

Structural Steel & Misc. Metal Fabrication Company

Service Market focused on Commercial Construction Projects

2017 Revenue \$21.4M Midwest US 2017 Adj. EBITDA \$5M

Investment Highlights

- **Outstanding Name and Reputation:** The Company has a long-standing (since 1983) reputation for quality products, design, and service.
- **Market Presence:** Company is a leader in their industry with a proven track record of success. They are increasing market share and brand reputation.
- **Product & Service Diversity:** The one-stop offering, and broad array of products and services have created an 75% annual repeat business rate.
- **Recurring Revenue:** Company has longstanding working relationships with major Commercial Construction General Contractors. Most Company sales (70%) are with their recurring GC's.
- **Fabrication & Equipment Technology:** Company utilizes the latest in fabrication and welding equipment, software, and technologies. These technologies allow Company to be a market leader providing high quality precision products with greater efficiency and profitability.
- **Barriers to Entry:** There are significant barriers to entry in this industry, where Company has 35 years of experience and customer relationships. There is a low threat of new entrants in this market. The significant capital investment to purchase fabrication and welding equipment, establish relationships with suppliers and customers and hire an experienced employee base and management team is a significant barrier to entry for new competitors.
- **Experienced Personnel:** Company has an experienced and tenured team averaging 15 years with the company and can work in a self-managed work environment.
- **Facility:** The Company's approximately 10-acre campus with 134,000 square feet of production facilities is fully equipped and ideally suited to meet the demands of its end-user customer market.
- **Expansion:** The Company's campus contains room for expansion on site for organic growth or Company can be used as a platform to grow through acquisition.

Investment Opportunity

The Company is a Structural Steel & Misc. Metal Fabrication Company serving the Commercial Construction Industry throughout the US.

The Company was founded in 1983, by it's current President and is located centrally in the Midwest. Their satisfied clients include international attractions, major construction and development companies, competitors, and manufacturers.

Company represents a great opportunity to acquire a premier turnkey Steel & Misc. Metals Fabrication company with a proven business model and a strong track record profitability. Management is confident that Company is well positioned to leverage its well-earned reputation to pursue growth beyond the projections presented herein. The Company's strong client relationships, comprehensive capabilities, and long-standing reputation present bullish opportunities to increase market share and profitability.

Growth Opportunities

The Commercial Construction Industry is growing and healthy. Company is positioned well within this industry and has a huge capacity and ability for exponential growth. Company has a strategic growth plan for acquirers to increase sales to \$36M within 5 years.

Company has state-of-the-art facilities and equipment such as Cranes, Lifts, Handrail Equipment, Drilling & Machining Equipment, Peddinghaus & Voortman Equipment, Trucks & Trailers, Sanding & Painting Equipment, and much more. Company currently is only running one shift and there are growth opportunities to expand by running this equipment for 2-3 shifts.

Company's capacity will provide strategic acquirers additional production capabilities, new customers and suppliers, and fabrication & erection expertise. Financial acquirers will have a sustainable and growing company with a defensible position in an industry that will, by necessity, have an extended and profitable future. International acquirers can buy Company and have an instant foot-hold in this lucrative market.

For more information regarding client #: **18108** please contact:

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