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## **REPAIR, SERVICES, SALES OF VARIOUS INDUSTRIAL EQUIPMENT Mountain USA**

This offering includes two complementary businesses: one entity services and sells a wide range of air compressors, pneumatic tools, and hydraulic equipment; the other manufactures and sells its own branded line of high tonnage jacks and related parts. The Company's air jack line, with capacities up to 150 tons, is one of the most reliable lifting units on the market today and is primarily used in the removal, disassembly, and repair of heavy-duty machinery.

Other product lines include air compressors; hydraulic pumps, motors, and cylinders; water pumps; lubrication equipment; lifting devices; drills and tools. Together, the companies yield synergies in customers, markets, and services. Both sell to the mining, construction, and railroad markets, with high levels of recurring revenue.

On a combined basis, approximately one-half of total revenue is generated from repairs, one-quarter is generated from the sale of the Company's own lifting devices, and the balance is generated from the sale of other manufacturers' equipment, labor, freight, and other sales.

### **Investment Considerations:**

#### **Established Business with a High Reputation:**

For over 30 years, the Company has been the go-to source for mining and industrial equipment repairs and service in the Mountain region.

#### **Brand Name Products:**

Besides high name recognition of its own high tonnage jack line, the Company is an authorized dealer of 40+ other leading manufacturers' brands and can source or repair substantially any industry product.

#### **USA Made Product:**

The Company manufactures the bulk of its own parts in-house, providing customers with an all USA-made heavy-duty lift line, and the best lead times on parts and manufactured components.

#### **Synergies:**

The Company's repair/rebuild lines of business, and its equipment sales lines, provide ongoing opportunities with each customer, and the ability to compete in any mining, construction, railroad, or other industrial market.

#### **Strong Distributor Network:**

The Company has 100+ distributor/service center accounts considered active/recurring, with pricing targeted to allow for significant margin and discounting flexibility to the reseller.

#### **Recurring Revenue:**

The Company regularly receives unsolicited work and has an 80% to 90% rate of repeat/recurring customer revenue.

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