

Available for Acquisition

Custom Metal Fabrication and Finishing

Confidentiality Link: [NDA 54855](#)

Intermountain West

Est. 2018 Revenue: \$4,000,000

Est. 2018 Recast EBITDA: \$832,000

- Patented Products
- Superior Reputation
- Extensive Base of Manufacturing Equipment
- Excellent Growth Opportunities

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

	2015	2016	2017	E2018	2019	2020	2021	2022	2023
Sales	2,758	2,784	3,698	4,000	4,300	4,600	4,900	5,200	5,600
Gross Profit	1,488	1,407	2,000	2,168	2,335	2,502	2,670	2,839	3,063
% of Sales	54.0%	50.5%	54.1%	54.2%	54.3%	54.4%	54.5%	54.6%	54.7%
EBITDA ^(a)	443	131	736	832	925	1,020	1,117	1,217	1,348
% of Sales	16.1%	4.7%	19.9%	20.8%	21.5%	22.2%	22.8%	23.4%	24.1%

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



Norman (Chip) Langerak
M&A Advisor

Tel: (208) 535-9905
nlangerak@generational.com

Client # 54855

The Company is a metal fabricator and powder coating specialist offering a one-stop shop for custom engineering and design, prototyping, manufacturing, laser cutting and surface finishing for metal projects. The Company currently has three distinct patents. Some of the more notable products include a premium line of site furnishings: Park benches, trash receptacles, picnic tables, bear-resistant containers, commercial tables and counters etc. Revenue is derived from fabrication and installation (62%), site furniture (14%), laser cutting (12%) and powder coating (12%).

The Company's customer base primarily consists of commercial and residential construction contractors, public parks and municipalities, material procurement firms, and job shops located throughout the United States. The Company is headquartered in a 13,500 square foot building which includes a fabrication shop, sand blasting and powder coating space and an office. Management believes the Company has excellent growth opportunities going forward.

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