



**STRATEGIC MERGER &
ACQUISITION ADVISORS**

***HOME TEXTILE AND HOME FURNISHINGS COMPANY
SEEKING ACQUIRER
BIDS BEING ACCEPTED***

Business Overview

The company has been in business for over 30 years. It specializes in product development of home textiles (soft) and home furnishings (hard). Its retail sales and design covers the United States (U.S.) and Canada. The company is a leading supplier of home textiles, resins, ceramics and bamboo products, with factory ownership and offices in Asia. The company delivers via free-on-board (FOB) from Asia, port of entry (POE) to several U.S. cities, and electronic data interchange (EDI) replenishment from the eastern U.S. The company also drop-ships directly to retail customers using its internet Websites.

Target Market

The company has realized over \$20,000,000-plus in annual gross sales over the past three years. Its list of reputable customers includes Bed, Bath & Beyond; Bon Ton; Boscov's; Dollar General; Family Dollar; Fred Meyer; Home Goods; JC Penney; Kmart; Kohl's; Sears; Steinmart; Target; and other home retailers. The company has a long established relationship with JCPenney, for which it designs and develops bedding. It has also achieved numerous company recognition awards at Overstock.com.

Products and Results

Product/Service	Description	Sales%
Fashion bedding	Comforter sets	45
Window coverings	Window panels, shades, and hardware	25
Basic bedding	Blankets, throws, quilts, and sheet sets	10
Bath and accessories	Shower curtains, towels, rugs, and accessories	10
Decorative pillows/bed pillows	Local filling and services	5
Other	Furniture protectors and chair covers	5

Expansion Potential

Expansion and growth opportunities potentially exist in the basic bedding and fashion bedding segments. A complete infrastructure setup between its offices in Asia and the United States sets the company up for huge growth potential, combining warehousing with a fully integrated logistics setup to fulfill retailers' needs. With offices in Asia, the company's design team has been able to source and produce from manufacturers directly, which allows the company to offer competitive prices to retailers.



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Benefits Summary

- Energetic company with over 30 years of experience in global sourcing and product development, with design staff and CAD operators in the U.S.A. and overseas offices.
- Cross-border expertise: Experience in Asia and importing logistical team.
- \$20,000,000-plus in annual gross sales.
- Representation in many major U.S. cities, EDI replenishment and staff logistics in the eastern part of the U.S.A., along with additional warehouse capabilities on the west coast of the U.S.A.
- Blue chip customers, including Bed Bath & Beyond, JCPenney & Kohl's.
- Competitive prices, rapid response.
- Design to customers' needs based on customers' directions.
- Factory ownership and a diverse merchandise mix.
- Most business is direct, FOB Asia, but they have the capability to do POE (from several U.S. cities), EDI from the eastern U.S., and drop-ship for internet operations.
- Established Sales & Marketing team with long-standing connections.

Financial Highlights

Year	2014	2013	2012
Net Revenues	\$20,670,931	\$21,998,857	\$29,489,403

Transaction

Offered as part of a controlled bid. To obtain more information, please email us to request our Non-Disclosure Agreement and Buyer Profile forms.

Company contacts:

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