

Available for Acquisition

Well-Established Custom Steel Fabrication Firm

Confidentiality Link: [NDA 50749](#)

Intermountain West

Est. 2015 Revenue: \$12,000,000

Est. 2015 Recast EBITDA: \$891,000

- Well Positioned for Expanding US Economy
- Superior name recognition and reputation- 45 years of providing excellent capabilities and extraordinary service
- 80% 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)

	2012	2013	2014	E2015	2016	2017	2018	2019	2020
Sales	6,114	9,702	7,540	12,000	13,000	14,300	14,900	15,300	15,600
EBITDA^(a)	(47)	113	447	891	1,006	1,127	1,176	1,205	1,223
% of Sales	-0.8%	1.2%	5.9%	7.4%	7.7%	7.9%	7.9%	7.9%	7.8%

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



Norman (Chip) Langerak
M&A Advisor

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

Client # 50749

Founded in 1970, the Company is a custom structural and miscellaneous steel fabrication company primarily serving industrial and commercial markets. The Company's products and services include structural and miscellaneous steel fabrication, plate work, handrails, stairs, reinforcing steel, and bar joist, which is a small steel truss with wire or rod-web lacing used for roof and floor supports. The Company recently acquired a Mercer Plazma Cutter (\$750,000 installed) and an updated brake press (\$200,000 installed).

Primary customer markets include commercial buildings (50% of sales), high end custom homes (25%), industrial plants (10%), hotels and hospitals (5%), schools (5%) and government buildings (5%). The Company's geographic markets include Idaho, Wyoming, Montana, Utah, Oregon and California. Management believes the Company has excellent growth opportunities going forward. The Company is currently experiencing more demand than at any point in time in the last 10 years.

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.**