

# Available for Acquisition

## Heavy Equipment Dealership with Strong Profitability

Intermountain West

Est. 2009 Revenue: \$3.5MM

Est. 2009 Recast EBITDA: \$1.2MM

- **Excellent profitability** - EBITDA has averaged 23.5% of sales over the last three years
- **Superior name recognition and reputation** for providing products manufactured by industry leaders and extraordinary customer service
- **85% 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)

	2006	2007	2008	E2009	2010	2011	2012	2013	2014
<b>Sales</b>	6,899	5,583	2,725	3,500	4,500	5,500	6,500	7,500	8,500
<b>EBITDA<sup>(a)</sup></b>	1,736	1,251	627	1,155	1,620	2,090	2,600	3,150	3,740
<b>% of Sales</b>	25.2%	22.4%	23.0%	33.0%	36.0%	38.0%	40.0%	42.0%	44.0%

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



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### Client # 53538

The Company is a full-service distributor of new and used heavy construction equipment, such as excavators, loaders, and telehandlers. The Company is an authorized distributor for several top equipment manufacturers, and has approximately \$3 million in equipment available for rental. In addition, the Company offers repair and maintenance services, inventories over \$150,000 worth of parts, and has 2 field service trucks available for on-site service.

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