
	Volk Lenses	1
	Edger	1
	Blocking Machine	1
	Glazing Machine	1
	Tinting Bath	1

*There is outstanding finance on the OCT with monthly payments due until June 2028.

The business operates a Visionplus Practice Management System. The system is used for tasks such as diary management, recall, electronic record cards, production and Pre-population of GOS forms, financial reporting, KPI's, marketing, staff task lists, electronic dispensing, SMS Reminders.

Outline of lease

The vendor owns the premises. A new lease will be negotiated for an incoming tenant with an annual rental in the region of £24,000 for the whole of the property. A lower rental figure will be considered for the ground floor and first floor clinical areas excluding the apartment.

Offers for the freehold will also be considered in the region of £580,000.

Premises	Facility	Grd Flr.	1 st Flr.	2 nd Flr.
	Disabled Access	Y	Y	N
	Display area	Y	N	N
	Reception/waiting area	Y	N	N
	Separate Contact Lens area	N	Y	N
	Consulting room 1	Y	N	N
	Consulting room 2	N	Y	N
	Office	N	Y	N
	Staff room	N	Y	N
	Patient WC	Y	N	N
	Staff WC	N	Y	N
	Storage	N	N	Y

Fixtures and fittings include a property alarm system, illuminated sign and CCTV. The practice has got excellent disabled access with a lift operating between the 1st floor and 2nd floor.

Opening hours	Day	Opens	Closes
	Monday	9am	6pm
	Tuesday	9am	6pm
	Wednesday	9am	6pm
	Thursday	9am	6pm
	Friday	9am	6pm
	Saturday	9am	1pm
	Sunday	Closed	Closed

Optometrist Available	Day	Morning	Afternoon
	Monday	1	0
	Tuesday	0	0
	Wednesday	1	1
	Thursday	1	1
	Friday	0	1
	Saturday	1	0
	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.

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