



Acquisition Opportunity

FULL SERVICE COMMERCIAL GLASS & GLAZING CONTRACTOR

Business Description:

The ISO Certified Company is a full-service glass and glazing contractor. The Company specializes in the design, fabrication, and installation of high performance glass curtain walls and aluminum composite panels. The lengths of contracts vary but are typically less than one year and are performed under fixed price contracts. The Company's state of the art equipment and latest technology deliver the highest quality products and services available. The Preglazed Unitized Curtainwall System is tested to withstand Tornado F5, Hurricane Cat 5, Bomb Blast, and currently is being certified for Earthquake protection. The Composite Panel patented product is impact resistant (to Missile E). This patented Panel product can also be installed over Continuous Insulation making it the most energy efficient option available to meet increasingly tightened energy requirements. Many architects have specified these proprietary products on very large commercial and public projects. The shareholders are supported by 130 – 175 full-time non-unionized employees. The shareholders believe that growth can accelerate with better access to capital, marketing, and distribution channels.



Distribution: The Company maintains a client base of prominent general contractors with over 86% of sales coming from repeat customers. The company has completed a variety of high-profile projects with complex unique designs, including: airports, colleges and universities, hospitals and healthcare facilities, museums, hotels, condominiums, and other multi-story facilities.

Operational Strengths: The Company enjoys an impressive long-standing reputation and brand recognition for installing a wide range of proprietary, high quality, commercial, wall cladding products for use in any type of commercial or public building. ***Intellectual Property:*** The Company holds a variety of intellectual property including: three patents (one Shelter Curtain Wall and two Composite Panel products), proprietary equipment, software, and trademarks. The patented products have passed the most rigid tests, are certified, and may be sold on a national or international basis. Products may be installed by other companies. ***Critical Mass:*** The Company's estimated sales of \$17 million for 2016 will be attractive to buyers looking to establish a foothold, to increase market share, or to sell products.

The Transaction: The shareholders are available to assist new ownership during a transition period.

Financial Summary				
	2017 Est by Seller	2016 Est. by Seller	2015	2014
Revenue	17,900	17,000	14,690	14,918
Adjusted EBITDA	3,801	3,512	2,330	2,230

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Southeast US	Reviewed	Yes	82	1793

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