

FRAC SAND TRANSPORT, OFF-SITE STORAGE, TRAINLOAD SERVICES, ON-SITE PROPPANT MANAGEMENT, AND MORE



Top-tier client base & growing presence in the Bakken
Seller willing to remain for transition period



2011 Revenues: \$17.0MM Location – Rocky Mountains & Bakken 2011 EBITDA: \$2.2MM

This Company provides dry bulk transportation, logistics, and storage services primarily for top tier oil and gas exploration and production companies. With centrally located facilities and 24/7 dispatch, the Company's operations in ND, WY, CO, and MT provide frac sand transport, off-site storage, trainload services, on-site proppant management, and more.

Why Should You Buy This Business?

- ★ **Acquire a Market Leading Company Serving Multiple Growth Markets:** With exposure to major oil and gas fields, including the Bakken, Powder River, Green River and North Park, the Company is extremely well positioned in growth markets.
- ★ **Expand into a New Geographical Region:** Turnkey operation with experienced workforce and decade-plus long tenure of many of the key management. Two of the owners will remain for a transition period or longer.
- ★ **Tap into a Revenue Stream from Top-Tier Customers:** The Companies' excellent operational efficiency allows it to attract revenue from multiple geographic markets and several top-tier customers.
- ★ **Enter the High Growth Bakken Market** via a well-established market leader with owned operational assets ready for expansion: 38 acres; **railroad spur**, warehouse, shop, 10-person man camp, bathhouse, 68 silos (room for 1,500), truck scale, 18-space trailer care.
- ★ **Gain Transferability to other Geographic Markets:** With a strong reputation in its current markets, the Company's services can easily be transferred to other markets.
- ★ **Enjoy Increasing Revenue and EBITDA & a Healthy Balance Sheet:** Historical revenue increased from \$11.3 million in 2009 to \$17 million in 2011. Further, EBITDA as a percentage of sales increased from 7.2% in 2009 to 12.9% in 2011. Working capital increased from \$374 thousand to \$2.0 million over the past three years.

A TREMENDOUS OPPORTUNITY TO ACQUIRE A WELL-ESTABLISHED & WELL-RUN BUSINESS POISED FOR GROWTH!

Company Highlights

Solid Foundation: Started in 1997 the Company is extremely well established and known to provide quality services to its diverse set of clients.

Location: The Company has recently expanded into North Dakota and experienced growth from the Bakken Shale, with North Dakota contributing approximately 35% of total sales.

Aligned Services: Two years ago the Company added storage to enhance its value-added services to their customers, resulting in a growing, diversified revenue source.

Top Tier Oil & Gas Companies: Positively, two-thirds of the Company's revenue comes from top tier oil and gas companies that have exhibited strong sustainability over decades of operations.

Obtain a Strong Base of Assets and Facilities: Recently built facility in North Dakota and average fleet age of 5.5 years.

THIS COMPANY REPRESENTS A UNIQUE OPPORTUNITY FOR A BUYER TO ACQUIRE A STABLE & REPUTABLE OPERATION
IN DESIREABLE MARKETS WITH SIGNIFICANT INTANGIBLES & GROWTH PROSPECTS.