



2023



**PARTNERSHIP
OPPORTUNITIES**

ARROW PARTNERSHIP OPPORTUNITIES



Arrow Machine and Fabrication Group provides global OEM customers with metal fabrication solutions. We are a group of companies – CGL Manufacturing Inc., SteelCraft, Veriform and Kenona Industries – that specialize in off-road, automotive and engineered products. Our clients include Toyota Industrial, John Deere, Komatsu, General Dynamic Land Systems, Tigercat, Volvo Construction, Bruce Power, Tenneco, Nexteer, Conti-Tech, Magna and Mack Defense. With over 1,000 skilled craftsmen and engineers at 12 locations, we work closely with our OEM customers on innovative solutions to complex manufacturing challenges – from concept design through to value-added, tight tolerance components, assemblies, and engineered products. Our broad metalworking capabilities and global network of supply chain partners enable competitive total-cost solutions for OEM customers, which has fueled our growth. We are actively expanding by acquiring companies with complementary capabilities and OEM customers. Through organic growth and strategic acquisitions, Arrow anticipates reaching \$1 billion in global revenue by 2027.

Our Acquisition Philosophy: Operators Buying Operators



Mike Ritchie, President and CEO, formed Arrow in 2021. An owner and operator himself, Mike grew CGL Manufacturing Inc., Arrow's anchor company, to over \$75 million in revenue. He understands both the challenges and potential of mid-sized OEM suppliers. Mike envisions Arrow as a group of best-in-class OEM suppliers that mutually benefit from scale – broadening their capabilities for OEM customers to grow revenue while leveraging CGL's global supply chain to grow profit. Since formation, Arrow has acquired SteelCraft, Veriform, and Kenona Industries, and will complete additional acquisitions by year end.

Arrow's acquisition philosophy is simple: partner with growing, mid-sized metalworking companies with complementary capabilities and/or customers. Mike is looking for owner operators and management teams that want to see their business evolve to the next stage of growth but are limited by financing or team bandwidth. Our acquisitions are strategic, not financial. We have no interest in flipping, relocating, dissecting, or over-leveraging partner companies. We partner with existing teams, who continue to manage daily operations while leveraging Arrow's financial, strategic, management, business development, and supply chain support to accelerate and magnify long-term growth.

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Benefits of Partnering with Arrow

Owner operators often stay to grow the business while reducing their personal financial risk.

- Less financial burden and psychological stress on owner operators and their families
- Owner operators can continue to grow wealth by being part of the larger group while retaining an equity stake

We create deal structures that are personal, not prescriptive.

- We partner with owner operators and management teams on deals rooted in common values, mutual respect, and trust
- Accordingly, deals are clean, transparent, and efficient with limited disruption to normal operations
- Deal structures are unique to the needs of each owner operator, their family, and team

Arrow respects and protects the legacy of its partner companies, the existing team, and culture that produced its success. We want to hold on to what makes each company work well, to ensure continued long-term growth.

Interested in Becoming an Arrow Partner?

Ideal partners are metal machining and fabrication companies generating \$5 million or more in annual revenue with a clear path to future growth. We welcome conversations with owner operators looking to:

- Take their company to its next stage of growth
- Deleverage personal financial risk
- Benefit from being part of a large group of operators in the same industry sharing the same challenges

Our transactions are straightforward and efficient, usually lasting 3-6 months with limited disruptions to operations. We encourage owner operators and business brokers to reach out to Mike Ritchie, CEO of Arrow Machine and Fabricating Group, to learn more.



Mike Ritchie

PRESIDENT AND CEO

ARROW MACHINE AND
FABRICATION GROUP

SEND
EMAIL

