

Available for Acquisition
Manufacturer of Quality Spa and Body Products and Gifts
 California headquarters, but relocatable – National Market

DESCRIPTION: This remarkable Company designs and manufactures quality scented heated therapy and spa products, bath & body products, gifts, and home accents. The Company also produces a number of other signature scent collections in addition to their main lavender collection. The Company's products are sold wholesale on their website and through mail catalogs. A large portion of the Company's customers are upscale hotels, spas and gift stores and boutiques across North America.

Though currently located in California, the Company's sales reach across the country. Production of the Company's line is currently performed by Company employees and by subcontracted labor in California. The Company can be relocated since it purchases much of its ingredients and materials from suppliers located outside the local area. A portion of the Company's products are produced by subcontractors.

REASON FOR SELLING: Retirement.

ACQUISITION HIGHLIGHTS

NATIONAL CUSTOMERS

Company's products are sold through spas, resorts, boutiques and other retailers both online and through brick-and-mortars across North America.

MOBILITY

The Company can be relocated or combined with a larger operation looking to expand or solidify their market position.

ESTABLISHED SYSTEMS AND SUPPLIERS

Established systems, policies, procedures and suppliers for developing products and getting them to market.

FINANCIAL OVERVIEW

	<u>2013</u>	<u>2014</u>	<u>2015</u>
Sales	\$2,406,623	\$2,520,537	\$2,945,771
Income from Operations	167,067	253,963	256,462
Adjustment for Normalized EBITDA			
<i>Taxes</i>	800	800	800
<i>Depreciation Expense</i>	2,263	2,261	2,263
<i>Owners Comp and Pension</i>	543,732	572,336	709,851
<i>Normalized Compensation</i>	(150,000)	(175,000)	(175,000)
<i>Discretionary owners expenses</i>	26,600	26,600	30,100
	423,395	426,997	568,014
EBITDA	590,462	680,960	824,476

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