

Available for Acquisition

Direct Mail Fulfillment Company

Intermountain West

Est. 2008 Revenue: \$3.9 MM

Est. 2008 Recast EBITDA: \$0.8 MM

- Superior name recognition and reputation; over 13 years of providing extraordinary service and production of large complex projects
- Proprietary value added services increase pricing power
- Enhanced data processing techniques
- 80% repeat business generated from strong, long-standing clients
- Experienced ownership and staff available to remain with new ownership

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

	2005	2006	2007	E2008	2009	2010	2011	2012	2013
Sales	2,645	2,679	3,210	3,900	4,500	5,000	5,500	6,100	6,700
EBITDA ^(a)	545	278	665	819	963	1,090	1,221	1,379	1,541
% of Sales	20.6%	10.4%	20.7%	21.0%	21.4%	21.8%	22.2%	22.6%	23.0%

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



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Client # 50164

The Company is a well established direct mail and data processing company; core activities include data & design, production, in-house digital print, and outside print services. The customer base is predominantly gaming and tourism augmented by real estate, financial, ad agencies, non profit and miscellaneous clientele. 88.5% of the Clients are local with 11.5 % from out of state. By offering additional unique services the Company differentiates itself from competitors while enhancing value for customers. The Company is well positioned for continued growth and success.

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