

Distressed Acquisitions. Turnaround Advisory.
Interim Executive. CRO. Corporate Finance.
Lending.

Spotlight: Sinclair Range Broadens Business Model

Check out our new ABOUT page on the Sinclair Range website [HERE](#).

In addition to our advisory services, including Turnaround Advisory, CRO and Interim Executive, we now invest to acquire control or significant influence in troubled businesses and assets located in the United States and Canada. And we are inviting others to partner with us.

Sinclair Range already has successful holdings in real estate, manufacturing, brands and speciality finance. We're excited to see what 2020 brings!

2019: Year in Review

2019 was a momentous and joyous year for us at Sinclair Range. You can review our website or past newsletters for details, but here are some highlights:

- Most importantly, we worked all year on an operational turnaround in the food processing sector. In late 2018, our Scott Sinclair stepped in as Chief Transformation Officer and wrapped up the mandate at the end of 2019 with great success. In addition, the SRI team refinanced the company with a speciality asset-based lender that provided increased availability for the company's growth.

- We stepped in as Executive Director and Advisor to a Colorado based processor of hemp, a company that is now rapidly growing and expecting its first revenue in the next month.

- As an experiment, we launched Martinis With Scott to share our collective knowledge and that of our friends and industry colleagues, covering a broad range of essential topics for business leaders. It seems to be a success! So, we will continue these episodes in 2020. Martinis with Scott is available on YouTube, iTunes and Spotify.

Annual Corporate Budgets Hurt Growth

Annual budgets are a terrible tool to influence employee behavior and performance. In fact, because they are typically based on prior year actuals, they tend to reinforce existing ways of thinking. If your business is troubled, using the past as a guide is not good.

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Roofers World at the 2020 International Roofing Expo & 25 Years of Red Ripper

Sinclair Range is proud to announce that one of our operating subsidiaries, Roofers World, will be at the International Roofing Expo in Dallas, Texas on February 4th to 6th. 2020 also marks the 25th anniversary of the introduction of the Red Ripper shingle remover, Roofers World's premier product.



A Conversation Kevin Schmidt of Stride Management Solutions and Iqbal Ali of Petro Staff International

Thank you to Kevin Schmidt, President of Stride Management Solutions and Iqbal Ali, CEO of Petro Staff International for a Martinis With Scott discussion late in 2019. The discussion covers the continued depression of Alberta energy, terrible equipment utilization and layoffs of experienced energy professionals, all from the perspective of Albertans who have lived the cycle several times. You can view it [HERE](#).

Q4 2019 Oil & Gas Transactions

There were 240 transactions in the North American Oil & Gas sector in fourth quarter of 2019, including 71 private placements, 59 public offerings, 58 mergers & acquisitions, 12 buybacks and 40 shelf registrations, with a total value of C\$118.2 billion. Total deal volume decreased by 25% over the fourth quarter of 2018 and transaction value decreased by 28%.

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Q4 2019 Metals & Mining Transactions

There were 522 transactions in the North American Metals & Mining sector in fourth quarter of 2019, including 370 private placements, 36 public offerings, 89 mergers & acquisitions, 6 buybacks and 21 shelf registrations, with a total value of C\$35.1 billion. Total deal volume decreased by 0% over the fourth quarter of 2018 and transaction value increased by 41%.

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December 2019 Cannabis Transactions

There were 33 transactions in the North American Cannabis sector in December 2019, including 20 private placements, 5 public offerings, 6 mergers & acquisitions and 2 shelf registrations, with a total value of C\$587 million. Total deal volume decreased by 25% over December 2018 and transaction value decreased by 27%.

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January 2020 Cannabis Transactions

There were 48 transactions in the North American Cannabis sector in January 2020, including 26 private placements, 7 public offerings, 11 mergers & acquisitions and 4 shelf registrations, with a total value of C\$1.1 billion. Total deal volume decreased by 0% over January 2019 and transaction value decreased by 77%.

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About Us

We exist to help businesses transition - businesses going through a period of high growth, struggling with under-performing operations or in financial difficulty.

We consider ourselves a rapid response professional team, uniquely capable of dropping into difficult situations to make positive change.

We define success as saving jobs.

Acquisition

We invest to acquire control or significant influence in troubled businesses and assets located in the United States and Canada. We are industry agnostic.

Advisory

We are hired to actively assist existing management teams facing tough challenges. We combine financial, operational and banking expertise into a single seamless service package, focused on:

- ✓ Turnaround Advisory
- ✓ Interim Executive
- ✓ CRO
- ✓ Distressed Mergers & Acquisitions
- ✓ Corporate Finance

Lending

In limited circumstances, we provide financing solutions to small businesses unable to access traditional bank financing. We are creative and quick and can couple financing solutions with advisory services and/or a plan to acquire the business. We consider:

- ✓ Turnaround Lending
- ✓ Bridge Loans
- ✓ DIP Financing
- ✓ Operating Capital
- ✓ Receivable and Inventory Solutions

Partner

Want to partner with us on one or multiple transactions? Feel free to contact us to discuss.

Contact us

To learn more about Sinclair Range, please visit us at SinclairRange.com

Have a specific enquiry or opportunity? Email Ashley: akerriگان@sinclairrange.com



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