

Chapter 1 : Private Equity Analysis Before a Leveraged Buyout

Ford Motor Co. will be offering buyouts or early retirement packages to its 75, hourly-paid employees. The offer will be available to said employees starting Oct.

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Chapter 2 : Los Angeles Times - We are currently unavailable in your region

Fund raising for the buyout industry in might have gone through its last growth spurt and may now mature at a more steady pace. General partners in shattered all prior records and raised.

While Boyds is perhaps best known for its lines of plush bears and resin figurines, the company also offers such gift items as glass ornaments and doll accessories. Most Boyds animals are fully jointed with movable arms, legs, and heads, and their outer coverings are fashioned from a variety of fabrics, ranging from acrylic plush to custom-dyed chenille wool. Once Lowenthal creates a pattern and prototype, the animals are taken to a seamstress in China, who produces a working model. Each animal is stuffed and embroidered by hand. Modest Beginnings in Boyds Collection, Ltd. However, the Lowenthals found the antique business expensive and confining. They later moved on to other ventures, such as the making of decorative dried wreaths and split oak tables, neither of which proved profitable. The couple next started buying and selling antique reproductions, which were much more affordable than antiques. By , the Lowenthals began to wholesale some of their own reproductions, including their very successful duck decoys. The decoys were hand-painted and available in many different sizes and styles, including a nine-inch teal and a giant three-foot whistling swan. Word of the beautiful ducks spread quickly, and the Lowenthals began filling orders for three dozen ducks a day. Gary, who designed the ducks, later estimated that they painted about 40, ducks altogether. In , the Lowenthals produced their first resin sculptures of minutely detailed miniature houses. The merlino-wool teddy bear was a hit, and Boyds was on its way to becoming a leader in the collectibles industry. The company quickly outgrew its space in the Lowenthal home, and the couple moved operations to an old Sunday school on the same street. In , the Boyds company was relocated from Maryland to McSherrystown, Pennsylvania, near Gettysburg, to take advantage of much-needed space and favorable labor markets. The young company also expanded its product line to include hares, moose, and cats in addition to bears. Carving Out a Niche and Building a Name Boyds decided against selling its products to major discount stores and toys chains, preferring to distribute them instead to upscale department stores and retailers. This decision helped Boyds develop close relationships with its retailers, as well as to occupy a strong market niche and establish a distinct brand identity. The company also steered away from mass producing its plush animals, deciding instead to continue making each product by hand. Each pattern was either cut by hand or machine, depending on its design, and then hand-stuffed. Before being shipped to retailers, each plush animal was hand-brushed and inspected three times. Ironically, while collectors were delighted with the high quality of Boyds products, they were dismayed with the low price. Most collectors equated higher prices with enhanced value. He refused to inflate the price of an item to make it more collectible. Lowenthal claimed that it was more important to put Boyds bears in the hands of kids than to make them more desirable to collectors. The line featured fully jointed bears, cats, moose, and other animals dressed in handmade stylish clothing, including homespun rompers and hats trimmed with silk flowers. The Bearstone Collection, a line of small resin teddy bear figurines, became so sought-after that some retailers claimed the line earned twice its projected sales in its first year. In , Boyds unveiled The Folkstone Collection, a line of nontraditional whimsical figurines with folk art themes. The Folkstones Collection was later divided into three lines: Like the Bearstones and Folkstones, the Dollstones were handmade, handpainted, and handboxed. The limited-edition dolls were 16 inches tall and came with a six-inch plush companion and special accessories. The club grew quickly and had over , members in . The items found in the kit were limited editions, not sold in stores. Members also had the opportunity to purchase additional limited editions offered only to members. In the fall of , Boyds expanded the Dollstone Collection and introduced its first two porcelain dolls. Dissatisfied with the look of the hands and feet on most porcelain dolls, Lowenthal developed a new sculpting technique that allowed for more intricate details. The resultant Boyds porcelain dolls had finely crafted hands, which could hold watering cans and cookie trays, and wear textured socks and shoes with real shoelaces. The dolls were poseable and finely dressed. Boyds also produced a line of accessories for its plush animals and dolls called The Bear Necessities. The line included upholstered chairs and sofas, wooden cabinets, and garden furniture. The Boyds Collection Ltd. A specially

selected network of resin dealersâ€™ about 6, accountsâ€™ generated most of the sales. Because of the high sales volume of Boyds products, resin dealers were carefully selected. In order to be granted dealership status, resin dealers had to meet an annual performance criteria. In , Boyds had a waiting list of about 5, resin dealers, most of whom were already plush dealers who had expressed an interest in selling Boyds resin figurines. Boyds divided its resin dealers into Gold, Silver, and Bronze Paw distinctions, based on the amount of merchandise the dealers ordered annually from the company. Dealers maintaining the highest Paw distinctions enjoyed benefits such as priority delivery of products and special consideration when ordering limited editions. Gary Lowenthal, in particular, longed to spend more time developing designs and nurturing the creative side of the business and less time with administrative affairs. After the buyout, KKR owned 56 percent of Boyds. Industry experts considered the move a risky one for KKR. Even though Boyds was extremely profitable, the company was young and had few hard assets. Moreover, because its products were theme-oriented and selectively retired, its future depended upon the popularity of its upcoming designs. Boyds was also highly leveraged at the time of the buyout, with a debt equaling percent of its capitalization. To alleviate their fears, Lowenthal issued a public statement in which he promised to stay involved with the creative aspects of the company. Lowenthal said he hoped KKR would handle much of the business and legal operations that had been taking up too much of his time. The year after the KKR buyout was a good one. The company sold approximately 9. The company used the proceeds to redeem part of its outstanding notes and to reduce its bank debt. The year also marked the introduction of some new Boyds lines. With the unveiling of its Jodibears line named for its designer, Jody Battaglia , Boyds added puppets to its lineup. To satisfy collector demand for high-end Boyds products, the company introduced its Uptown Collection, a three-bear series limited to 12, pieces each. While Boyds plush animals and resin figurines comprised 97 percent of its sales in , the company licensed its images for other products as well, such as clothing, home textiles, stationery, and rubber stamps. Moreover, the company was also planning to expand into Asia , Europe , and Canada.

Chapter 3 : Whitepages (company) - Wikipedia

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Chapter 4 : Best Law Firms for Leveraged Buyouts and Private Equity Law

Books by Steven P. Galante, Galante's Venture Capital & Private Equity Directory, , Galante's Venture Capital & Private Equity Directory , Buyouts Directory of M&a Intermediaries and Acquisitions (Directory of M & a Intermediaries), Buyouts Directory of Financing Sources, Galante's Venture Capital & Private Equity Directory,

Chapter 5 : Steven P. Galante | Open Library

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Chapter 6 : Voluntary Buyouts | Above the Law

In the context of buyouts, the heavier debt burden forces management to efficiently run the firm to avoid default, and also will force a restructuring of the firm before substantial value can be lost (Jensen (b), Wruck (), Andrade and Kaplan ()).

Chapter 7 : Anju Seth | blog.quintoapp.comn | Virginia Tech

Ford Motor Co. plans to eliminate about 1, salaried positions by offering buyout packages to 15, employees in Asia and North America, including some in California. The buyouts specifically.

Chapter 8 : The Boyds Collection, Ltd. | blog.quintoapp.com

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Chapter 9 : Venture Capital Directory | Kilmer Capital Partners Ltd.

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