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### **CONFIDENTIALLY AVAILABLE FOR SALE**

- LIGHT MANUFACTURING AND DISTRIBUTION BUSINESS, DEALING IN THE SALE OF PET AND VETERINARY PRODUCTS TO WHOLESALERS, VETERINARY PRACTICES, KENNELS, CATTERIES AND RETAIL OUTLETS, WITH SOME DIRECT SALES TO THE PUBLIC.
- SPECIALISING IN 'OWN BRAND' SPECIALIST PRODUCTS WHICH ARE MOSTLY MANUFACTURED AND ASSEMBLED ON SITE.
- WELL ESTABLISHED, WELL KNOWN AND REPUTABLE – VIRTUALLY ALL BUSINESS BEING WITH EXISTING CUSTOMERS – THIS COMPANY WAS FIRST ESTABLISHED IN 1964.
- OUR CLIENTS HAVE OWNED THE BUSINESS SINCE 1987 AND ARE NOW SELLING DUE TO RETIREMENT – A HANDOVER AND CONSULTANCY PERIOD WILL BE AVAILABLE, SUBJECT TO TERMS BEING AGREED.
- CURRENTLY OPERATED FROM LEASEHOLD PREMISES – NEW LEASE AVAILABLE IN 2007 – RELOCATION OF THE BUSINESS ON CHANGE OF OWNERSHIP OR AT LEASE RENEWAL IS, IN OUR VIEW, THE BEST OPTION – TO REDUCE COSTS AND TO OPERATE THE BUSINESS FROM MORE SUITABLE PREMISES.
- SALE BY WAY OF THE DISPOSAL OF THE 100% SHAREHOLDING IN THE COMPANY – GUIDE PRICE £75,000 PLUS NET ASSETS (TO BE DETERMINED AT COMPLETION) OF C£100,000 – MOSTLY STOCK, BOOK DEBTS AND CASH.

**PRICE: £75,000**



**OUR REFERENCE: M3002**

## **LOCATION**

The business currently operates from Bedfordshire, an approximate twenty minute drive of both A1 and M1 motorways (depending on traffic conditions).

The customer database consists of wholesalers, veterinary practices, boarding kennels, catteries, retail outlets, zoos, dog and cat breeders, rescue organisations, and dog training and handling operations – such as the armed services.

## **PREMISES**

Currently the business operates from leasehold premises, a short walk from the town centre, but with restricted car parking facilities. The annual rental is £13,500 for a maximum internal square footage of c3500 sq ft on two floors – some of which has restricted head height.

The premises provide reception area, storage facilities, work-shop space and office premises – the offices being equipped with the normal basic range of furniture, telephone equipment computers, software and ancillaries.

## **PRODUCT RANGE and COMPANY INFORMATION**

The business operates an extensive range of pet products – we have a full list in the office but by way of indication some of the highest turnover items include:

- Animal heating products – for example electric beds, and heat pads.
- Foster feeding kits.
- Veterinary and hydrotherapy equipment.
- Reflective safety and dog handling equipment.
- Animal plant products.

Some 15% of the turnover is derived from exporting the above products – there is a basic ‘brochure style’ company website – but one of the opportunities that exists is to upgrade this to drive more business via this route. Approximately 2% of the turnover is via mail order to end user.

Advertising is arranged in a limited number of trade publications and the business has a certain degree of seasonality built in – for example Christmas and breeding times being the busiest parts of the year.

## **STAFF STRUCTURE**

The business is run by a husband and wife team – one working full time, the other part time. Five part-time staff are employed in the design, assembly and manufacture part of the business – another opportunity is for home workers to be employed – or for this to be totally outsourced.

Distribution is by the usual courier route – DHL, parcel force etc – the company does also own a VW van – used mainly for ‘local’ deliveries and trade shows.

**TRADING HOURS**

9.00 a.m. – 5.30 p.m. Monday to Friday (the hours are currently quite relaxed and flexible) – attendance at trade shows could be in addition to the above, if held at weekends.

**ACCOUNT INFORMATION.**

We have three years trading account information on file, extracts from which show the following information.

<i>Financial Year Ending</i>	<i>31/05/2005</i>	<i>31/05/2004</i>
Sales	£217,736.00	£234,625.00
Gross Profit	£112,819.00	£123,956.00
Wages	£ 25,625.00	£ 24,704.00
Directors Remuneration	£ 44,200.00	£ 45,770.00
Directors Pension Contribution	£ 3,600.00	£ 3,600.00
Net Profit/loss	(£ 122.00)	£ 3,388.00

**RATING INFORMATION AND COUNCIL TAX.**

Local rating authority is Bedford Borough Council. The rateable value is £11,750.00 (From 1st April 2004) at 41.5p in the pound, i.e. £4,872.25 payable per annum (2004/2005) less transit.

**LEGAL COSTS.**

Each party will be responsible for their own legal costs involved in the sale.

