

Opportunity

BN000047957 – Instrumentation, Calibration, and Process Automation Controls Company

Location: Northeast, US



BENCHMARK
INTERNATIONAL

The company offers a wide range of services primarily for water control systems. The services include full-service supervisory control and data acquisition (SCADA) and process automation, instrumentation repair & installations, equipment calibrations, emergency service & troubleshooting, and design & consultation services.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 11.4% and 116.7%, respectively, from 2020 through 2023
- Averaged over \$5.5 million in revenue from 2020 through 2023
- An estimated \$3.2 million in secured backlog as of January 20, 2024
- The company has diversified into five distinct revenue streams, with the largest accounting for 55.7% of overall revenue

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Internal	\$4,646	\$112
12/31/2021	Internal	\$5,011	\$405
12/31/2022	Internal	\$5,950	\$712
12/31/2023	Internal	\$6,418	\$1,144

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

Paul Manry
pmanry@benchmarkintl.com

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Opportunities

- Expand further into complementary sectors such as manufacturing, agriculture, and food & beverage to provide opportunities for companies to offer specialized water and wastewater solutions
- Begin offering engineering services to help facilitate more involvement in large design & build projects with customers
- Capitalize on stringent environmental regulations, requiring water facilities to constantly upgrade and maintain their systems
- Expand calibration work to new markets as well as adding in-house bench calibrations

Headquartered

- Northeast, US

Current Markets

- The company primarily serves municipal water & wastewater treatment facilities, private water treatment plants, groundwater remediation facilities, and industrial manufacturing plants throughout the Northeastern US.

Real Estate

- The company operates from a 10,000 sq. ft. facility leased from an affiliated entity. There is room to grow in the current location, with ownership willing to include the facility in the sale or lease it long-term.

Shareholder Objectives

- The company is owned by three shareholders. After many years in the industry, the two largest shareholders would like to pursue retirement. The remaining shareholder wishes to remain with the company following a sale but is open to various deal structures.

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