

Available for Acquisition

Heavy Equipment Dealership with Strong Profitability

Intermountain West

Est. 2012 Revenue: \$4.3MM

Est. 2012 Recast EBITDA: \$1.2MM

- **Excellent profitability** - EBITDA has averaged 24.1% of sales over the last three years
- **Superior name recognition and reputation** for providing products manufactured by industry leaders and extraordinary customer service
- **85% repeat business** annually generated from strong, long-standing clients
- **Experienced management and staff** available to remain with new ownership

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

	2006	2007	2008	2009	2010	E2011	2012	2013	2014	2015	2016
Sales	6,899	5,583	2,725	1,871	3,818	3,800	4,300	4,800	5,300	5,800	6,300
EBITDA^(a)	1,736	1,251	627	435	1,015	1,041	1,204	1,373	1,548	1,728	1,915
% of Sales	25.2%	22.4%	23.0%	23.2%	26.6%	27.4%	28.0%	28.6%	29.2%	29.8%	30.4%

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



Arthur Berry
Generational Equity Affiliate

208-336-8000 (Tel)
aberry@genequityco.com

Client # 53538

The Company is a full-service distributor of new and used heavy construction equipment, such as excavators, loaders, and telehandlers. The Company is an authorized distributor for several top equipment manufacturers, and has approximately \$3 million in equipment available for rental. In addition, the Company offers repair and maintenance services, inventories over \$150,000 worth of parts, and has 2 field service trucks available for on-site service.

DISCLAIMER: All information contained in this document has been provided by the subject company to Generational Equity and while believed to be correct has not been verified. Accordingly, Generational Equity makes no representations or warranties as to the accuracy and truthfulness of such information. The recipient hereof acknowledges that Generational Equity shall not be liable for any loss or injury suffered by said recipient in any way connected to the delivery by Generational Equity of this document. At all times Generational Equity and its affiliate network members is an agent for the seller and not for the buyer. **Generational Equity's fees are paid by the seller.**