

BUSINESS HIGHLIGHTS

Founded 50 years ago, the primary focus has been on wealthy customers requiring specifically designed high-end furniture. Most orders are one offs and many of its customers are referred from interior designers and decorators. This wealthy customer base is not directly influenced by economic activity.

As a result, the Company enjoys a wide diverse customer base with high retention of customers, encompassing businesses, individuals, and governments.

From a marketing, perspective the Owner has recently acquired a high-end boutique and is now opening boutiques in major furniture stores across Canada.

The 20,000 square foot facility employs 20 and has modern equipment with capacity to grow.

The Company is expected to enjoy sales more than \$2.8 million in next 12 months with an EBITDA north of \$500,000.

The ideal Purchaser brings both manufacturing-management skills along with sales and marketing strengths. The Seller is retiring and would like an active, but minor role over the next 2 or 3 years .

PRODUCTS & SERVICES INCLUDE

- Chests & Commodes
- Bookcases
- Sideboards
- Tables
- Chairs
- Desks & Credenzas
- Soft Seating
- Custom Designs
- Refinishing



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.