## Oil & Gas Field Maintenance and Services Company-Extensive and Diverse Services for a Competitive Edge

## Est. 2014 Revenue- \$8.16 Million Est. 2014 EBITDA- \$2.64 Million

The Company operates as a general maintenance contractor primarily for the local natural gas industry. The Company operates from a 7,576 square-foot office and storage facility to serve its current customer base of 12 accounts.

The Company's largest and most loyal customer is Enterprise Products Company ("EPCO", approximately 93% of estimated 2010 sales). The EPCO family of companies is one of North America's largest midstream energy networks, providing services to producers and consumers of natural gas, natural gas liquids (NGLs), crude oil, refined products, liquefied petroleum gases (LPGs), and petrochemicals.

In July 2002, an "evergreen" contract was signed, making the Company the preferred contractor of field maintenance services for EPCO's activities in the XXX Basin. Although this is not an exclusive agreement, management believes the Company has a competitive advantage due to its diversified and full-service capabilities.

An impressive fixed asset base consists of a variety of operating equipment, rolling stock, and office equipment. The Company currently owns a large variety of pick-up trucks (34), several tractors/trailers, forklifts, a dump truck, backhoes, and many other pieces of equipment and shop tools.

Through an experienced management team and employee base of 19 full-time workers, the Company is uniquely positioned for impressive growth. The shareholders have created a culture and environment that is forward thinking, and the Company has the ability to ascend beyond its current state with a new owner.

## **Company Highlights**

- Line of business: The Company is a dynamic and growing provider of land clearing services including backhoe services, sandblasting and painting, plant and pipeline insulation, pipe fitting, environmental clean-up, fence building, brush clearing and location clean-up, and many related services.
- **Customer agreement:** Since Company inception in 2002, the Company has had an Evergreen contract with Enterprise Products Company for all land clearing/maintenance services for EPCO's activities in the XXXX Juan Basin.
- **Repeat business:** A comprehensive array of land clearing and maintenance services results in an estimated 95% rate of repeat business and helps ensure continuity of operations.
- **Comprehensive equipment base:** SFS's list of operating equipment includes a large variety of pick-up trucks (34), several tractors/trailers, forklifts, a dump truck, backhoes, and many other pieces of equipment and shop tools.

For further information regarding **Client #81101** you are invited to contact:

