

# AVAILABLE FOR ACQUISITION

## Residential & Commercial Truss Manufacturer

Operating in a High-Growth Geographic Market

**U.S. Region**  
Mountain

**2021 Est. Revenue**  
\$18,000,000

**2021 Est. EBITDA**  
\$6,104,000



The Company is a manufacturer of metal plate connected wood trusses for builders and contractors in the residential and commercial construction industries. The Company's core product lines include roof trusses, floor trusses, and hangers. The Company strives to offer the best value, and not necessarily the lowest cost, by providing a quality truss that can be installed without issues. For almost six decades, the Company has been the trusted provider for residential and commercial builders in its market area. Its 200 active builder accounts generate 90+% repeat business annually. The Company operates from a 66,000 square-foot facility leased from a related party.

### **Investment Considerations:**

**Long-Standing Business with an Excellent Reputation:** This nearly 60-year-old Company is known for being an exceptional truss manufacturer. Its longevity in the market is attributed to its ability to retain loyal customer accounts and gain new customers.

**Established Client Relationships:** The Company's client relationships are firmly established and very profitable. Customers are willing to pay a premium in exchange for the Company's reliable products.

**Excellent Operations and Company Structure:** As evidenced by its long-standing history, client relationships, supplier relationships, profitability, and operational fluidity, the owners have built a solid foundation and systems to successfully facilitate the Company's long-term growth.

**Strong Earnings History:** The Company maintained an average 32.1% EBIT (earnings before interest and taxes) and 33.4% EBITDA (earnings before interest, taxes, depreciation, and amortization) margin during the historical period.

**High-Growth Geographic Market:** Despite a global pandemic, there is no indication of a slowdown in residential construction activity in the Company's market. The Company's sales grew 7.7% compounded annually from 2018 to 2020 and are projected to increase another 19.1% in 2021.



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**Client # 64560**  
**Confidentiality Link: [NDA 64560](#)**

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