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CORPORATE & COLLEGIANT APPAREL & GEAR MANUFACTURER
Midwest USA

Annual Revenue: \$59,990,006
Annual Cash Flow: \$3,329,997
Asking Price: \$16,500,000

This contract manufacturing company has a full management staff in place, and their own brand is already established, solidifying themselves in the market! Their Midwest office handles all sales, design, and order management; their office in Vietnam is used solely for the production & manufacturing side of the business. The U.S. team of 32 is spread among several departments, including Design & Graphics, Marketing & Graphics, Web Development, Order Admin, Warehouse, Logistics, Accounting, HR, and Sales & Customer Service.

The full-time team of 85 employees in Vietnam includes a manager for each of their Cap, Bag, and Garment Departments, along with merchandisers, embroidery & graphic staff, Quality Control, pattern makers, design techs, accounting, warehouse, sourcing & procurement, and logistics personnel. Using a proprietary web platform to process and track all projects, this company's client base consists primarily of corporate identity and specialty product distributors. With their own brand already well-established, they are able to act as an official outfitter/sponsor for clients. Their brand is their R&D tool for developing products for their customers; they develop and test at retail stores to assess demand and retail value, as corporate image demand follows retail demand.

They are currently licensed with 18 colleges/universities in the U.S., enabling them to manufacture their brand with the university's logo. This portion of the business accounts for approximately 10% of their revenue, while the other 90% is essentially through large specialty product distributors. The company is also on the approved vendor list for one of the biggest medical supply firms in the U.S. that is the official supplier for 60% of all hospitals & clinics. This gives them incredible exposure to their customer base for work on out of contract products (uniforms and other wearables).

Expansion Potential:

Increase brand awareness among existing customers, expand client base, pursue more collegiate partnerships, create relationships with other sponsors

Reasons for selling:

Huge growth potential: the business needs someone who has the ambition to grow it

Employees: Within the Midwest: 32 (30 FT, 2 PT); Within Vietnam: 85 FT

Years established: 1984

Potential Financing available:

Purchase Price: \$16,500,000/ 15% Buyer Down Payment \$2,475,000/ 15% Seller Financing or Equity Roll \$2,475,000 / 70% Bank Loan \$11,550,000

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