



Specialty Apparel Manufacturer for Sportswear, Corporate, Healthcare



Business Description:

As a one-stop shop, the company specializes in design, fit, sizing, grading, branding, decoration, distribution, and customer support in the garment space. The firm has the capability to handle both small and large-volume apparel design and manufacturing projects of any scope. Many recognizable blue chip clients and was chosen as 2010, 2018 Winter Olympics Games supplier. Manufacture button shirts, tee shirts, crewnecks, jackets, vests, shorts, workout pants, blankets.

Distribution:

Ships 60% of its goods within the USA and approximately 40% within Canada. Increasing sales and market share in the USA is the focus for the company over the next five years with the goal to have 80% of sales in the USA and 20% in Canada. In the process of entering the healthcare field by offering scrubs, slippers and blankets.

Operational Strengths:

Through its sustainability initiatives and use of recycled polyester fabrics, the firm's eco-friendly, and low impact apparel products are sought after by many companies. Firm offers made-in-North America domestic services from Canada and seeks an office in LA.; offshore production from proven partner factories in China, Vietnam, and Taiwan. Margins on offshore manufacturing are in the 40% to 50% range whereas domestic manufacturing margins usually fall between 30% and 40%.

The Transaction:

Owner will sell 50-100% of firm depending on the acquirer's desires and will stay for a negotiated transition period if total sale of the company occurs.

(\$CAN/\$US X as of 3/20/17)

Financial Summary			
	2017 Est by Seller	2016	2015
Revenue	\$4.1M	\$3.75M	\$2.9M
Adjusted EBITDA	\$505K	\$415K	\$86K

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Canada	reviewed	yes	13	2329 2339 2389

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