

Average Net Expenses: \$2,950,420

Average Gross Revenue: \$3,523,000

Average Net Operating Income: \$572,580

Asking Price: 5M

Location: Western Canada 

Established: 2012

Overview

We serve clients in Oil Sands mining and extraction by deploying proprietary permanent erosion/corrosion instrumentation and provide thickness profile and maintenance schedule for Asset Integrity engineers resulting in:

- * save maintenance cost (fewer workers on site)
- * increase service life of slurry pipelines (20% to 40%)
- * reduce risk (predict thickness to end of service life) by using Predictive Maintenance Management of their slurry transport infrastructure.

Additionally, we have adapted the technology to monitor the progression of pitting corrosion on overland pipelines, storage facilities, upgrading and refining facilities.

Growth & Expansion

We are expanding the range of erosion and corrosion analysis services for our existing client base, have a marketing and sales program to increase our deployment at the other 4 mining sites at Fort McMurray, and introduce the corrosion analysis services for local overland pipelines, upgrading and refining facilities, and we are developing relationships with integrators of the technology services internationally.

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Detailed Information

Competition

We are the only vertically integrated

*Predictive Maintenance Management enterprise providing actionable analysis reports for the Asset Integrity departments at our clients. Our technology is using arrays of Ultrasonic Sensors rather than single point sensors. The analysis that we provide consults historical wear profiles and wear rates for all related sensors in the array to provide a detailed analysis and report. Our competitive advantages include:

* purpose designed sensors and instrumentation, our instrument processes arrays of sensors for the same cost as single element sensor with integrated processing.

* manufacturing of instrumentation using volume methods and off-shore custom assemblies for reliability and low cost

* The raw data is wirelessly transmitted to our data center where we use proprietary algorithms to glean rich information from the sensor signals

* Weekly and monthly reports keep us in constant contact with the clients.

* Analysis services and site hardware and wireless network maintenance are supported by monthly charges to the clients.

Facility

At the Edmonton facility, we design proprietary instrumentation from first principles, manufacture the sensors and instruments, maintain a data center to collect field data, design and use proprietary algorithms and applications to process data and generate weekly and monthly reports for the clients.

We also have a marketing and sales team that is expanding our client base locally and internationally. We have field services technical teams that provide installation and maintenance of the instrumentation systems at client sites in the Fort McMurray OilSands region.

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Detailed Information Continued

Support & Training

The client reports are delivered weekly with fresh information. The reports are very detailed and provide a wide range of historical, predicted and diagnostic information. We train new clients and new users at a clients Asset Integrity and Maintenance Departments via remote and in person by our field staff that are always on site. We communicate by email and phone with the client whenever they have questions regarding the reports.

Additional Detailed Info

The field services company is owned by management company which is the design, manufacturing, analysis and reporting services. Clients are invoiced by the field services company. The value of support services provided by management company to field services company is considered sales of management company. All Client sales are recorded to field services company.

* The combined sales for both companies averaged \$3.5M over the last 3 years with an average increase of 13% per year.

* The EBITDA averaged \$1.15M over the last 3 years.

* Retained earnings at 2020 is \$2.0M with adequate cash to support operations and expansion.

Real Estate	Business	Square Footage	Number of Employees	Franchise
Lease		6000	20	No

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