



AN EXCITING OPPORTUNITY FOR INDEPENDENT RETAILERS TO ACQUIRE COMPANY OWNED STORES

On behalf of James Convenience Retail Ltd trading as Supernews

Supernews & Cards
Local

 **CHRISTIE & CO**

INTRODUCTION

The James Retail Group are a leading, independently owned neighbourhood retailer operating around 110 convenience and newsagent stores.

They operate Select Convenience branded convenience stores as well as newsagents branded GT News & Supernews which can be found in locations varying from major shopping centres, transport interchanges, local neighbourhoods and hospitals across the central belt of the country.

The company is focused on developing and expanding their estate and has identified a number of branches that no longer fit the company's future strategy.

This presents an exciting opportunity for independent retailers to acquire stores as going concerns at attractive prices.



GUIDANCE NOTES

The sale of each store will be conducted strictly in accordance with the full Terms and Conditions of Sale set out later in this document. Prospective purchasers are invited to review the branches available in this brochure and read the full Terms and Conditions of Sale.

Viewing

Only discreet customer visits are permitted. Under no circumstances should staff be approached or contacted. Formal viewings will be conducted strictly by arrangement with Christie & Co only after a fully completed formal offer form has been submitted and the offer has been accepted.

Making an Offer

All offers for groups, subgroups or individual sites are to be submitted directly to Christie & Co on a fully [completed offer form](#) which can be obtained from any Christie & Co office or downloaded from the website www.christie.com/jamesretail. Please contact your local Christie & Co office for further information.

Tenure

The majority of the stores are held on leases that benefit from Security of Tenure under the provisions of the Landlord and Tenant Act 1954. This means the tenant is generally entitled to renew the lease on expiry of the existing term. Prospective purchasers are advised to take independent legal advice in each case.

Information Available

We have been supplied with individual branch profit and loss accounts and other site information for the purpose of producing our sales particulars.

Deposit

Upon acceptance of an offer, prospective purchasers will be required to pay a deposit before legal proceedings commence. See full Terms and Conditions below.

Conditionality

The sale of each property is to be unconditional except where the Terms and Conditions state otherwise.



INSTRUCTIONS



Wrexham, North East Wales
Leasehold

£62,500
Rent £13,300

Reference no. 5613244

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £678,362
- Gross Profit (incl. commissions) £125,330
- Pedestrianised high street location
- Lottery & PayPoint
- Operated entirely by staff and management
- Company-owned store. Energy rating E

E: Ashley.Cobban@christie.com

T: 0161 833 6917



Pontypridd, Mid Glamorgan
Leasehold

£55,000
Rent £17,000

Reference no. 4710030

Please [click here](#) for full details

- Retail sales Year Ending July 2016 £680,821
- Gross profit (incl. commissions) £126,816
- Town centre location, high footfall area
- Lottery & PayPoint
- Operated entirely by staff and management
- Company-owned store. Energy rating D

E: Jonathan.Clements@christie.com

T: 02920 023 120



Corby, Northamptonshire
Leasehold

£65,000
Rent £22,500

Reference no. 5813025

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £1,008,760
- Gross Profit (incl. commissions) £153,734
- Pedestrianised high street location
- Lottery & PayPoint
- Opportunity to introduce alcohol lines
- Company-owned store. Energy rating D

E: Stephen.Bell@christie.com

T: 0121 452 3707



Longton, Stoke-On-Trent
Leasehold

£40,000
Rent £9,250

Reference no. 5813024

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £511,196
- Gross Profit (incl. commissions) £100,373
- Busy shopping parade location
- Lottery & Paypoint
- Operated entirely by staff and management
- Company owned store. Energy rating E

E: Tim.Bloomer@christie.com

T: 0121 452 3708



Whitwick, Leicestershire
Leasehold

£50,000
Rent £9,850

Reference no. 5710753

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £343,062
- Gross Profit (incl. commissions) £88,929
- Flat above store let at £425pcm
- Opportunity to increase trade
- Post Office, Lottery, Paypoint, Off Licence
- Company-owned store. Energy rating E

E: David.Branch@christie.com

T: 0115 945 4703

INSTRUCTIONS



Workington, Cumbria
Leasehold

£20,000
Rent £12,000

Reference no. 5613243

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £619,012
- Gross Profit (incl. commissions) £97,280
- Pedestrianised high street location
- Lottery & PayPoint
- Operated entirely by staff and management
- Company-owned store. Energy rating E

E: Ashley.Cobban@christie.com

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Wythenshawe, Manchester
Leasehold

£80,000
Rent £33,380

Reference no. 5613241

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £1,138,578
- Gross Profit (incl. commissions) £177,281
- Pedestrianised high street location
- Lottery, PayPoint, ATM
- Operated entirely by staff and management
- Company-owned store. Energy rating E

E: James.Moore-Martin@christie.com

T: 0161 833 6901



St Helens, Merseyside
Leasehold

£50,000
Rent £20,000

Reference no. 5613240

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £684,543
- Gross Profit (incl. commissions) £132,605
- Pedestrianised high street location
- Lottery & PayPoint
- Operated entirely by staff and management
- Company-owned store. Energy rating D

E: James.Moore-Martin@christie.com

T: 0161 833 6901



Kirkby, Liverpool
Leasehold

£60,000
Rent £27,250

Reference no. 5613242

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £1,010,069
- Gross Profit (incl. commissions) £172,142
- Pedestrianised high street location
- Lottery & PayPoint
- Operated entirely by staff and management
- Company-owned store. Energy rating E

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Barrow-in-Furness, Cumbria
Leasehold

£25,000
Rent £10,000

Reference no. 5613239

Please [click here](#) for full details

- Retail Sales Year Ending July 2016 £620,947
- Gross Profit (incl. commissions) £97,387
- Pedestrianised high street location
- Lottery & PayPoint
- Operated entirely by staff and management
- Company-owned store. Energy rating G

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TERMS & CONDITIONS OF SALE

Viewing arrangements

Formal viewings will only be arranged AFTER an acceptable offer has been made and by prior telephone appointment through the appropriate Christie & Co office. Discreet customer visits are encouraged but ON NO ACCOUNT SHOULD DIRECT APPROACHES BE MADE TO THE VENDOR OR ANY OF ITS STAFF.

Offers

All purchasers are required to return a fully completed formal offer form to Christie & Co with proof of funding to cover the purchase price plus stock and costs. If funding is to be raised, Christie & Co will require sight of a confirmation of loan or loan quote.

Sold as seen

Pricing reflects the current condition of the store.

Trading information

Certified trading information has been supplied by James Convenience Retail Ltd.

National Lottery and other agencies

The transfer of a National Lottery agency is at the sole discretion of the operator, Camelot Group PLC, and could incur the payment of a "bond" in those instances where the proposed transferee has not previously operated a business on his/her own account. No proposed sale and purchase shall be conditional upon the transfer of a National Lottery agency, nor shall it be conditional upon any other agency or service where the transfer of such agencies or services are at the sole discretion of the grantor(s) i.e., ATM, Premises Licence, PayPoint, Payzone, Oyster etc.

Staff

The vendor will undertake the concession to retain the services of individual branch managers. However, this is not guaranteed and will be assessed on a case by case basis. As far as the remaining personnel are concerned, the purchaser will be required to offer continuity of employment in accordance with the Transfer of Undertakings (Protection of Employment) Regulations.

Stock in trade and news debts

The stock in trade at the individual branches will be sold at valuation. The amount involved will vary from branch to branch but can, within reason, be adjusted to a proposed purchaser's requirements, given adequate notice. In those instances where a branch provides a news delivery service, the purchaser will also be required to purchase book debts – i.e. outstanding accounts to news delivery customers in respect of goods and services supplied that remain unpaid at the time that completion.

Post Office appointments

The transfer of a sub-post office appointment is at the sole discretion of Post Office Ltd and contracts for the sale and purchase of branches that have post offices attached will be subject to the transfer of the appointment in favour of the purchaser or the purchaser's nominee. The post office process will commence as soon as the deposit (stated below) has been transferred and in the first instance, proposed purchasers may be required, at the vendor's own discretion, to submit application documents to Masterstrides Ltd and attend a mock interview with the company's resident postmaster prior to making a formal application to Post Office Ltd.

Trade fixtures, fittings & equipment

The stores are offered for sale as going concerns to include most of the fixtures, fittings and equipment but excluding any trading name and signage relating to the vendor. The EPOS scanning systems/tills will NOT be included. The vendor will provide a list of Home News Delivery (HND) customers and debtors. An inventory listing for each store will be made available once a sale has been agreed. In addition to items owned by James Retail and included in the proposed sale, this will also include items that are the property of suppliers and/or manufacturers and proposed purchasers should make their own enquiries with regard to the continuing use of these items.

Leasehold requirements

It will be necessary to obtain Landlord's consent to assign individual leases to prospective purchasers. In some instances, it may not be possible to assign James Retail's leasehold interest and in such circumstances a transaction could proceed by grant of an under-lease on similar, if not identical, terms to James Retail's own lease. In either event, purchasers will be required to supply Christie & Co with references for the benefit of the vendor and its landlords. The references should include 1) a bank or building society, 2) a solicitor, 3) an accountant or other professional person or organisation, 4) past and/or present landlords and 5) a selection of recognised trade suppliers. Where a proposed purchaser is already in business, certified accounts will be required in addition to references. In the event that a purchaser has no previous retail experience, evidence will be required to support their proposal to undertake their commitment to a fully repairing and insuring lease with regular, long-term rental payments. In some cases, it may prove necessary for a purchaser to pay a rental deposit, usually the equivalent of six to twelve months rent. Please note that the sale of a leasehold store is conditional upon landlords' consent to assign or under-let the vendor's leasehold interest and prospective purchasers shall enter into a conditional contract on this basis.

Costs

Each party will be responsible for its own legal costs but purchasers will also be responsible for the costs incurred by the vendor and the landlord in respect of assignments or under-lettings of the vendor's leasehold interests.

Deposits

Successful bidders will be required to pay a deposit to the vendor's solicitor at the commencement of solicitors being instructed. The deposit will be transferred via their own solicitor, equivalent to £5,000 per transaction, after which the vendor's solicitor shall issue the Sale Contract. The deposit will be set off against the agreed purchase price on completion of a sale. The deposit will be refunded only if a) the seller unilaterally withdraws from the transaction within the Purchase Period (as defined in the Terms and Conditions of Sale); or (b) the buyer, properly advised and acting reasonably, decides not to proceed with the transaction for any of the following bona fide reasons: because of (i) a material defect in title; (ii) materially adverse pre-contract search results; (iii) a material defect in the lease being transferred; (iv) the landlord refusing his consent to the transfer or imposing unreasonable conditions in respect of the same; or (v) consent to the post office transfer being withheld. However, in the event that a purchaser reneges on the agreed terms and conditions of a sale and purchase, the deposit/s will be forfeited.

Timescale

The sale and purchase of the subject business will be on a Subject to Contract basis. Time will be of the essence in so far as the proposed purchaser will be required to enter into a contract, albeit conditional upon landlord's consent and, where appropriate, conditional upon the transfer of a post office appointment, within a maximum of 21 days from the date that draft documents are received by their solicitors. This 21 day deadline is the Purchase Period referred to under "Deposits" above. The purchaser should ensure that its solicitor is made aware of this condition of sale and is capable of dealing with the vendor's standard form of contract within the required timescale.

Subject to contract

The sale and purchase of the subject business will be on a Subject to Contract basis. The proposed purchaser will be required to enter into a contract, albeit conditional upon landlords' consent and, where appropriate, conditional upon the transfer of a post office appointment.

CHRISTIE INSURANCE

Experience

Part of the Christie & Co network, Christie Insurance is an independent Insurance Broker. We have been advising the Retail sector for over 35 years. Our experience and our association with Christie & Co means that we understand your business, the risks you face and the liabilities you are exposed to. We are therefore well placed to advise and offer insurance solutions that fit your business at a competitive price.

Independence

As an independent insurer we can remain objective in our advice and we are not obliged to place your business with an individual insurer. This allows us to offer a range of products from a number of leading Retail insurers including: Aviva, Axa, Allianz, NIG, Royal & Sun Alliance, Zurich and many more.

Key features

We understand that all businesses are different, so our insurance policy is designed to cover the business assets, loss of profits and employers and public liability.

Commitment to you

Your insurance will be managed by a dedicated account manager, who will gain an in-depth understanding of your business so that we can identify the most appropriate and cost effective insurance solutions for you.

In the event that you may need to submit a claim, you can be sure that your dedicated claims manager will be there to support your claim every step of the way, ensuring you receive fair treatment from your insurer.

For independent advice, talk to your local Insurance Consultant today on 020 7444 0039 or visit www.christieinsurance.com.

CHRISTIE FINANCE

Christie Finance is a commercial mortgage broker with a specialism in the retail sector. We have been helping businesses like yours for over 35 years to develop and grow.

Our UK wide network of Finance Consultants is highly proficient in sourcing funding for all varieties of retail, convenience and forecourt businesses.

Delivering a one-to-one service allows us to understand your business in detail and build a finance package around you.

With our expert advice we can help arrange financing for single assets and portfolios as well as assisting on more complex 'group' refinancing situations.

For independent advice, tailored to your needs, talk to your local Finance Consultant today on 0844 412 4944 or visit www.christiefinance.com.

VENNERS

Established in 1896 and part of Christie Group for over 30 years, we have a wealth of experience in supporting businesses like yours, throughout the UK.

Inventory & Valuation

An up-to-date asset and inventory list is vital to know the current value of any business and critical when buying or selling, meeting recognised accounting standards, making an insurance claim or transferring ownership. We will protect your interest and your bottom line.

Health & Safety

We guide you through the countless laws and legislations, helping you stay compliant and aware of your responsibilities of due diligence. We only advise sensible proportionate actions designed to protect you, your workforce, your business and your customers.

Financial & Compliance Audit

Be it total revenue capture, financial investigations, risk assessments or audit modelling, we will help you every step of the way.

For independent advice, contact us on 01279 620 820, enquiries@venners.co.uk or visit www.venners.com.



DISCLAIMER

CONDITIONS OF CHRISTIE & CO'S INFORMATION PROVISION

These sales particulars are prepared as a general guide to the properties (which expression includes business and trade content, if any, included in the sale) for the convenience of a prospective purchaser (an "Acquirer") and are intended for business people familiar with commercial transactions. If you are not sure that you fit this description you should take relevant independent advice before proceeding further. Christie & Co for themselves and for the Client, give notice that: (a) these particulars are made without responsibility on the part of Christie & Co or the Client; they do not obviate the need to make appropriate searches, enquiries and inspections, nor do they constitute any part of an offer or contract, and statements herein are not to be relied upon as statements or representations of fact; any Acquirer must satisfy himself, by inspection or otherwise, as to their correctness and any error, omission or mis-description therein shall not affect or annul the sale or be grounds for rescission or compensation; (b) the Client does not make or give, and neither Christie & Co nor any of their employees has any authority to make or give, any representation or warranty whatsoever in relation to the properties; (c) Christie & Co has not carried out a detailed survey, nor tested the services, appliances and specific fittings; (d) dimensions (where given) are approximate and should be verified by an Acquirer; and (e) any accounts or financial statements or registration information provided to an Acquirer are provided on behalf of the Client by Christie & Co, who cannot therefore offer any guarantee of their completeness or accuracy, and accordingly shall not be liable for any loss, damage, cost, expenses or other claims for compensation arising from inaccuracies or omissions therein. These details were believed to be correct at the date of publication but their accuracy is not guaranteed. Subject to contract. Copyright Reserved Christie & Co. January 2017.

