



# FACTUM

FILE: 110801

<b>Fiscal 2012 Sales</b>	<b>\$ 18,517,717</b>
<b>Projection:</b>	
<b>Fiscal 2011 Actual Sales:</b>	<b>\$ 17,602,393</b>
<b>SDCF:</b>	<b>\$ 514,313</b>
<b>Number of Employees:</b>	<b>40</b>
<b>Geographic Markets:</b>	<b>International- covering 100 countries over 5 continents</b>
<b>Major Customers:</b>	<b>Fur Division independents around the globe</b>

## HISTORY

1. Founded in 1969.
2. Began operations by servicing an underdeveloped trade lane between Canada and Australia/New Zealand. Within its first few years, the company diversified its ocean freight consolidation services to major ports in Europe and South America as well as undertaking special projects to underdeveloped nations in Africa and the Middle East.
3. Services have expanded to moving all types of cargo to destinations worldwide. Equipment and facilities to accommodate ocean, air and land transportation of goods to virtually any destination in the world.
4. Premier independent international freight forwarders, with offices located coast to coast. Over 75 agents, all of whom are located in more than 100 countries covering five continents worldwide.
5. Mid-sized freight forwarder, competes with bigger players by differentiating itself as a company that "does whatever it takes".
6. Experience in dealing with unique situations, as no two shipments are ever alike, and its highly skilled, long-standing employees maneuver complex situations and facilitate each shipment on a case-by-case basis.

## PRODUCTS/SERVICES

1. Freight forwarding consolidation services through air and ocean transportation modes.
2. Advises clients of the best rates, routing and modes of transportation to and from any area of the world.
3. Facilitated on a case-by-case basis, providing the most timely and cost-effective means of transportation. The large volume of freight handled by forwarders provides them with advantages that are not always available to individual shippers or integrated carriers and allows the company to offer the most competitive prices. Also acts as customs brokers and as such, advises importers in determining proper classification/dutiable value and provides information on the vast number of commodities that are subject to quotas. The broker's operation often transcends customs, as they contact food and drug, environmental protection, vehicle emission and agricultural government agencies on product safety.

**Robbinex Inc. 41 Stuart Street, Hamilton ON L8L 1B5**  
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**Broker of Record D.M. Robbins**

[www.robbinex.com](http://www.robbinex.com)

NOTE: We have been contracted by the seller to maintain a high level of confidentiality on this file. In this regard, we cannot identify the business to any prospective purchaser without first obtaining background information and satisfactory evidence of financial capability of the purchaser, a signed Confidentiality Agreement, along with the seller's prior approval of the purchaser.

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4. Considerations that affect price will range from origin and destination to special requirements, such as refrigeration or, for example, transport of potentially hazardous materials

In general, services are offered to anyone who needs anything exported or imported, which creates a diversified strategy that has allowed the company to hedge against the international economic recession, evident in its growth figures during 2008-2009. From an industry point of view, caters to importers and exporters of retail merchandise, which combined make up 25% of industry revenues. The company's NVOCC division caters to the wholesale side. A sufficient strategy that the company may adopt is securing long-term contracts with major manufacturers, which comprise 60% of freight forwarding industry revenues.

### ASSOCIATIONS

1. Active member of the Canadian International Freight Forwarders Association (CIFFA) and the International Air Transport Association (IATA). Some employees have held executive positions on the CIFFA board.
2. Company has remained proactive in implementing procedures that complement changes in the business environment.
3. As members of the CIFFA, is required to comply with the organization's standards. CIFFA's standard trading conditions clearly outline the roles and responsibilities of customers and forwarders, bringing integrity and authority to the business model. For instance, as outlined by CIFFA standards, freight forwarders are required to provide full liability insurance.

### FACILITY

Office locations across Canada. The company does not own any property, and all office locations are either leased or subleased. All locations are located close to highway entrances.

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