

\$16.5 Million Manufacturer of Intimate Apparel

A private, family-run, manufacturer of brassieres for full-figured women hired Lavallee & Associates to assist them in the corporate revitalization of their company. The company marketed and sold its products to retailers under branded department and chain store names, specialty stores, private label stores, and distributors of plus-size clothing. The company also manufactured apparel with its own name and private label.

With total debt of \$9.5 million, the company was having difficulty with cash flow and profitability. After extensive analysis and research, Lavallee & Associates assisted the company with implementing significant cost controls, transferring domestic stitching operations to off-shore companies, increasing the usage of “turnkey manufacturing,” significantly reducing the number of styles and SKUs sold and implementing price increases for all products.

As a result of these initiatives, the company was able to refinance, lower its outstanding debt and return to profitability and positive cash flow.

Lavallee & Associates continued to work with the company after the turnaround was successfully completed. After several successful years, the family decided to sell the business.