

Available for Acquisition

Logging & Material Handling Equipment Manufacturer Pacific Northwest

Est. 2009 Revenue: \$2.3MM

Est. 2009 Recast EBITDA: \$0.2MM

- **Consistent sales (sales revenue has averaged \$2.4MM) and profitability (EBITDA has averaged 12.9% of sales) over the last three years**
- **Superior name recognition and reputation- 30+ years of providing excellent capabilities and extraordinary service**
- **95% repeat business annually generated from strong, long-standing clients**
- **Experienced management and staff available to remain with new ownership**

<i>Recast Historical and Pro Forma Statement of Income (\$000)</i>									
	2005	2006	2007	2008	E2009	2010	2011	2012	2013
Sales	2,436	2,612	2,470	2,184	2,300	2,400	2,500	2,600	2,700
EBITDA^(a)	419	340	338	169	223	256	289	325	360
% of Sales	17.2%	13.0%	13.7%	7.7%	9.7%	10.7%	11.6%	12.5%	13.3%

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



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The Company specializes in the design, fabrication, and retail sale of equipment used primarily in logging operations. The Company's products cater to loggers and sawmills throughout the Pacific Northwest, and include an array of motorized carriages, grapple units, and other related goods necessary for productive timber harvesting. The Company also offers custom machining and on-going maintenance services to ensure turnkey, vertical integration. The Company's customer markets consist of logging contractors engaged in the retail sale of processed timber (80% of sales), farmers and ranchers (13%), sawmills (4%), and other (3%).

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