



# FACTUM

File No. 190111  
Metal Fabrication & Machine Shop  
Southern Ontario

## COMPANY OVERVIEW

- Well-established custom metal fabricator
- The company began operations in 1987 with current ownership since 2005
- The Company has CWB 47.1 and CWB 47.2 certification
- 20,000 square foot facility
- Full-service machine shop:
  - Precision metal fabricating abilities
  - Quality powder coating services
  - Laser cutting
  - Welding services for aluminum, steel and stainless
- Small runs allow for the ability to pass on any cost increases
- 12 non-unionized employees



## OPPORTUNITY



As the Company is passing on work there is an opportunity to grow by adding a second shift as well the facility has ample room to add additional equipment. The Company recently purchased a new tube bender which will provide a single assembly and could increase annual revenue by \$500,000.

Revenues could also be increased with a strong marketing campaign along with hiring a sales manager and sales team.

## FINANCIAL INFORMATION

Years Ended Aug. 31	2018	2019	2020	2021	2022
Revenue	\$2.1M	\$2.3M	\$2.4M	\$2.5M	\$3.5M
Recast EBITDA	\$195K	\$253K	\$476K	\$600K	\$725K

*Note: These projections are not assurances that a particular level of income or profit will be achieved.*

## REASON FOR SALE

Owner wishes to pursue other interests, available for a transitional period.

## CONTACT DETAILS

Dana Rennie  
Phone: 289-235-7552 or 1.888.ROBBINEX  
Email: [dana@robbinex.com](mailto:dana@robbinex.com)



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