

# Industrial Electrical and Controller Manufacturing Business





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The year-over-year growth projection for 2021 is \$1.25 million in gross sales, reflecting a 25% increase, with profits of \$253,000. Located in Kansas, this listing specializes in the design and manufacturing of electrical equipment, including industrial controllers, sold to master distributors, OEMs, and dealers. Operating since the early 1990s, the company offers a wide range of materials and services to a large customer base of end-users throughout North America, including Canada and neighboring countries. The business has a strong focus on the construction industry, offering a variety of customizations and a diverse inventory, historically generating sales of up to \$3 million.

The expansive 18,000 square foot administrative facility features reception spaces, an open conference room, several offices, as well as production and storage areas. The property is in excellent condition and offers expansion capabilities, all included in the asking price of \$400,000. The seller is assisted by an experienced team of fifteen non-union employees who are willing to stay on post-acquisition. Additionally, the seller is open to an extended transition period of twelve to 24 months.

With a focus on product advancements, there are new opportunities for growth, particularly in diversifying the engineering team, including the addition of a CAN Bus Designer. In addition to their current social media outreach and referral sources, marketing avenues are available through recent website developments and direct advertising programs.

In the previous year, the company achieved a revenue of \$1,061,621, with discretionary earnings of \$78,730. Other deal structures can be negotiated

### TARGET PRICE

\$1,700,000

### GROSS REVENUE

1061621

### EBITDA

TBA

### BUSINESS TYPE

Manufacturing

### ESTABLISHED

1991

### COUNTRY

United States

### BUSINESS ID

L#20230569

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