

Available for Acquisition

Rapidly Growing Custom Steel Fabrication Firm

Intermountain West

Est. 2008 Revenue: \$14.0MM

Est. 2008 Recast EBITDA: \$1.5MM

- **Strong sales growth (35.4% compounded annually from 2005 – 2007) and increasing profitability (EBITDA has increased from 2.2% to 5.2% of sales) over the last three years**
- **Superior name recognition and reputation- 40 years of providing excellent capabilities and extraordinary service**
- **80% repeat business annually generated from strong, long-standing clients**
- **Experienced management and staff available to remain with new ownership**

Recast Historical and Pro Forma Statement of Income (\$000)

	2005	2006	2007	E2008	E2009	2010	2011	2012	2013
Sales	7,156	7,138	13,117	14,000	14,000	14,400	14,800	15,200	15,700
EBITDA^(a)	156	372	679	1,456	1,456	1,512	1,569	1,627	1,696
% of Sales	2.2%	5.2%	5.2%	10.4%	10.4%	10.5%	10.6%	10.7%	10.8%

(a) Earnings before Interest, Taxes, Depreciation, and Amortization



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Client # 50749

The Company is a custom structural and miscellaneous steel fabrication company primarily serving industrial and commercial markets. The Company's products and services include structural and miscellaneous steel fabrication, platework, handrails, stairs, reinforcing steel, and bar joist, which is a small steel truss with wire or rod-web lacing used for roof and floor supports. Primary customer markets include hotels and hospitals (32% of sales), commercial buildings (20%), schools (20%), government buildings (16%), and industrial plants (12%).

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