

Available for Acquisition

Direct Mail Fulfillment Company

Intermountain West

Est. 2009 Revenue: \$3.3 MM

Est. 2009 Recast EBITDA: \$0.2 MM

- Superior name recognition and reputation; 15 years of providing extraordinary service and production of large complex projects
- Proprietary value added services increase pricing power
- Enhanced data processing techniques
- 80% repeat business generated from strong, long-standing clients
- Experienced ownership 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
Sales	2,679	3,210	4,131	3,250	4,000	4,400	4,800	5,300	5,800
EBITDA ^(a)	278	665	745	169	834	935	1,030	1,163	1,289
% of Sales	10.4%	20.7%	18.0%	5.2%	20.9%	21.3%	21.5%	21.9%	22.2%

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



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The Company is a well established direct mail and data processing company; core activities include data & design, production, in-house digital print, and outside print services. The customer base is predominantly gaming and tourism augmented by real estate, financial, ad agencies, non profit and miscellaneous clientele. 88.5% of the Clients are local with 11.5 % from out of state. By offering additional unique services the Company differentiates itself from competitors while enhancing value for customers. The Company is well positioned for continued growth and success.

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