



Industrial Material Manufacturer

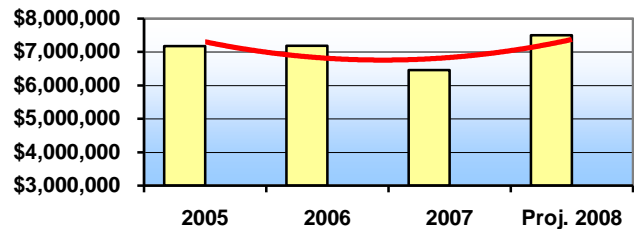
Offering #: 1189
Location: Western U.S.
Reason for Sale: Retirement

Business Type: Refractory
Structure: S Corporation
Management: Transitioning

Acquisition Highlights:

- **Dominant Market Share**
- **High Barriers to Entry**
- **World Renowned Brands**
- **Mature/Steady Industry**
- **Top Name Customers**
- **#1 in quality of source product**

Revenue Summary



Business Synopsis:

United M&A offering #1189 (Company) was founded in the 1950s and manufactures refractories used to line kilns in the primary glass and steel industries. Resources come from Company owned mines, providing a consistent quality controlled supply of raw materials while limiting the effect suppliers have on costs. Company products are custom made to order, limiting the amount of required inventory. Obsolete inventory is easily recycled into new product, further reducing costs.

Company patented and trademarked products are world renowned. The Company's proprietary formula and unsurpassed quality give it an exceptionally strong competitive advantage. Barriers to entry in its market are very high, ensuring low competition and continued success. Industry leading quality and proprietary processes have allowed the Company to achieve a significant market share in its product category. The Company targets top name customers who control the majority of their respective industries and maintains a good relationship with each of these customers. Employee turnover is almost nonexistent, due to competitive wages and benefits. Labor employees are members of the United Steelworkers Union who provide a qualified, reliable workforce. Offering #1189 is an excellent business opportunity for an acquirer that is seeking a company with a strong competitive advantage in the raw materials and manufacturing industries.

Financial History: *(all in USD 000's)*

Year	2006	2007	YTD 9/2008
Revenue	\$ 7,185	\$ 6,461	\$6,149
Gross Profit	\$ 3,665	\$ 3,167	\$3,445
Adjusted Expenses	\$ 1,972	\$ 1,981	\$2,230
Adjusted EBITDA	\$ 1,549	\$ 1,185	\$1,215

Source: 2006, 2007 – Federal Tax Returns. YTD 2008 – Internal Financial Statements.

For Further Information Contact:

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