



*Presents:*

**H. & A. CLARKE INC.**

*Hospitality Supplies*

*27 years of Customer Satisfaction*

- Founded in 1990, H. & A. Clarke is a leading specialty supplier to the boutique hotel & hospitality industry. The company offers a wide range of high quality bed, bath, linen supplies and amenities
- The Company serves 140 clients across a diverse range of hotel properties throughout the United States and the Caribbean
- Most customers have long standing relationships with H. & A. Clarke and are consistent year over year clients across multiple product lines
- Each product and order is customized and tailored to the properties unique logo & technical requirements

- H. & A. Clarke offers clients a single source with extremely competitive pricing.
- Their ability to offer a one-stop source across a wide range of product categories results in significant dollar savings for clients both from a product cost & delivery standpoint.
- H. & A. Clarke's overseas mills in Turkey, Indonesia, China and Malaysia are capable of manufacturing to any customer's unique requirements. By each mill using only state of the art technology with the highest quality raw materials all products are created to superior quality and durability standards.

- For 27 years H. & A. Clarke has been providing custom solutions for the boutique hotel industry across multiple product categories
- Options include both private label manufacturing and or branded products:
  - Towels
  - Pool Towels / Lounge Chair Covers
  - Slippers
  - Bed Linens
  - Blankets & Bedspreads
  - Restaurant Linens
  - Personal Care Products
  - Umbrellas
  - Mattresses



- Hotel Amenities & Personal Care Products include:
  - Fragrant Soaps
  - Shampoos
  - Luxuriant body butters
  - Creams
  - Scrubs
- All products are innovative, well crafted, and of the highest quality
- The company offers both industry leading branded lines as well as the ability to private label products

- 2016 Product Category Breakdowns Rounded
  - 58% Towels & Bath Robes
  - 22% Bed Linens
  - 14% Slippers
  - 3% Bath Rugs
  - 2% Amenities
  - 2% Restaurant Linens

- 2015 Product Category Breakdowns Rounded
  - 56% Towels & Bath Robes
  - 23% Bed Linens
  - 16% Slippers
  - 2% Bath Rugs
  - 2% Restaurant Linens
  - 1% Amenities

## **H. & A. Clarke Inc.** *Hospitality Supplies*

[www.haclarke.com](http://www.haclarke.com)

### Offers Customers

- Unparalleled Industry Experience
- Fully Integrated Single Source
- Custom Short Run capabilities
- Customer warehousing capability
- Short lead times for restocking
- Flexible customer support

### **H. & A. Clarke encompasses many traits that make it an attractive investment:**

- Boutique hotel segment of the industry is growing at a 3 times faster rate than overall hotel market
- Diversified blend of customers and product lines as well as capabilities
- Reputation as a premium specialty supplier, known for high quality and customer service focused team with vast industry experience
- Seasoned team of employees that could continue to operate the business going forward
- 27 year proven history of long standing client and partnership relationships
- Significant future growth potential with little added cost from both domestic and international markets
- Organizational and operational structure that enables operating leverage at low incremental cost for new business and expanding existing customer relationships
- Excellent relationships with key overseas strategic partners and suppliers
- Very limited stock inventory requirements and risk as 40% of projects are paid prior to shipment. Deposits on orders required on an as needed basis.
- Nonexistent bad debt or inventory obsolescence issues

# Sample Products





# Sample Products





# Sample Products



# Sample Products





# Products Samples



# Product Samples





# Product Samples



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**SELLING or BUYING a BUSINESS?  
Get a FREE Consultation NOW!  
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