



Profile #270300

CONFIDENTIAL EXECUTIVE SUMMARY

TYPE: Best-In-Class Structural Steel Fabrication and Installation

LOCATION: United States

DESCRIPTION: **2007 revenues \$24.6 million; \$2.6 million adjusted EBITDA.** This Company has an excellent management team with an absentee owner. The Company fabricates structural and miscellaneous steel for commercial, industrial, retail, medical, and government construction projects throughout its multi-state market. Their capabilities include detailing, fabrication, installation, and complete project management, providing all products used in steel construction. They are certified by the AISC (American Institute of Steel Construction). Their Detailing Department identifies design flaws and potential field problems before steel is fabricated for a project. The Company's experienced staff, investment in the latest technologies, and quality control standards all contribute to its success.

POTENTIAL: Commercial construction is expected to remain strong throughout the Company's multi-state market for the next several years. The Company expects to achieve revenues of \$20-22 million or more in 2008, with higher profitability as measured by both EBITDA and EBITDA margin. A new owner can potentially increase sales in the Company's home state by as much as 50% by adding additional skilled shop employees. The Company can increase revenues to approximately \$30 million in its present facilities. Acquisition opportunities can also be explored to further increase sales and profits. Several other steel fabricators in the Company's home state may be possible acquisition targets.

FACILITIES: The Company's facilities are owned by the Seller through a separate entity. The Company leases the facilities at a market rate. Facilities encompass 70,000+ sq ft of under-roof fabrication space, 10,000+ sq ft of office space, 25,000+ sq ft of raw materials storage area accessible by overhead cranes, plus an additional 7+ acres of material storage area.

EMPLOYEES: The Company has approximately 80 employees including the owner. Owner anticipates operating management and employees will remain with the Company after the sale.

HISTORY: Company has been in business approximately 30 years and is an S-Corporation.

FINANCIAL: The Company's financials are audited for FYE 9/30/07; reviewed in prior years.

	Internal 03/31/08 (6 mos)	Audited 2007	Reviewed 2006	Reviewed 2005	Reviewed 2004
FYE 9/30 (\$mil)					
Contract Revenue	\$ 12.0	\$ 24.6	\$ 16.7	\$ 16.9	\$ 12.7
EBITDA (adjusted)	1.8	2.6	2.2	1.7	.5

PRICE: Indications of interest are being considered.

REASON: Owner wishes to plan for his retirement.

Seller is represented exclusively by Aaron, Bell International, Inc. (ABI). All information is strictly confidential, provided by the Seller, subject to change or removal from the market without notice and not warranted by ABI. This information is NOT to be distributed to any third party. All contacts with company or their employees must be approved by ABI in advance. For additional information, please contact:

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