

## Clothing Manufacturer Successfully Completes Receivership

Lavallee & Associates worked with a manufacturer of outdoor and recreational apparel. At the time of the hiring, the company was nearing the end of a period of rapid growth that had left the company overextended and unprofitable.

Lavallee & Associates restructured the company's inefficient manufacturing processes, shifted some production to Central America and instituted minimum gross margin requirements that resulted in the elimination of a number of unprofitable customers. The balance sheet was also improved by turning non-productive assets into cash. Ultimately, the company returned to profitability.

After further analysis, it was determined a receivership was the best way to enhance the company's balance sheet and ensure the company's long-term success. During the process, the assets of the company were sold for an amount sufficient to satisfy the company's secured lenders and provide Lavallee & Associates with another satisfied client.