

Available for Acquisition

Full-Service Mechanical, HVAC, and Plumbing Contractor

Western US

Est. 2007 Revenue: \$6.9MM

Est. 2007 Recast EBITDA: \$.4MM

- Strong overall sales growth (29.1% compounded annually from 2004 – 2006)
- Large backlog of projects currently under contract
- Comprehensive turnkey capabilities
- Excellent long-term relationships with largest customers
- Incredible rate of repeat business annually
- Strong geographic markets provide continued growth opportunities
- Experienced management and staff available to remain with new ownership

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

	2004	2005	2006	2007	2008	2009	2010	2011	2012
Sales	3,830	9,004	6,387	6,900	7,400	7,800	8,300	8,800	9,300
EBITDA ^(a)	440	439	312	358	407	453	506	563	623
% of Sales	11.5%	4.9%	4.9%	5.2%	5.5%	5.8%	6.1%	6.4%	6.7%

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



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The Company is a full-service mechanical contractor specializing in the design and installation of commercial and industrial plumbing and HVAC solutions. Over its operating history, the Company has successfully completed projects ranging from \$100,000 to \$5,000,000 in value, including school and office buildings, hi-rise office and apartment buildings, prisons, arenas, and military barracks. In 2006, revenues were driven by commercial plumbing installation (50% of sales), sheet metal/ductwork (23%), commercial HVAC installation (17%), automatic temperature control (5%), and insulation (5%).

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