



Profile #280900

CONFIDENTIAL EXECUTIVE SUMMARY

TYPE: Value-Added Commercial/Industrial Diesel Fuel Services and Distribution

LOCATION: Central United States

DESCRIPTION: **Rapidly-growing potential platform ready to leverage identified new markets and acquisitions.** The Company provides direct-to-user diesel fueling services for unique, critical, and time-sensitive commercial/industrial applications. It offers niche distribution and value-added services such as on-site fuel tanks, fleet fueling, diesel fuel testing & filtering, and emergency back-up generator monitoring & filling, with long-term contracts creating recurring revenue. Customers include hospitals, commercial office centers, disaster recovery companies, commercial & service vehicle fleets, construction contractors, and state and local governments.

POTENTIAL: **The Company is well-positioned for the next level of growth.** Management has identified several organic growth initiatives to expand the Company's fleet fueling, on-site truck-to-truck fueling, disaster recovery fueling and equipment services, and emergency back-up generator services. The emergency back-up generator program includes fuel monitoring, age and quality testing, "keep full", and priority disaster fueling services, providing a monthly recurring revenue stream that can be expanded significantly. The Company intends to open a new branch in another market; additional opportunities exist for further geographic expansion organically and through acquisition.

FACILITIES: Company facilities comprise approximately 13,000 square feet on 3 acres. Equipment includes transportable on-site fuel tanks, bobtail trucks, medium-duty fueling trucks, tank delivery vehicles, tractor and transport tanker, lube trucks, and pick-up trucks.

EMPLOYEES: The Company has approximately 32 employees, excluding the shareholder. Key management will remain with the Company. Owner will consider a minority position.

HISTORY: The Company has been in business for 10+ years and is an S-Corporation.

FINANCIAL: The Company's financials are available with audit upgrade.

(\$ millions)	2008 Forecast	Oct 2008 YTD (10 months)	2007	2006	2005
Total Revenue	60.4	54.2	33.5	23.4	21.8
EBITDA (unadjusted)	9.7	8.3	2.3	2.4	2.0
EBITDA (adjusted)	11.0	9.5	3.2		
Disaster Revenue	16.3	16.3			
Disaster EBITDA	6.8	6.8			
Revenue (normalized)	44.1	37.9	33.5	23.4	21.8
Adj. EBITDA (normalized)	4.2	2.7	3.2		

PRICE: Indications of interest are being considered.

REASON: Company is ready for the next level of organic growth and acquisitions.

Seller is represented 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 without the advance written approval of ABI. All contacts with company or their employees must be approved by ABI in advance. For additional information, please contact:

Daniel Braiman, Managing Director
dbraiman@aaron-bell.com