

Company 2
EBITDA, EBITDA margin, and EBITDA return on capital invested
From 2005 through 2017

Keys to success:

- > Three pillars -- safety, quality, and service
- > Growing stronger relationships with customers
- > New customers with mix of high volume and high margin
- > Stop unprofitable product lines and add new large potential lines
- > Increased direct labor to reduce material costs
- > Keeping overheads and admin lean

