

Recycled Plastic Lumber Company

Northern California, US

NDA Link: [NDA 61570](#)

- **Strong Customer Relationships:** The Company has strong ties to clients due to its industry expertise and excellent customer service.
- **Product Selection:** Premium Structural and Industrial Lumber, Decking, Railing and Sheet Goods.
- **Complementary Services:** The Company offers related project design, engineering, Material Estimate, fastener selection, and other complementary solutions.

Recast Historical and Pro Forma Statement of Income^(a)

For the Fiscal Years Ended December 31

(\$000)

	Historical			Est.	Projected				
	2017	2018	2019	2020	2021	2022	2023	2024	2025
Sales	1,956	3,771	14,344	17,500	5,000	5,700	6,400	7,000	7,700
% Growth	--	92.8%	280.4%	22.0%	-71.4%	14.0%	12.3%	9.4%	10.0%
Gross Profit	405	444	2,826	4,375	750	855	960	1,050	1,155
% of Sales	20.7%	11.8%	19.7%	25.0%	15.0%	15.0%	15.0%	15.0%	15.0%
EBIT	166	239	2,532	4,003	488	567	648	717	796
% of Sales	8.5%	6.3%	17.7%	22.9%	9.8%	9.9%	10.1%	10.2%	10.3%
EBITDA	169	248	2,550	4,013	497	578	659	728	808
% of Sales	8.6%	6.6%	17.8%	22.9%	9.9%	10.1%	10.3%	10.4%	10.5%

*2019 and 2020 revenues were due to a large single customer contract



Headquartered in California, the Company sells maintenance-free recycled plastic lumber products, including structural, premium, industrial, sheet, and other goods. The Company's Custom Boardwalk Plank is a proprietary solution, and trademarked. The Company offers the largest selection of colors, sizes, and grades available in the market. In addition, the Company sells outdoor furniture, including benches and seats, chairs, tables, picnic tables, planter boxes, trash receptacles, and miscellaneous site amenities. The Company also offers related project design, engineering, Material Estimate, fastener selection, and other complementary



solutions. Overall, the Company operates through five internal profit centers: plastic lumber (82.0% of 2019 revenue), custom pultruded parts (10.5%), furniture (5.5%), sheet goods (1.0%), and custom hardware and fasteners (1.0%) sales.



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