



Acquisition Opportunity

## Insulation and Scaffolding Contractor



**Business Description:**

The Company is an Industrial contractor specializing in the Industrial, Marine & Commercial insulation with broad capabilities. It is a premier contractor for insulation and related scopes (fireproofing, coatings, refractory, abatement, etc.) serving in both open-shop and discrete union environments. Company was incorporated in over 40 years ago and has continually expanded and diversified our services to become a leading full-service specialty contractor. We have successfully completed more than 3,400 projects, ranging from small call-out jobs to multi-million dollar grassroots projects.

**Distribution:**

Quick mobilization is another of Company's strengths. We own our fleet of trucks, equipment, and mobile trailers and seldom have to rely on rental equipment. With three U.S. locations and another three locations abroad, Company is strategically poised to respond to our client's needs anywhere in the world.

**Operational Strengths:**

Company has thrived in this volatile industry because of our continuity of upper management. Our management team maintains a hands-on approach and promotes a corporate philosophy that emphasizes the continuous cross training and empowerment of employees. The effectiveness of this approach is evident in our employee retention record. An example of this is that all of our field supervisors have been with the company a minimum of five years. Numerous others have been with the company since its inception.

**The Transaction:**

Seller can be a platform company or strategic acquisition for the insulation industry. The seller is looking for a buyout and is willing to stay during a transition period as needed.

Financial Summary			
	<u>2015 Est by Seller</u>	<u>2014</u>	<u>2013</u>
Revenue	\$26 million	\$17.1	\$17.1
Adjusted EBITDA	\$3.5	\$500k	\$100K

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
South Central	Audited	Yes	41 Years	5033,1389,9224

**Direct All Inquiries to:**  
**Gottesman Company**  
**Refer to: S-2769-3 DWF**  
**Tel: 212-330-8010 Fax: 646-434-4557**  
**E-mail: [office@gottesman-company.com](mailto:office@gottesman-company.com)**

1/25/16

**Gottesman Company – 200 East 71<sup>st</sup> Street – New York, NY 10021 [www.Gottesman-Company.com](http://www.Gottesman-Company.com)**

*This document is confidential and contains proprietary information belonging to Gottesman Company. It is unlawful to reproduce or distribute without express written consent of Gottesman Company. No warranties or representations are made in connection with the information provided herein. Gottesman Company is an M&A Business Broker, whose mission is to locate opportunities and introduce participants.*