

File No. 200803

Metal Fabrication and Installation Company Greater Toronto Area (GTA)

Company Overview

- 30-year-old, well-established profitable company
- Experienced contractors with a strong local reputation
- 50,000 square foot facility, conveniently located near major distribution routes and highways
- Products and services include:
 - Structural steel design, supply and erection of unique structural steel projects including building additions, structural platforms and roof grillages and architectural steel
 - Building reinforcement such as completing conventional roof, crane runway and column reinforcing jobs
 - Miscellaneous metals including stairs, railings and ladders
 - Architectural metals including glass, stainless and bronze railings as well as feature stairs in various finishes
 - Other products include cladding, column covers and elevator surrounds
- The company has a diverse customer base with projects spanning months or years
- The company has 34 employees and is bondable on projects for up to \$3,000,000



Opportunity

Although the current owners are happy with the status quo the plant is not currently operating at capacity. There is an opportunity to grow revenue by hiring a business development manager to secure new business. One of the company's strengths is its strong long-term relationships with customers which may be further developed by new ownership.

Financial Information

Years Ended Dec. 31	2018	2019	2020	2021 (Projection)	2022 (Projection)
Revenue	\$7.76M	\$5.76M	\$6.08M	\$6.20M	\$6.75M
Recast EBITDA	\$315K	\$570K	\$431K	\$478K	\$634K

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

Reason for Sale

The owners are ready to retire but will be available for a transitional period.

Contact Details

Dana Rennie
905-537-2597
dana@robbinex.com