

FILE # 5018_10 A

Itinerant shop of ready-to-wear clothes

This family business has the same owners since 2011. It is an itinerant business specializing in men's and women's ready-to-wear. The company travels throughout Quebec to set up shop for a period, in Private Senior Residences (PSR) to sell its items. Its mission is to contribute to the happiness of seniors by offering superior quality clothing at reasonable prices.

The owners personally handle the contracts with the suppliers, the sale to the customer, the installation and relocation of the mobile store, and all management tasks.

The store offers its customers a multi-brand ready-to-wear collection for men and women, with exclusivity for some of them. In addition to ready-to-wear, the company also sells accessories such as handbags, scarves, jewelry, foldable shopping carts, etc. The company offers exclusively Canadian-made clothing. After 12 years in business, this mobile store has established a relationship of trust with the clientele of Private Senior Residences (PSR).

The company holds mobile shop merchant's permit from the "Office de la Protection du Consommateur" (OPC), renewable every 2 years. Recognized for its professionalism, it offers its customers an after-sales service. It operates according to the sanitary standards in force to protect the seniors.

Sales are regular. They are not affected by seasonality, weather (etc.), since it is the shop that moves to the Private Senior Residences. Seniors and their families are delighted to be able to shop on site, without having to drive. The business is not in operation year-round but could be.

In terms of communication, the company promotes through gift cards. It also resorts to POS (Point of Sale Advertising) by using posters, displays, etc. To be even more effective in terms of promotion and for a strong exposure, the company uses "car wrapping", which consists in making posters on the trailer and the truck of the company.

Many development opportunities could be considered by the future buyer. He could expand his customer base, expand his product offering, or develop the geographical area in which the company currently operates.

Do not hesitate to contact us for more information:

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ASKING PRICE

\$890,000

ASSETS INCLUDED IN THE SALE:

- ✓ **SUPPLIES**
- ✓ **INVENTORY**

- ✓ **GOODWILL**
- ✓ **EQUIPEMENT**

BUILDING AREA	Not Applicable
ANNUAL SALES	\$679,081
MONTHLY PAYROLL	Not Applicable
EBITDA*	\$266,597
YEAR OF ACQUISITION	2011
FULL-TIME EMPLOYEES	0
PART-TIME EMPLOYEES	0

*EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization



REASON FOR SALE

RETIREMENT