



## CONFIDENTIAL EXECUTIVE SUMMARY

Profile #261800

**TYPE:** Best-in-class fabricator and installer of granite, marble and other materials for mid- to high-end commercial and residential properties. 98% customers B2B.

**LOCATION:** Western United States

**DESCRIPTION:** 2007 revenues \$53+ million; \$8+ million adjusted EBITDA. Rapidly-growing platform ready for next level of management to leverage identified new markets and acquisitions. This excellently managed company provides value-added B to B design, product, fabrication and installation services of flooring, countertops, cabinets and window fashions. Products include granite, marble, tile, stone, custom rugs and carpets, wood, vinyl and laminate. Products are installed in new homes as well as new and renovated multi-family apartments. The Company has gained market share despite a decrease in new housing starts. Improvements to management and sales personnel, focus on operating efficiencies, and new market opportunities all have combined to significantly increase sales and profits.

**POTENTIAL:** The Company is well-positioned for the next level of growth. Additional growth can be realized with three to four new sales personnel, expansion into new markets and products already identified. Favorable long-term population growth in the Company's home markets will maintain strong demand. There are profitable segments of the core markets the Company has not yet approached. Management estimates that these initiatives can add approximately \$30 million to sales. Acquisition targets have been identified and can be adapted to the Company's high-margin operating model. Footprint can be reproduced in other markets for more significant growth.

**FACILITIES:** The Company's facilities comprise 100,000+ sq. ft. of showroom, warehouse and production space.

**EMPLOYEES:** The Company employs approximately 200 employees. Owner anticipates operating management and employees will remain with the Company after the sale.

**HISTORY:** The Company has been in business for 40+ years and is an S corporation.

**OWNERSHIP:** Seller will consider a strategic management role with a minority position.

**FINANCIAL:** The Company financials are audited.

	2005	2006	2007
Revenue (\$ mil)	40.0+	57.7	53.0+
EBITDA (adjusted) (\$ mil)	0.4+	6.9	8.0+

**PRICE:** Indications of interest are being considered.

**REASON:** Company is ready for the next level of growth.

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