

# CottonAge.com

## The Market: Blank Textile Products

A steadily growing **\$40 billion annual market**. Stable and virtually recession proof it goes largely unnoticed as it is not subject to the latest fashion trends.

**Customers and Products:** Customers are B2B resellers and end users.

**Resellers:** Brick & Mortar Stores – Online Department Stores – Amazon, Etsy, eBay, Embroidery Companies – Retail Stores

**End Users:** Spas – Hospitals – Hotels - Wedding Industry - Promotional Companies - Universities - Event Business – Gyms – Local, State and Federal Governments

Products include robes, towels, bags, headbands and slippers among others.



## Problem:

- Highly fragmented industry across 12 sub-markets
- Unreliable, limited, and inconsistent supply for low volume customers (less than 5,000 units)
- Hotel, Spa, Gyms, Retailers don't qualify for Large Volume Discounts
- No wholesale pricing options exist for low volume customers
- No fast shipping solutions exist for low volume customers – waiting 60 to 90 days

## Solution:

- **One-Stop-Shop** for reliable, consistent, products at wholesale prices, for low volume customers, with 1 to 5 day shipping options
- Wholesale membership based B2B eCommerce platform serving all 12 markets in the industry
- Over 2,000,000 small to medium sized businesses now have a solution

## Company Achievements:

- More demand than we can fulfill with inventory supply – cancelling 12 to 15 orders daily
- 6,500 current wholesale membership customers and growing
- 50,000 current retail customers
- \$10M Revenue generated over last 4 years
- 52% Gross Profit Margin
- Avg. customer ordering 12 times per year

## Capital Needed and ROI:

\$5M – 30% ownership  
Preferred Equity

**Company does \$2.5M EBITDA in 2019, and \$4.5M in 2020 on \$20M in Revenue all within 2 to 3 years.**

**Strong performing business in short timeframe!**

## Use of Funds:

Inventory - \$2M

High-Interest Debt Payoff- \$700K

Sales & Marketing (People & Spend) - \$1.3M

Working Capital - \$1M

## Competition:

No direct competition for low-volume, wholesale customers. Some competition in sub-market verticals with high-volume retail players.

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