



# M&A Network

Merger & Acquisition Services  
for Private Business

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## Vancouver Listings

- Acquisition Opportunity No. 1  
Service Company in the Oilfield Industry  
This is an oil field service company located in Northern Saskatchewan that operates with the major companies in the oil sands industry. – [More Information](#)
- Acquisition Opportunity No. 2  
Retail Company in the Water Sports Equipment Industry  
A retail company located in Vancouver and operating in the water sports equipment and rental market. One of the leaders in this booming Canadian market. – [More Information](#)
- Acquisition Opportunity No. 3  
Highly Renowned Food Equipment Manufacturer  
A unique company with a niche product in the manufacturing of food service equipment. Located in Coquitlam and servicing the food industry for all of North America. – [More Information](#)
- Acquisition Opportunity No. 8  
Retail Company in the Outdoor Sports Equipment Market  
Since 2003, this extremely well located retail operation offers quality brand name in outdoor sports for winter, summer, water sports, biking, camping and apparel equipment. Strong growing sales with proven profitability. - [More Information](#)
- Acquisition Opportunity No. 11  
Fine European Restaurant with Catering Business  
This highly reputable establishment is experiencing strong growth and profitability due to its very well managed operations and experienced staff. Catch the many opportunities to further grow this business by establishing a franchise with the original and proprietary recipes that are sought for by a growing international clientele. – [More Information](#)
- Acquisition Opportunity No. 15  
Import and Distribution Company of Organic Products  
Acquire a very fast growing import/distribution company that generates very strong cash flow and has strong potential for growth within the North American market. – [More Information](#)
- Acquisition Opportunity No. 17  
Rental Property Management Company  
Acquire a successful property management company with revenues in the range of \$200,000. Centrally located in down town Vancouver, this company has an excellent reputation that can be leveraged for further growth. – [More Information](#)
- Acquisition Opportunity No. 22  
Exceptional Retail Food Franchise Opportunity  
Opportunity to join an award winning franchise with over 28 years of success and more than 480 locations across Canada – [More Information](#)

- Acquisition Opportunity No. 23  
Well Established Wholesale Distribution Company  
This great two person business delivering top quality produce at very competitive prices can operate from anywhere in the Lower Mainland or from Vancouver Island - [More Information](#)
- Acquisition Opportunity No. 24  
Large Established Okanagan Tow Company  
Well established company in business for 22 years has fleet of vehicles and great contracts – [More Information](#)

## ***Acquisition Opportunity: #1***

Service Company in the Oilfield Industry

- Strong sales in the manufacturing of piping systems since 1994,
- Has established an excellent reputation within the oil industry,
- Solid customer base in SK and AB include some major oil companies,
- Highly sought technical with expertise and certification to provide competitive edge,
- Strong focus on quality and craftsmanship,
- Proven safety record and competitive pricing,
- Sales of \$2M with strong EBITDA in excess of to \$500K,
- Increasing cash flow from operations,
- Extremely efficient and well maintained manufacturing facility,
- Many opportunities to increase sales by diversifying into new segments of the oilfield service industry,
- Current owners are committed to assist new ownership for a smooth transition,
- IT, administrative and accounting systems are well in place and functional,
- Real estate included – company headquartered in SK,
- Asking price - \$2.5M – vendor financing can be an option

This is an excellent opportunity for a company or a businessperson seeking to create synergies and/or take advantage of economies of scale.

Shareholders want to wind down their involvement in order to retire and will be a valuable asset to the acquirer during the transition phase.

## ***Acquisition Opportunity: #2***

Retail Company in the Water Sports Equipment Industry

- Strong growth in sales in the Vancouver market since 1999,
- Has established an excellent reputation within the lower mainland,
- Offers rental equipment and professional training courses with highly qualified instructors,
- Fully equipped 30' aluminum charter vessel for up to 12 persons for customized sea expeditions around the Vancouver area,
- Solid customer base with a listing of over 10,000,
- Strategic location and excellent store exposure which provides strong competitive edge,
- Strong focus on quality brands and customer satisfaction,
- Highly trained and dedicated professional staff,
- Current Sales of \$1M
- Many opportunities to increase sales by diversifying into new segments of the water sports market,
- Current owner is committed to assist new ownership for a smooth transition,
- IT, administrative and accounting systems are well in place and functional,
- Asset sale is offered at a price of \$1,2M

This is an excellent opportunity for a company or a businessperson seeking to create synergies and/or take advantage of a market consolidation.

Shareholders want to wind down their involvement in order to pursue other opportunities.

## *Acquisition Opportunity: #3*

Highly Renowned Food Equipment Manufacturer

- Worldwide sales of quality products since 1991
- Well established reputation within the food industry
- Excellent customer base with strong potential for repeat sales
- European design and innovation brought to North America
- Strong focus on quality and craftsmanship
- Large selection of styles and designs available to meet the client's particular needs
- Well defined, highly sought, food equipment manufacturing niche
- Sales close to \$1,1M gross and continued growth projected
- Extremely efficient and well maintained manufacturing facility
- Strong opportunities to increase international sales
- Current owners are committed to assist new ownership through training and mentoring
- Excellent staff and systems in place for a smooth transition of ownership
- IT, administrative and accounting systems are well in place and functional
- All components are NSF and CSA approved
- \$450,000 share sale

This is an excellent opportunity for a company or a businessperson seeking to take advantage of untapped growth potential and economies of scale.

Shareholders want to wind down their involvement in order to retire and will be a valuable asset to the acquirer during the transition phase.

## ***Acquisition Opportunity: #8***

### Retail Company in the Outdoor Sports Equipment Market

- Strong growth in sales in the Vancouver market since 2003,
- Has established an excellent reputation within the lower mainland,
- Offers quality brand name of new and used sports equipment,
- Exceptional prices on winter, summer, water sports, biking, camping and apparel products,
- Solid customer base with a listing of over 5,000,
- Attractive website with full e-commerce functionality,
- Strategic location and excellent store exposure which provides strong competitive edge,
- Strong focus on quality brands and customer satisfaction,
- Highly trained and dedicated professional staff,
- Current Sales of \$900K with proven profitability,
- Many opportunities to increase sales by acquiring new brand names in the catalog,
- Current owner is committed to assist new ownership for a smooth transition,
- IT, administrative and accounting systems are well in place and functional,
- Share sale is offered at a price of \$900,000 + Inventory

This is an excellent opportunity for a company or a businessperson seeking to create synergies and/or take advantage of a market consolidation.

Shareholders want to wind down their involvement in order to pursue other opportunities.

## *Acquisition Opportunity: #11*

### Fine European Restaurant with Catering Business

- Strong sales growth over the past 3 years,
- Has established an excellent reputation within its local community, western Canada and amongst international travelers,
- The business has set high quality standards in terms of food, service and ambiance which has allowed continued repeat and new business,
- Freshly rebuilt and redecorated interior with elegant and functional design on the 2 banquet rooms, lounge with bar, and outside patio
- Full and current alcohol license,
- Actual sales as of September 2009 are **\$1.65M**, up 8%, with growing cash flow in excess of **\$200,000**,
- Proprietary and feature recipes that have contributed to the success of the concept are included,
- Many existing opportunities in franchising the current concept,
- Entire staff is well trained, enthusiastic and committed to excellence in servicing customers,
- IT, administrative and accounting systems are well in place and functional,
- Real estate included – Business located in the lower mainland of British Columbia, Canada
- Asking price - \$1.2M. Share sale
- Real estate is also available for purchase for an additional \$1.2M
- Business located in the Kootenays, B.C., Canada

Sellers are seeking to hand the opportunity to experienced business operators with strong work ethics. Sellers want to wind down their involvement in order to retire and will be a strong asset to the acquirer during the transition phase.

## ***Acquisition Opportunity: #15***

Import and Distribution Company of Organic Products

- Strong sales growth over the past 3 years. (25% in 07', 40% in 08', and 14% in 09')
- Sales in the range of 550K and growing strong,
- Very high normalized EBITDA of \$230,000 for 2009, after payment of management salaries of \$112,000,
- Company has strong demand for its quality organic products,
- Very well established supply chain with Asian producers,
- Excellent customer base that can be further expanded through new marketing development,
- Distribution of products throughout North America with lots of potential for new accounts,
- IT, administrative and accounting systems are well in place and functional,
- Business located in the Kootenays, B.C., Canada that can be very easily relocated within Vancouver lower mainland or anywhere else in North America in order to improve logistics and achieve additional economic efficiencies,
- Asking price - \$780,000 + Inventory. Share or asset sale is available.

Sellers are seeking to hand the opportunity to experienced business operators with strong work ethics.

Sellers want to wind down their involvement in order to retire and will be a strong asset to the acquirer during the transition phase.

## *Acquisition Opportunity: #17*

### Rental Property Management Company

- Revenues in the range of \$200,000
- Normalized EBITDA of about \$95,000 per year
- Substantial economies of scale can be achieved by integration with similar property management companies
- Excellent reputation and dedicated customer service
- Diverse rental properties located around Vancouver that can be further expanded through new marketing development
- IT, administrative and accounting systems are well in place and functional
- Business centrally located in downtown Vancouver
- Asking price for a share sale: \$400,000
- Downtown office strata also available with an estimated appraisal value of \$375,000.
- Sellers want to wind down their involvement in order to retire and will be a strong asset to the acquirer during the transition phase.

## *Acquisition Opportunity: #22*

### Exceptional Retail Food Franchise Opportunity

- Opportunity to join an award winning franchise with over 28 years of success and more than 480 locations across Canada
- Located in Champlain Heights, in the south-east corner of Vancouver
- This is a family friendly food retail store concept with outstanding support and set hours that allow for personal time and a life beyond the store
- A successful purchaser will receive a complete turnkey package with comprehensive training, on-site setup and ongoing support
- Strong brand equity is supported by over 6.5 million flyers delivered bi-weekly to homes across Canada as well as national TV and radio advertising
- Excellent location supported by 45 shops and services with 116,000 people living within 3 kms
- This opportunity represents an exceptional value for joining this great franchise
- Asking price: \$299,000 plus inventory
- This location produced \$752,000 revenues and \$186,000 gross profit for the year ending Jan 31, 2010

## ***Acquisition Opportunity: #23***

Well Established Wholesale Distribution Company

- Long term committed relationships are in place with both suppliers and purchasers
- This two person business can operate from anywhere in the Lower Mainland or from Vancouver Island
- Averages three runs per week from suppliers in the Lower Mainland to deliver top quality mushrooms and produce to purchasers in southern Vancouver Island
- Three runs per week resulted in over \$150,000 net operating income in 2009 with room to grow on revenues of \$1.2M
- No warehousing or middle man costs, as all deliveries are direct from the grower to the customer which keeps prices very competitive and produce top quality
- Room to grow exists by adding more weekly deliveries and delivering freight on the trip from Vancouver Island to the Lower Mainland
- Assets include a truck with a refrigerated 24 foot insulated box
- Asking price: \$750,000 share sale

## ***Acquisition Opportunity: #24***

Large Established Okanagan Tow Company

- Large fleet of tow trucks and equipment
- Well established company in business for 22 years
- Serves one of BC's busiest ground transportation corridors, including the Coquihalla Highway and 97C
- Room for geographic expansion into highway corridors 97C, 97 and 8
- Opportunity to assume long standing tow contracts with ICBC and BCAA
- 2008 revenue of \$1.4M and normalized income of \$287,000
- 0.67 acres of land includes all improvements
- Asking price: \$1,250,000 share sale, plus \$295,000 for land