

# **L.B.C. Consulting Services**

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## **Business Opportunity – Importing & Distribution**

Our client distributes a recognized brand of soccer clothing and accessories to soccer associations, clubs and consumers in Canada at better than attractive prices. The company controls the Quebec market, has respectable sales in the Maritimes and is beginning to penetrate the HUGE Ontario soccer market.

The company has capitalized on the tremendous growth in popularity of soccer in North America. He has responded to the explosive demand for soccer clothing by enthusiasts of all ages; in particular the suburban associations that run leagues for children. As well, the company carries the soccer accessories required to fulfill all the possible requirements of these particular leagues.

The owner wants to retire. He will stay on for a short term in a consulting capacity if requested.

- Located in Montreal
- Leased facilities – 16,000 sq.ft.
- Founded in 1992
- One owner
- 5 full time employees
- Seasonal business, presently
- Imports (mostly) from China
- Branded product line
- 2006 Sales \$2.0 million
- 2006 EBITDA \$255K (includes owners salary)
- Financial year ends September 30<sup>th</sup>
- Audited statements
- Leader in Quebec market
- No sales in the United States
- No sales to any indoor winter league in Canada
- Big opportunity for growth

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