

Rock Products Supplier and Stone Quarry

Headquartered in Idaho



2017 Revenue \$3.6 million | 2017 EBITDA \$613,000



The Company is a rock products manufacturer. Services include stone crushing, trucking, gravel sales, equipment hire, and gravel delivery. Typical contracts each generate between \$300,000 and \$400,000 in revenue, depending on the work being completed and the duration of the job. The customer base mainly consists of large-scale forest product companies as well as local, state, and federal government agencies. The Company has developed a customer list of 350 active accounts in the geographic region. The Company operates from a shop and external stone quarry. The building and quarry is expected to 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>	3,687	2,560	3,129	3,600	3,800	4,000	4,200	4,400	4,600
<i>% Growth</i>	--	-30.6%	22.2%	15.0%	5.6%	5.3%	5.0%	4.8%	4.5%
<i>Gross Profit</i>	781	723	1,009	950	1,003	1,056	1,109	1,162	1,214
<i>% of Sales</i>	21.2%	28.3%	32.2%	26.4%	26.4%	26.4%	26.4%	26.4%	26.4%
<i>EBIT</i>	114	28	101	280	178	153	333	514	567
<i>% of Sales</i>	3.1%	1.1%	3.2%	7.8%	4.7%	3.8%	7.9%	11.7%	12.3%
<i>EBITDA</i>	447	408	694	613	662	712	762	814	867
<i>% of Sales</i>	12.1%	15.9%	22.2%	17.0%	17.4%	17.8%	18.1%	18.5%	18.8%

Investment Considerations

- **Backlog of Signed Contracts:** Management estimates a contract backlog of \$2.2 million, which is projected to be realized as revenue by fiscal year end 2017.
- **Heavy Equipment Base:** Over its history, the Company has developed a strong asset base of machinery, equipment, and vehicles; allowing multiple projects to be reliably and quickly finished. Management cites a fair market value for Company's machinery and equipment of over \$3.7 million.
- **Highly Profitable Niche Business:** The Company's average historical profit margin, as measured by EBITDA (16.8%), is higher than that of other companies in the industry (12.5%).

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

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