

# CLIENT CASE STUDIES

## DORLAND COMMERCIAL DOORS

The founders of Dorland Commercial Doors Ltd., Joseph Wong and Gregory Cheung, took part in BCMS Corporate's maiden voyage into Canada.

The sale of Dorland to Shannon Architectural Hardware, a sister company of WSI Doors Ltd., was our first completed deal in Canada, followed by several others leading to our Calgary location.

This success began with our research department locating a wide range of potential buyers, several of which requested and were deemed suitable to receive additional information about Dorland.

Prospect meetings started off quickly, with several in the first two weeks. One of the first was with WSI, who expressed an immediate interest in the opportunity.

Although multiple other offers were made, Dorland decided to accept the offer from WSI, ultimately made through Shannon Architectural Hardware.

**WSI had the best synergy with Dorland, and so was able to offer the best fit, both financially and strategically.**

### AT A GLANCE

#### THE SELLER



DORLAND  
COMMERCIAL DOORS, LTD

Located in Alberta, Canada, Dorland Commercial Doors Ltd. has been manufacturing quality aluminum commercial doors, storefronts, and window frames since its inception in 1980.

#### THE BUYER



SHANNON  
ARCHITECTURAL HARDWARE LTD.

Shannon Architectural Hardware Ltd., a sister company of WSI Commercial Windows and Doors, is a leading distributor of doors and door hardware to Canadian builders and contractors.

#### CONTACT US

Register for a seminar: [bcmscorp.com/seminars](http://bcmscorp.com/seminars)

Schedule a meeting: [meetings@bcmscorp.com](mailto:meetings@bcmscorp.com)

Call us: **888-413-2267**