



# CANADIAN STORAGE SOLUTIONS LTD.

Mobile Self Storage

*Service that moves you*

**FOR  
SALE**

Web: [www.can-store.ca](http://www.can-store.ca)

Tel: 709-727-6821

**Think INSIDE The Box!**

# The Business

Canadian Storage Solutions Ltd. was born in late 2007 with a knuckle boom crane truck, 28 containers, solid software, and a business plan that addressed what I saw as growing needs on the Avalon Peninsula:

1. A much improved economy had translated to record housing starts, renovations, upward moves and provincial and national in-migration.
2. We targeted builders and homeowners initially and have since seen great utilization by restoration companies as well as businesses just looking to augment their current usable space.
3. Recently we have had uptake from sports organizations looking for permanent, mobile storage as well as festival operators needing temporary storage to facilitate their security needs.

# The Evolution

The greatest improvement was to the actual containers. Originally they were sourced from Slovakia – galvanized steel, that were better suited to a warmer climate. The containers are now sourced from China. They are powder coated steel with a much more solid structure and weather-proof design. Aesthetically they are much improved as well.



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# Other Developments

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- From the first iteration of the website, I've since had two different web developers improve on the initial design, making it easier to navigate and more importantly, find, while doing web searches.
- We added debris removal capability with the Monstabag - which is an erectable canvas bag that can hold up to 1T of weight, 1 yard of volume, and are durable and reusable. They have been used extensively by landscaping and roofing contractors as well as homeowners with similar needs.
- In 2018 we modified an existing container and converted it to a refrigerated unit that has had notable success as a temporary cold storage solution during restaurant renovations as well as use at summer events requiring cold product storage.

# Efficiency

- Through trial and error we've streamlined the process of customer contact, implementation, invoicing, and documentation so that the process is virtually error free, convenient and efficient.
- While seemingly fairly basic, the system, coupled with the Total Recall Software works seamlessly allowing the user the time to focus on the business rather than the clerical tasks.
- All in, the storage aspect of this business now takes an average 5 hours a week to run (including all labour and clerical work) and produces a good salary obviously showing the great potential of increased effort.

	A	B	C	D	E	F	G	H
	Date	Customer Name	Address	Unit #	D/O or P/U	MT or Full	\$ Collected	Notes
7	03-Feb	Customer	111 Quinton Pl.	16M-038	P/U	M/T		
8	05-Feb	Customer	111 Kenmount Rd.	16M-048	D/O	M/T		
9	14-Feb	Customer	111 Putney Pl.	16M-047	P/U	M/T		
0	26-Feb	Denny's	111 Kenmount Rd.	16M-048	P/U	M/T		
1	26-Feb	Nissan	111 Topsail Rd.	16M-048	D/O	M/T		

111 Kenmount Rd

May 13, 2019

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# Other Revenue Streams

- Concrete Form Placement – using a specially designed hook we have done extensive work in this area.
- General Crane Use – of course with access to a versatile crane such as we have, there is no end to the opportunities you can explore such as moving sheds, cars wrecks, trusses etc.
- Crane Plow – This ingenious design allows for the safe and efficient cleaning of dangerous ice and snow from the roofs of trailers. The operation takes approximately 30 mins (@\$125) and usually there are multiple units per parking lot.



# The Breakdown

- 40 Storage Units - \$130k (\$270k replacement value)
- 2001 FL 80 Truck with 2007 PK17502 7T Knuckle Boom Crane - \$60k (\$180k replacement value)
- 1998 Sellick SD100 10k LB Forklift - \$20k (\$150k replacement value)
- Crane plow - \$4K (\$10k replacement value)
- Monstabags (35) - \$3K (\$4.5k replacement value)
- Total Recall Software – \$7k (Over \$600k in startup overhead)
- Website – \$5K
- Total - \$230k

# The Breakdown (Current Revenue)

- 40 Storage Units (80% rental) - \$80k / Year
- 1 Reefer Unit (40% rental) - \$12k / year
- Crane plow – \$5k / year
- Monstabags (35) - \$6k /year
- Crane Moves (containers) – \$10k / year
- Total - \$113k / Year

# The Potential

- This business has now been in operation for over 12 years. With minimum effort, it turns a profit and with the un-utilized and under-utilized assets the potential for this operation are quite significant.
- The fact is, 2020 was the first year I even advertised in the past 8 years. We ended up running a wait list and indications seem strong for a similar year in 2021.
- There is no direct competition in this environment. The path has been laid and the hard work has been done. Based on the economy we have, the difficulty involved in reaching the current milestones, and the expense of doing the same I would not expect another operator to enter this market.

# So Why Sell?

I see a valuable future for this business and I loved building it but I need to move on to another challenge. Aside from this our other ventures require more intervention so I'd like to concentrate on those and give someone else the opportunity to explore the enormous opportunity Canadian Storage Solutions Ltd. presents.

# Selling Terms

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The selling price for Canadian Storage Solutions as described is

**\$330k**

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The customer list and associated data will be sold as part of this operation.

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An agreed upon training schedule on all aspects of operation is assumed as part of this deal.

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The current AR is not part of the deal, however current long term unit holders would be transferred to new owner.