



### Broker Info



Miles M. Logothesis  
*Business Broker / M&A Advisor*  
 (310) 882-2200 x 105  
 LIC# 01406738

### Background

**General Location:** Los Angeles, CA  
**Category:** Wholesale/Distribution  
 Apparel & Finished  
 Fabrics  
**Years in Business:** 25  
**Under Present Owner:** 5.5  
**Hours of Operation:** M-F 8:30AM to 5:00PM  
**Owner Hours:** 40 hrs/wk  
**Training:** 4 weeks @ 20 hours  
**Organization Type:**  
**Lease Expiration:** 9/30/2013  
**Lease Options:**  
**Building Size:** 5,664  
**Employees:** 7  
**Reason for Sale:** Partner is relocating

### Financials

**Asking Price:** \$540,000  
**Down Payment:** Negotiable  
**Gross Sales:** \$489,909  
**Discretionary Cash Flow:** \$46,831  
**FF&E:** \$30,000  
**Inventory Included?**  
**Inventory:** \$538,000  
**Min. Operating Capital:**  
**Real Estate Available?** No  
**Rent:** \$4,120  
**Financing:** Call

Year	2010	2011	Jun 2012
<b>Gross Sales</b>	\$ 542,279	\$ 698,494	\$ 489,909
<b>Gross Profit</b>	\$ 239,313	\$ 294,572	\$ 245,864
<b>Disc. Earnings</b>	\$	\$	\$ 46,831

### Summary

Business for Sale is a manufacturer and wholesaler of children's hosiery (socks & tights), dresses, boys clothing, suits, tuxedos, and accessories with increasing sales, a reputation for high quality merchandise, and an expandable sales base, which includes international sales. This business has been operating for more than 20 years, has an excellent reputation for quality products, and has undergone revitalization by the current owner. The business has emerged from the revitalization a much stronger company with an improved supply chain. As a result, the business is experiencing increasing sales and its profitability is trending higher.

This company makes an excellent acquisition for an individual with a strong sales background, and the ability to cultivate existing markets as well as developing new ones. It is an ideal acquisition for a company that would like to capture the benefits of either horizontally or vertically integrating.

The buyer will benefit from a strong supply chain producing and distributing high quality products, a brand known for its quality, and an established clientele.

Opportunities to grow this business abound because the current business does not have a dedicated sales manager in place to capture the full potential of their existing markets or to expand into new markets. The ideal new business owner should be confident in sales, be proficient in customer relations, and be able to manage approximately 3 to 5 employees to fully capitalize on the sales upside potential. Potential new owners should register at bizex.net and contact Miles Logothesis at 310-882-2200 ext. 105.