

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



Northamptonshire



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 this established Dispensing Optician owned practice for sale. The practice offers standard eye examinations alongside contact lens examinations, offers an Eyeplan scheme to patients and a fortnightly audiology service. This is a great opportunity for an owner optometrist to develop their own practice which already has firm roots within the community. The basement is sublet providing an additional income and effectively reducing the net rent.

Location

This practice is located on a High Street in a primarily residential area of the town which has several shops including a supermarket. The road serves as one of the main routes connecting the town centre to outlying areas.

The nearest car park is just a few minutes' walk away and there is a bus stop close to the front of the practice.

Potential

As the practice currently tests for one and a half days each week there is potential for sales growth by expanding this alone, especially for any optometrists who want to own their own practice.

A new owner would have the flexibility to staff the practice as they wish as there are no employed staff. Eye examinations currently performed by locum optometrists.

The owner operates a bespoke computer system providing scope for an incoming owner to introduce added functionality with their Practice Management System of choice.

The practice currently offers a fortnightly audiology service which could have potential for growth in parallel with the optical aspect of the business.

The practice is not currently fully utilising social media and modern marketing techniques, which can be efficiently and cost effectively implemented by a new owner.

Competition

Immediate competition is from 1 multiple and 2 independents.

Reason for sale

The vendor wishes to retire.

Price Guide

Offers in the region of £55,000 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 estimated to be in the region of £12,000).

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 March	Business Turnover
2023	£155,132
2022	£172,263
2021	£121,473*
2020	£145,318

*Sales reduced due to Covid Lockdown

Key Data

Year Practice Established	1991
Under current ownership since	1991
Number of private eye examinations in the last year	223
Number of NHS examinations in the last year	374
Number of contact lens consultations in the last year	10
Current private eye examination fee	£39
Standard time allowed for adult eye examinations	30 minutes
Average conversion rate	49%
Average dispensing value	£327
Average reglaze rate	41%

Staffing Outline

Role	Weekly hours	Annual salary
Owner DO/Manager/Glazing	36	N/A
Owner Bookkeeper/Receptionist	15	N/A
Locum Optometrist	4	£160 per day
Locum Optometrist	8	£250 per day

Equipment

Type	Supplier	Quantity
Ophthalmoscope	Unknown	1
Tonometer	Perkins and I-Care	2
Focimeter	Topcon LMS	1
Fundus Camera	Contra	1
Trial Lens Set	Unknown	1
Visual Field Screener	Dicon	1

Keratometer	Frastrema	1
Slit Lamp	Unknown	1
Patient Chair	Cobiant	1
Pupilometer	Nikon iPad App	1
Test chart	Thompson Test Chart 2000	1
Retinoscope/Ophthalmoscope	Keeler	1
Edger	Huvitz CPE 4000	1
Blocking Machine	Huvitz CPE 4000	1
Hand edger	Norville	1

The business operates a bespoke Microsoft Access Based Practice Management System. The system is used to manage recalls and reminders, inventory control, and pre population of GOS forms.

Outline of lease

Terms	Details
Date lease started	30/05/2018
Term of lease	15 years
Date lease is due to terminate	30/05/2033
Date of last rent review	30/05/2018
Date of next rent review	May 2023
Date of next break clause	29/05/2029
Annual rent payable	£18,600
Annual rates payable	N/A
Type of lease	Full repairing & insuring

A basement area is sublet to a tenant who pays £750 per month. It is expected that this arrangement would transfer to an incoming owner.

Premises

Facility	Floor
Disabled access	Ground floor (toilets don't have wheelchair access)
Display area	Ground floor
Reception/waiting area	Ground floor
Separate contact lens area	N/A
Consulting room 1	Ground floor
Office	First floor
Staff room	First floor
Staff WC	Ground floor and First floor

On the ground floor, the reception/display/consulting room has an area of 81m². There is also a small workshop and a toilet with a combined area of 14m². The practice is believed to be in a reasonably good condition. The practice benefits from Blink video cameras, illuminated sign, 90-degree external sign and air conditioning.

Opening hours

Day	Opens	Closes
Monday	Closed	Closed
Tuesday	9am	5pm
Wednesday	9am	5pm
Thursday	9am	5pm
Friday	9am	5pm
Saturday	9am	1pm
Sunday	Closed	Closed

Optometrist Available

Day	Morning	Afternoon
Monday	Closed	Closed
Tuesday	-	-
Wednesday	1	1
Thursday	-	-
Friday	-	-
Saturday	1 (until 1pm)	-
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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