
Eco-Chic Consignments would consider company sale, CEO says

By Elvira Veksler

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Eco-Chic Consignments, the Phoenix, Arizona-based firm, would consider a sale of the company at the right price, according to CEO Ann Siner.

The high-end consignment company is interested in hearing from bankers, but is not actively in discussions, Siner noted, adding that Eco-Chic would sell to either a strategic player or a private equity firm.

The resale industry in the US reaps about USD 13bn in annual revenue, according to NARTS (the Association of Resale Professionals), which cited market analysis provider First Research for the information. The number of resale stores has grown 7% annually in the past two years, NARTS noted.

Last year, the company posted USD 24m in revenue, up from USD 20m in 2011. Siner expects 2014 revenue to exceed USD 25m.

The closely held company consists of 14 stores: six My Sister's Closet locations, four Well Suited locations and four My Sister's Attic locations. My Sister's Closet, the main Eco-Chic brand, sells luxury women's clothes. Well Suited caters to men and My Sister's Attic exclusively sells furniture. In consignment, individuals bring their items to the store, and the sale price is split between these consignors and the store.

The company's database comprises more than 125,000 consignors. Eco-Chic's largest store puts out more than 1,000 new items every day, the CEO pointed out.

In 2012, the CEO told this news service that she considered acquiring an online consignment company that would have helped Eco-Chic diversify its business and gain market share by adding online sales capabilities. However, the acquisition was never completed.

"We were too far apart. We thought they were worth a lot less," Siner said, adding Eco-Chic would still consider add-on acquisitions of firms with revenue in the low millions. Eco-Chic would finance the acquisition through its own funds.

The company competes with **Buffalo Exchange** and **Second Time Around**. Eco-Chic targets women aged 25 and up, while Buffalo Exchange caters to 15- to 25-year-olds, she said. Second Time Around's stores are primarily in the East Coast while Buffalo Exchange has locations from New York City to Los Angeles.

Siner, who founded Eco-Chic in 1991, owns 92% of the company. The remaining 8% is owned by Jennifer Siner, Ann's sister.