

# Business Lite Memo

## Clayton First Aid Limited (In Administration) (“the Company”)

<b>Business Opportunity</b>	<p>A unique opportunity exists to purchase the business and certain assets of the Company, which specialises in the production, marketing and sale of the CLAYTON brand of first aid kits and distribution of related health and safety equipment, emergency rescue products and allied equipment.</p> <p>All interested parties will be required to sign a non-disclosure agreement and specifically deal with the Company and its agents, the Joint Administrators.</p>			
<b>Business Overview</b>	<p>The Company, trading as Clayton First Aid, is an assembler and seller of the CLAYTON brand of first aid kits, and distributor under its trademark, of related health and safety products including disinfection, high visibility products and PPE equipment and related emergency products including resuscitation, training, rescue and immobilisation products. The Company operates from its Kent premises and supplies a broad range of customers across the UK, Europe, the Middle East and Asia, offering products tailored to niche markets and specialised operations.</p> <p>The CLAYTON brand was established by Sydney Clayton in 1910 and was incorporated in 1957. The Company to date, remains family owned and managed, with over 100 years associated from conception with healthcare and occupational safety markets. Further information regarding the history of this quality founded, heritage brand can be found on the ‘About Us’ pages at <a href="http://www.claytonfirstaid.com">www.claytonfirstaid.com</a>. The Company has developed a widely respected customer base and has continued, since its conception, to source from UK suppliers of significance and reputation without compromising on quality.</p> <p>The Company is currently profit making, with £18,000 profit generated in the 9 months to January 2015 after the removal of exceptional items.</p> <p>The key strengths of the business are:</p> <ul style="list-style-type: none"> <li>- Well regarded and widely known brand name</li> <li>- Established customer base worldwide</li> <li>- High quality products used throughout the range</li> <li>- Good quality of service to customers</li> <li>- High quality box containers manufactured in the UK from moulds designed and owned by the company.</li> </ul>			
<b>High Level Financial Information</b>	<b>P&amp;L Summary Year Ending 31 March</b>	<b>FY13 £'000</b>	<b>FY14 £'000</b>	<b>10 Months to Jan 2015 £'000</b>
	Turnover	623	626	493
	Gross Profit	122	153	140
	GP%	20	24	28
	EBITDA	(59)	(55)	18
<b>Premises</b>	<p>The Company operates from its freehold premises in Chiddingstone Causeway, Kent.</p>			
<b>Assets Available</b>	<ul style="list-style-type: none"> <li>- Registered trade marks and domain names</li> <li>- Customer list in excess of 10,000</li> <li>- Stock (approximately £127k at cost price)</li> <li>- Selection of high-quality bespoke injection moulds (some of which are double impression)</li> </ul>		<ul style="list-style-type: none"> <li>- Warehouse fittings and fork lift trucks</li> <li>- Shrink-wrap machine with conveyor belt</li> <li>- Full complement of screen-printing equipment</li> <li>- Assembly line and chattel assets</li> <li>- Freehold property with development potential</li> </ul>	
<b>Deadline for Offers</b>	<p>All offers should be sent to Josh Smith or Lewis Brooker of Duff &amp; Phelps Ltd. by close of business on <b>Tuesday 7 April 2015</b>. All offers should be supported by proof of funding and no late offers will be accepted. A purchaser must be able to complete immediately. It is preferred that payment is made in full on completion.</p>			

**For further information contact:**

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