

File No. 190303

Commercial/Industrial Refrigeration & HVAC

Southern Ontario (2 locations)

Company Overview

- Well-established profitable company that has been in the community for 30+ years
- Products and Services include:
 - Industrial refrigeration
 - Commercial heating and cooling
 - Custom built units
 - Service and maintenance
 - 24/7 emergency service
- Customers include:
 - Food processing plants
 - Manufacturing plants
 - Commercial properties
- Experienced, licensed unionized technicians
- Diversified revenue stream with approximately 40% made up of service and preventative maintenance contracts



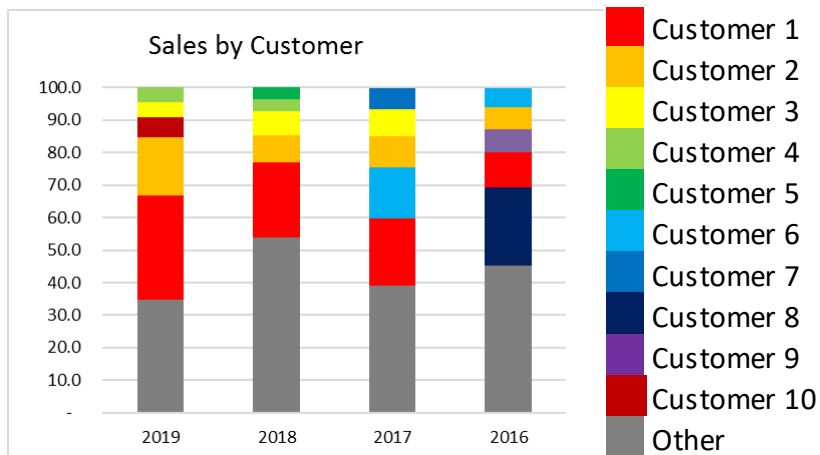
Opportunity

Expanding the second location, which is currently underutilized, as a secondary hub would allow for coverage of most of Southern Ontario. The Company does not have a formal marketing campaign with the development of a marketing strategy revenues could increase for both the locations.

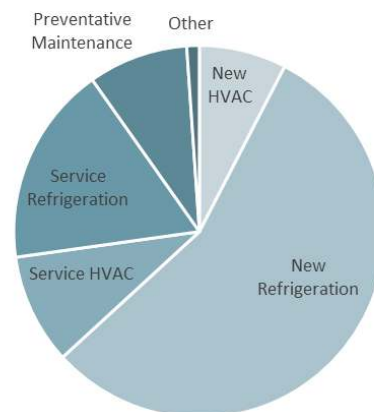
Financial Information

Years Ended Aug. 31	2019	2020	2021 (Projection)	2022 (Projection)	2023 (Projection)
Revenue	\$3.81M	\$4.01M	\$4.08M	\$4.14M	\$4.20M
Recast EBITDA	\$756K	\$503K	\$633K	\$647K	\$658K

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



Revenue Breakdown: Fiscal Year 2019



Reason for Sale

Owner wishes to retire and will be available for a transitional period.

Contact Details

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