



Premier Bridal Gown Designer and Manufacturer

Reference No. 180075

Revenues: \$ 1,280,000
Cash Flow: \$ 530,000
Asking price: \$ 1,600,000 + inventory

Opportunity Summary

This company is one of the best-known wedding gown designers and manufacturers in the country. Founded in 1989 by a respected and experienced designer, the company offers an extensive line of high-end wedding couture which is sold in bridal shops across the United States as well as in Canada and Japan. The company is well-known for its beautiful designs and exceptional quality. Since they are still made in the USA, the gowns are excellently crafted of the finest fabrics. In addition the company can offer superior service and delivery to its many retailers across the country. The company is widely recognized as its designs are regularly featured in bridal magazines and promoted through an extensive advertising campaign. Formerly in New York City, the company now operates from a 5,600 s.f. facility near the city which serves as a production facility, showroom and offices. The valuation is well justified by its brand name, reputation, strong financial performance and potential for growth. This is an excellent opportunity for a strategic acquirer to expand its product offerings or for an aggressive entrepreneur to build on the success of this well-known enterprise.

Competition

Wedding gown manufacturing is a somewhat cottage industry – made up of many small manufacturers. It is estimated that there are roughly 500 designers/companies producing wedding gowns. However, given this company's price point, there are only 20-30 direct competitors. Of course, even among these competitors, these gowns are distinguished by their beauty and quality.

Opportunities

This business has significant potential for the right acquirer. Growth potential through increased distribution and through product line expansion is significant.

Facilities

The company operates from a 5,600 s.f. facility approx. 15 miles from Manhattan. The facility serves as a production facility, showroom and administrative offices. The facility



is fully equipped with the necessary equipment for dressmaking. The monthly rent is \$3,800.

Seller Involvement

Sellers will help with the transition and are available to remain with company if so desired.

Seller Financing

Some seller financing is available to the right buyer.

Contact

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