



Business Development Bank of Canada
Banque de développement du Canada

1 888 INFO-BDC
www.bdc.ca

PROFITS\$

ESSENTIAL INFORMATION FOR ENTREPRENEURS

Please forward
to the President,
CFO and Marketing
Department

Spring 2000
VOL. 20 N° 2

Success

story

Success: Sometimes you can just feel it in your bones

RESEARCH CASTING INTERNATIONAL



Company Owner Peter May with T-Rex built for Chicago's Field Museum of Natural History.

The theory of evolution? Something that begins as a modest business from a makeshift garage can grow larger than a T-Rex, and Research Casting International is certainly proof. The unique company, which specializes in building museum exhibits, is the largest of its kind in the world and exports nearly 90 percent of its expertise.

"I started out as a sculptor out of school and ended up building five-storey-tall dinosaurs," says Peter May, owner of the firm, which molds and casts life-size models of fossilized and recent bone, trees, rocks and land formations, largely for museums. He and his team of 20 welders, carpenters, artists, builders and paleontology specialists service exhibits for major institutions around the globe, including the Royal Ontario Museum in Toronto, the American Museum of Natural History in New York, and the British Museum of Natural History in London. "There was a big gap to fill in museums after budget cuts in the '70s and early '80s. And we were there at the right time with the support that was needed to build educational exhibits — a unique blend of art, science and technology."

premises in Beamsville, Ontario. As well, May relied on the Bank's management consulting services to improve job costing and scheduling for his rapidly expanding business. "We needed help with strategy to ensure our continued growth," he says.

When Research Casting International outgrew its original Oakville home, the company came

RESEARCH CASTING INTERNATIONAL AT A GLANCE

Founded:	1987
Owner:	Peter May
Based in:	Beamsville, Ontario
Products and services:	Molding and casting for museum exhibits
Employees:	20
BDC support:	Term loans to purchase land and construct new building, and consulting services
Next step:	Diversification of products
Web site:	www.rescast.com