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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased.
There is no cost or obligation to pursue this company for sale.

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APPAREL FINISHING MANUFACTURING AND SERVICES
Southern California

Annual Revenue: \$8,233,878
Annual Cash Flow: \$2,204,827
Asking Price: \$ 3,700,000 Furniture / Fixtures included

Employees: 125 Full Time

Years established: 2014

This highly attractive apparel related commissioned manufacturing company is engaged in the wash and dye as well as an additional niche segment of the clothing finishing marketplace – all critical value-add segments of clothing manufacturing that are oftentimes impractical to perform in lower cost locations.

Due to the company's stellar customer service the firm has managed to maintain solid year over year growth. Top line revenues have increased from \$6.5 million in 2016 to \$7.6 ml. in 2017. They are tracking to \$8.2 ml. in 2018. In 2018, the two largest customers were at 30% of total revenues each, however the balance of revenues are spread over an additional 100 satisfied clients. While the percentage of revenues by service offering varies year over year, the revenues from wash and dye are nearly evenly split with other services – which provide a diversified revenue stream and a non-concentrated client base. In fact, less than 2 percent of revenues appear to be derived from clients who utilize both segments of the company's services!

The operation is managed from a 22,000 square foot facility that leases for \$8,500 per month on a lease until May 2019. It has highly coveted water rights as well as the required sanitation / sewer permits to operate as a wash and dye house. All the necessary furniture, fixtures and equipment will be included in the sale. The book value of the assets is just over \$400k, but they likely command a fair market value in the \$600k - \$700k range.

New management may choose to add this operation to an existing wash and dye house, a commissioned fabric service company, a fabric converter, a manufacturer or any other value-added service providers in the apparel value chain. Alternately, with the company's remarkable growth they focus on the company's existing specialties. They are currently operating at 60% capacity to growth may be achieved without the need for any major additional capital expense investment. With a capital infusion and the addition of a sales force, however, tremendously bolstered revenues may be possible

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