

File No. 190715

Diversified Specialty Furniture Manufacturer

Ontario

Company Overview

- 50-year-old, well-established profitable company
- Over 20,000 square foot factory and showroom
- All furnishings are created in Canada
- All components are custom built to fit any requirements
- Products include:
 - Chests and Commodes
 - Bookcases and Sideboards
 - Tables
 - Chairs
 - Desks and Credenzas
 - Soft Seating
 - Custom Designs
- Services include:
 - Refinishing
 - Reupholstering
 - Specialty Finishing
 - Antique reproduction
- The company has a diverse customer base with high customer retention and little customer concentration
- Over 20 employees



Opportunity

There are several opportunities for a new owner to increase revenue including a new national custom boutique expansion opportunity, expanding the Company's presence in high income and highly populated areas and engaging designers in those areas. The Company's social media strategy has room for expansion to include LinkedIn, Twitter and Pinterest and possibly engaging an influencer or blogger to drive interest.

Financial Information

Years Ended Sept. 30	2019	2020	2021 (Internal)	2022 (Projection)	2023 (Projection)
Revenue	\$1.69M	\$1.71M	\$2.27M	\$2.55M	\$2.63M
Recast EBITDA	\$59K	\$62K	\$267K	\$306K	\$312K

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

Reason for Sale

The owner is ready to retire but will be available for a transitional period.

Contact Details

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