

SAM NASSI COMPANY INC.

**"Thanks to our services,  
many top corporations  
which were faced  
with excess inventory,  
low-return retail stores,  
and other nonproducing  
assets are now operating  
sound organizations showing  
stronger balance sheets  
and attractive financial  
returns on investment."**



*Sam Nassi*

Sam Nassi  
President  
Sam Nassi Company, Inc.



**Nassi offers a broad  
range of capabilities  
which provide you  
with financial alter-  
natives for managing  
your assets.**



**Excess inventory: We'll buy any quantity, and we'll pay you more than anyone else.**

If you're ever stuck with excess inventory, Nassi can help.

In today's highly competitive business environment, surplus inventories have become the norm. Such inventory isn't necessarily caused by poor management or dwindling sales. It could be the result of product overruns, cancellations, excess production capacity, new packaging, new models or many other factors.

Whatever the cause, excess inventory has a negative impact on your bottom line. Its management has hidden costs, and its sale often has direct costs.

And that's a problem you want to solve.

Selling the inventory yourself is one option. But you may not get full value for your product, and you'll be diverting people and time from the ongoing operation of your profitable business areas.

That's why we recommend calling us for help with this special problem.

We're a recognized leader in the purchase and distribution of large volumes of problem inventory. We handle all types of products—both consumer and industrial.

As part of the Integrated Barter International group of companies, Nassi has the resources to finance virtually any size purchase. And, we're able to offer the maximum value for the goods we purchase from you—with cash or with a combination of cash and credits. These credits enable you to leverage your surplus inventories for goods and services you need in normal day-to-day operations.

Best of all, we can sell unusually large quantities of merchandise through our well-established sales network or through our own store liquidations without disrupting your normal channels of distribution. We serve as principals, consultants, or appraisers in these transactions.

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**Retail liquidation: We've done it all, from one or two problem stores to chain-wide going out of business sales.**

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In 1972, Sam Nassi, president of The Sam Nassi Company, handled his first retail liquidation, that of a chain of discount stores that he had once managed.

Sam said, "I found that it could be more profitable to close a store than open one. It's something I've never forgotten."

Going out of business is not the only reason to liquidate a store. By closing unprofitable or hard to manage retail outlets, or by eliminating slow-moving product lines, you can improve the long-term financial health of your firm dramatically. And Nassi is the company that can handle these types of liquidations for you.

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For over 10 years, Nassi has managed the largest and most complex liquidations in the United States—including 29 stores for E.J. Korvettes, 30 stores for Robert Hall, 42 stores for





Franklin Simon, 989 stores for W.T. Grant, and, most recently, 332 Woolco department stores for F.W. Woolworth.

The Grant liquidation of 1975 was the biggest in retailing history. It netted over \$600 million in just five weeks and raised more than 50 cents on the dollar.

But our services are not just for retail giants. We handle liquidations of all sizes, from large chains to small multisite locations to single stores.

Nassi can act as the principal, or just provide appraising and consulting services. We can also design and manage the entire going-out-of-business sale, including pricing, advertising, and sales promotion. When we assume control of the operation, we guarantee a return, net of expenses; of an agreed upon percentage of retail prices on all inventory.

Occasionally, Nassi has organized and managed colossal super sales at large sites, such as sporting arenas, where surplus goods

from various manufacturers and retailers are offered for sale at discounts. This method of sale creates an "event" atmosphere in which customers expect savings because of the volume of goods offered, thus keeping the quality and reputation of the original manufacturers intact.

**Low return assets: We'll help improve growth by eliminating problem areas.**

Nonproducing assets and unprofitable divisions can drain corporate resources and profits. If you want to boost your bottom line by getting rid of unproductive assets such as capital equipment, real estate, or even entire subsidiaries or divisions, give Nassi a call.

For over 10 years we've been helping successful companies like yours improve their balance sheets and solve cash flow problems by purchasing their nonproducing assets for cash. These transactions have ranged from \$250,000 into the hundreds of millions.

Because we do our own appraisals and evaluations, we work quickly

and in total confidentiality. Nassi buys virtually every type of asset, including stores, inventories, factory fixtures, machinery, equipment, materials...even accounts receivables.

What's more, we purchase these assets for more cash than you would realize yourself. In many cases, we can even help you reduce or avoid write-offs altogether by purchasing your assets at full book value.

**Problem loans: We help financial institutions manage nonproducing secured assets.**

We assist bankers who have already written down a problem loan but not converted the secured assets into an extraordinary income item.

We can purchase these nonproducing assets for cash. Nassi buys virtually every type of secured asset, from finished consumer goods and real estate to capital goods and equipment. We pay you more for these assets than you'd make if you tried to convert them yourself. And, because we

handle the entire liquidation and sale, you save time, money, and the effort it takes to complete such a complex task.

**The Nassi advantage**

We're not the only company in this business. But we're one of the largest. One of the most experienced. And as our client roster and track record will prove to you, one of the most successful. Here are just a few of the advantages of calling on us to handle your asset management transactions.

● **Full value for your assets.**

By offering cash or a combination of cash and barter credit, we can give you a higher total value for your goods than the distressed cash prices typically paid by traditional closeout purchasers. Because we are expert appraisers, our cash offer is more than enough to meet your needs.

In addition, our occasional offers of cash and barter are for the full book value of the merchandise, which means no write-offs on your financial statement.



**Nassi teams up with  
IBI to provide the  
most potent force in  
the liquidating and  
distribution industry.**



Now, companies looking to sell inventory, stores and other impaired assets can take advantage of the experience and reputation of Nassi plus the resources and capabilities of Integrated Barter International, Inc. (IBI).

Nassi, which started as an independent organization, is now a wholly owned subsidiary of IBI, the first public corporation in the United States to specialize in the worldwide purchase and remarketing of brand-name consumer products and industrial goods.

As a result of joining with IBI, the Sam Nassi Company has expanded the capabilities and services it offers to its clients.

IBI brings to Nassi substantial capital (millions of dollars in assets) to assure the successful completion of any transaction—no matter how big.

IBI provides Nassi with a broad range of management talent in wholesaling, barter, international countertrade, liquidation, distribution, and appraisal.

IBI has extended Nassi's reach here and overseas with four

domestic offices (New York, Chicago, L.A., Nashville) and three international (London, Munich, Montego Bay).

Most important, Nassi is now working as part of the team of IBI companies involved in wholesaling, distribution, and related businesses. The IBI team includes:

- **Deerfield Communications Corporation.** A domestic inventory management firm specializing in the purchase of excess inventory, often in exchange for barter credit.

- **IAMCO.** The International Asset Management Company. A domestic and international trading company that helps multinational, USA-based, and offshore companies recover unproductive assets and market products and services.

- **F&F Merchandising Corporation.** A wholesale distributor specializing in the purchase and sale of closeout, top-quality, brand-name consumer merchandise including toys, housewares, luggage, and stationery.

- **MSG Advertising, Inc.** One of the nation's leading media buyers in TV direct response advertising. MSG is a full-service agency able to produce and place direct-response TV commercials, radio spots, and print advertisements.

- **David Strauss & Co., Inc.** Through a joint venture with IBI, Strauss conducts industrial and commercial appraisals, industrial real estate appraisals, court-ordered auctions, security agreement sales, and business liquidations of all types.

- **Product Resources Inc.** Specializes in the wholesale purchase of first quality, name-brand men's wear, particularly sportswear. The company resells to between 1,000 and 1,500 discount, specialty, and off-price retail outlets nationwide.

- **CSI.** A media buying and trading company that provides clients with a broad range of print and electronic advertising media. CSI also handles corporate travel and travel-related services for major manufacturers.





For more information, complete  
and mail the enclosed reply card.  
Or give us a call today.

**SAM NASSI COMPANY INC.**

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Beverly Hills, CA 90212  
(213) 550-6300

40 Cutter Mill Road  
Great Neck, NY 11021  
(516) 482-4806

## ● Selected Clients

We handle all types of clients—consumer and industrial. Here is a partial list of some of the companies with whom we have done business:

Brunswick Sporting Goods Co.  
BSR

CBS (Columbia Masterworks  
Division)

DeLorean Motor Car Co.

Elgin-Waltham

Fiat and Lancia Automotive  
of Italy

Finast Supermarkets

Food Fair

Foremost/McKesson  
(Value Rite Division)

Franklin Simon

F.W. Woolworth  
(Woolco Division)

General Electric

Giant Stores Corp.

GTE

Household Finance Corp.  
(Butler Bros. Department  
Store Division)

Kodak Camera

Korvettes

Lafayette

Mattel

Mays Family Centers

Revlon Co.

Robert Hall

Schick

Spalding Sporting Goods Co.

Sunbeam

Timex

Two Guys Stores

Walgreen Co. (Globe Discount  
Stores Division)

Westclox

W.T. Grant

Sam Nassi Company ensures  
total confidentiality for all clients.  
(The companies listed here have  
given us their permission to in-  
clude them in this brochure.)





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**SAM NASSI COMPANY** INC.

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Beverly Hills, CA 90212



## SAM NASSI COMPANY<sup>INC.</sup>

YES, I'd like to know more about how Sam Nassi Company, Inc. can turn losses into profits and improve my bottom line.  
My area of interest is:

☐ Excess inventory

☐ Low-return assets

☐ Retail liquidations

☐ Problem loans

☐ Other \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_