

# Sales, Service, and Rental of Construction Equipment

Headquartered in Idaho



Est. 2017 Revenue \$4 million | Est. 2017 EBITDA \$242,000



The Company offers a wide range of construction equipment, parts, and accessories; the Company sells both new and used equipment. Specifically, the Company's equipment line consists of excavators, tractor loader backhoes, wheel loaders, skid steers and track loaders, forklifts, manlifts, scrap handlers, trucks, trailers, and other equipment. The Company also sells related parts, and offers maintenance as well as equipment rental services. The Company targets material handling (40% of 2016 revenue), construction (30%), dairy and agriculture (20%), mining (5%), and other (5%) market segments in Idaho (60%), Utah (20%), Wyoming (15%), and Colorado (5%). The Company maintains a database of approximately 520 customers, and over 75% of revenue comes from recurring active customer purchases or rentals. The Company's has 13 full-time personnel including the shareholder. The Company has two separate facilities that provide ample capacity to accommodate substantial growth.

<i>Recast Historical and Pro Forma Statement of Income (\$000)</i>									
	2014	2015	2016	E2017	2018	2019	2020	2021	2022
<i>Sales</i>	4,780	4,149	3,983	4,000	4,400	4,800	5,200	5,600	6,000
<i>% Growth</i>	--	-13.2%	-4.0%	0.4%	10.0%	9.1%	8.3%	7.7%	7.1%
<i>EBITDA</i>	242	294	186	242	282	327	370	412	456
<i>% of Sales</i>	5.1%	7.1%	4.7%	6.1%	6.4%	6.8%	7.1%	7.4%	7.6%

## Investment Considerations

- **Industry Expertise:** In addition to the principal's extensive experience, the Company's key employees also have significant industry and service knowledge. This wealth of experience and expertise provides the Company with a significant intangible asset and advantage over many regional competitors.
- **Superior Name and Reputation:** The Company has a strong reputation for its focus on customer service, offering reliable expertise, and providing high-quality equipment as well as related maintenance solutions; the Company sells KCM, ASV, Kobelco, Terex, Genie, Walton Trailers, Liebherr, and other vendor goods. The Company also supports Allison Automatic Transmissions and Detroit Diesel engines with parts and service.

For more information, please sign the [NDA](#)

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