



D&K Suit Discounters is located at 1714 W. I-65 Service Rd. S, between Government Boulevard and Cottage Hill Road. Store owner Jonathan Gibbs, third from right, has worked in men's retail for his entire career. The men's clothing store has thousands of suits in stock, as well as casual clothing, shoes, accessories and ties.

Career in Menswear Suits Him Well

When **Jonathon Gibbs** began working as a stockboy at a men's clothing store in Atlanta, he was still in high school. But even at that early age, Gibbs discovered he had a knack for styling and selling menswear. Eventually, those skills landed him a successful career as a men's clothing store owner.

Locally owned and operated D & K Suit Discounters opened in 2006, and is the Mobile Area Chamber's Small Business of the Month. Gibbs and his partner, **Eddie Dabit**, own the store located at 1714 W. I-65 Service Rd. S., between Government Boulevard and Cottage Hill Road.

Customers will find a wide array of sizes from 32 to 72 in D & K's inventory that includes more than 10,000 suits in brand names such as Calvin Klein, Steve Harvey, Ralph Lauren, Michael Kors and more. In-stock suits include special fits, such as short, long, extra-long, slim and modern. "Anything can be tailor-fitted," Gibbs says. The store also carries shoes, shirts and accessories.

The first half of the year is typically the store's busiest, Gibbs says, with special events ranging from Mardi Gras to Easter to Father's Day. And for the spring and summer, D & K stocks seersucker suits in a variety of colors.

One of the things that makes the store successful is its employees' focus on providing outstanding service to its customers, Gibbs stresses. "People will pay more elsewhere if our customer service isn't great. To get our customers to return we make sure that they get the customer service they need," he adds.

Gibbs chose the beltline location because it offered greater visibility and accessibility to his customers. Prior to its current location, the store operated under a different name at Bel Air Mall, and before that it was in downtown Mobile.

D & K is open Monday through Saturday from 10 a.m. to 8 p.m. For more information, call **251-665-7350**.

Go to mobilechamber.com/award.asp to submit a Small Business of the Month nomination, or contact Danette Richards at 431-8652 or d Richards@mobilechamber.com. Small Business of the Month is a no-cost benefit of Chamber membership.