

# Maine Dye & Textiles

Started up as Saco River Dye House in an old mill building in downtown Biddeford in June 2012. The Dyehouse moved to its current location in June 2016.

We use two processes; package dyeing with autoclave, and vat dyeing. Our drying process utilizes a state of the art RF tunnel machine.



# What we do!

Custom dyeing and finishing applications for natural and synthetic fibers. We also sell our own yarn under a premium 100 year old brand named Paternayan®.

Move required due to addition of dyeing process for synthetics which resulted in purchase of 6 new machines.



# Problems worth solving

- Textile mfg. is growing in the USA due to low energy costs, increase in cost & risks with offshore production, plentiful feedstocks, and emphasis on Made in America programs.
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USA textile supply chain hurt by movement of production overseas from 1990-2005.



# Our solution

- Develop the ability to provide custom dyeing and finishing services in mid-scale volumes for other textile manufacturers. Services including color management, sampling for new product development, and scaled production.

Putting the color of Maine back into textiles!





# Target markets

- Companies utilizing both natural and synthetic yarns to supply commercial volumes in artisan & craft, home textiles, sportswear, rope & cordage and other industrial markets.

\$400 million Market potential.



# Competitive landscape

## Competitors

*Production  
Dyehouses.*

## How our solution is better

*We have developed the  
ability to handle mid-scale  
volume orders requiring a high  
degree of technical expertise.*

We are a niche player focused on technically demanding areas of production where the customer has limited choices.



# Sales channels

- For dye services, direct sales to the textile industry while selling through dealers to consumers with the Paternayan® yarn line.

We will sell direct to consumers to get high margins with Paternayan® while retaining the largest dealers with a Web Affiliate Program.



# Marketing activities

Marketing will be focused on Paternayan®, textile design, and technical textiles. Expanding our web presence with direct to consumer ecommerce web site is key for Paternayan® and strong web presence for Industrial Markets is planned.

Developing materials to support trade shows and adding an Affiliate program for dealers is planned..





# Financial projections

	2018	2019	2020	2021	2022
Revenue	1,294,182	1,912,990	2,779,500	3,978,000	5,049,000
\$ EBD	(209,418)	(51,324)	152,055	475,700	889,227
Paternayan \$	121,406	250,500	325,000	400,000	450,000
# Dealers	100	200	150	100	50
# FTE Emp.	23	32	42	52	62

Sales grow quickly due to the addition of synthetics to the offering in late August 2017. Dramatically increased total sales potential.



# Funding Required

- Make environmental investments.
- Reduce late payables, increase FG inventory .
- No payments to current owners other than normal course of business.

Owners added \$170,000 of equity April 2018 to reduce past due liabilities associated with 2016 equipment purchases and leasehold improvements.



# Short Term Milestones

- Seeking Equity commitment for use as working capital by end August, 2018.

Company must increase WC to allow for continued growth.





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