

Manufacturer/Wholesale Ceramics & Candle Décor Items

Havelock-Adams BUSINESS PROFILE

Listing Price: \$99,000

Today there are very few authentic manufacturers of “Made In USA” handcrafted decorator items. Not unlike so many other products, most art and decorator items now come from China and Mexico. The market however, is now demanding “Made In USA” and this business is filling the increasing need.

The company is one of the original success stories once grossing millions of dollars each year in what was a highly competitive candle and ceramic market. Due to it’s long developed techniques and specialized equipment it is now poised to return to that level of activity as a dominate player in the high-end, high margin market.

The seller was focusing on rebuilding sales and lists a number of brand name high-end retail and gift stores as long term customers. The independent “sales force” has been provided with all the necessary marketing materials and samples enabling them to provide a first rate product presentation to new potential retailers and special areas such as the veterinarian market. The breakup of the business partnership forced the remaining owner to focus on the operations and production aspects of the business as well as the marketing functions covered by the previous partner. Seller is motivated and has to move to California. Price reduced from \$139,000 to \$99,000.

The company has a long term core group of employees that know the operation inside and out. The previous owner was actually semi absentee. He paid little attention to the business and no attention to marketing, choosing to live off the momentum built up over the years of pull through market demand.

Business activity indicates that gross sales could double within the next 6 to 8 months with little or no increase in overhead expense. .

(2/12/10)

SUMMARY FINANCIAL INFORMATION AS OF 12/28/09

GROSS SALES:	\$ 121,320 (2009)	DISCRETIONARY CASHFLOW:	\$45,000*
FF&E:	\$ 100,000		
FINISHED		WORK IN PROCESS:	\$12,000
GOODS INVEN:	\$ 35,000	RAW MAT'L INVENTORY:	\$10,000

*Cashflow numbers are projections for 2010 based on annualized actual 2009, with a new marketing capability in place, Growth projections have been adjusted downward due to the Sellers need to focus on operational aspects without the marketing support of the former partner.



Work In Process



Candles Are Hand Poured



Ceramics Are Hand Finished

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The World of Ceramics and Candles



Candle Manufacturing



Black Mesa (Design 09)

Waste Basket Style 373

7" Vase Wide Top Style 417

8" Bell Shaped Vase Style 419

7" Vase Flat Style 416

Tooth Brush Holder

Tumbler Style 424

Lotion Style 1



Work In Process



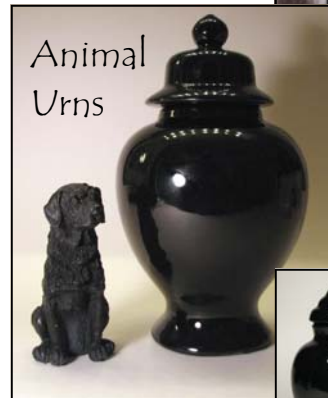
Hand Painted



Burgundy



Animal Patterns



Animal Urns



Espresso

Designer Candles



Havelock-Adams

Business Brokerage & Real Estate Services Since 1985

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