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FOR IMMEDIATE RELEASE

Philip Michael Fashion for Men Announces Sale to Bishan Dass

February 14, 2025, Hampton Roads, Va. – After over five decades in the menswear industry, Phil Scotti, a highly respected and experienced menswear specialist, has announced the sale of *Philip Michael Fashion for Men* to Bishan Dass. Scotti, who has been in the menswear business since he was 16, is stepping into a well-earned retirement alongside his wife, Eileen, after working almost seven days a week for 54 years.

The good news for loyal customers and employees is that *Philip Michael Fashion for Men* will continue to thrive under its new leadership. Established in 2007, the company has grown to five locations across Hampton Roads and North Carolina, along with a successful e-commerce platform.

A Chance Encounter Leads to a Business Transition

The sale came about through a surprising twist of fate. A shipping mishap led to one of Scotti's deliveries being mistakenly sent to Dass's store. As the two business owners connected to resolve the issue, discussions about the future of *Philip Michael Fashion for Men* began to take shape.

"After that first conversation, we became very good friends," said Dass. "There are certain characteristics that build a solid foundation, and one of those is integrity. That is the key ingredient for success in this kind of deal. When you have integrity, trust, and confidence, you don't have to second-guess."

Dass, an established entrepreneur with multiple menswear, ethnic womenswear, and children's stores in The Carolinas, saw the potential for growth in Virginia and seized the opportunity. The transition was carefully planned, ensuring no disruptions for customers or employees, and the stores never closed during the changeover. Scotti will remain a consultant for the next year to ensure a smooth transition.

A Vision for the Future

Dass's primary goal is to expand *Philip Michael Fashion for Men* up the East Coast, with plans to double its footprint over the next two to three years. He also envisions bringing his expertise in women's and children's fashion to Virginia, whether through organic growth or future acquisitions.

"In business, you have to love what you do," Dass said. "Your efforts must be genuine, and success will follow. We want to continue growing *Philip Michael Fashion for Men* while also creating new opportunities for our team."

As part of the expansion, Dass's brother, Hemant Lalwani, who recently moved from Australia to Virginia, will oversee store operations in, Norfolk, Hampton, Virginia Beach, and Chesapeake, while Dass continues managing the broader business growth opportunities across both regions.

A Legacy of Leadership and Excellence

Scotti's career has been marked by an unwavering dedication to quality menswear. From leading multiple menswear chains to serving on the board of *Retail Alliance*, the *Boys and Girls Club of Hampton Roads*, and *Toby's Dream*, his impact on the industry and the community is undeniable.

Reflecting on his decision to sell, Scotti shared, "After meeting Bishan, I loved that he had some new fresh ideas that would keep Philip Michael Fashion for Men relevant to younger customers while staying true to the brand's ideals. After much discussion with my wife, I knew it was time. We're looking forward to traveling while we're still in good health—Spain, Italy, England, and France are on our list, along with some cruises. But I'll still stay involved with *Retail Alliance* in some capacity, whether mentoring or consulting."

With the transition complete, *Philip Michael Fashion for Men* enters a new chapter under Dass's leadership, ensuring the brand continues to serve its customers with high-quality fashion at valued prices. Dass said, "We believe that this is a significant contribution to our local economy and community with a testimony for growth potential in our VA areas for now and in future!"

[***Editors Note:*** *Photos and video taken by Retail Alliance can be downloaded here and used in any medium:* https://drive.google.com/drive/folders/1oMEydpBwoN1w5vSUA5q3V02d2ZZjRFoN
Phil Scotti and Bishan Dass are both available for interviews]

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