

# FOR SALE: Leading Industrial Engineering Service Company

Automation, Controls, and Operational Technology Solutions Provider with 60 Year History

<b>Asking Price:</b>	\$ 2,780,000		
<b>Revenue:</b>	\$ 2,502,875		
<b>Adj EBITDA:</b>	\$ 650,197		
<b>FF&amp;E:</b>	\$ 265,000	<b>Included:</b>	Yes
<b>Working Capital:</b>	\$ 250,000	<b>Included:</b>	Yes
<b>Real Estate:</b>	Owned	<b>Included:</b>	No
<b>Asking Price:</b>	\$ 200,000	<b>Size:</b>	2,280 SF
<b>Employees:</b>	7 FT (including 2 owners)		
<b>Location:</b>	Ohio		



**Business Summary:** NEO Business Advisors represents a leading industrial engineering service company with a rich 60 year history, evolving from a traditional electrical contractor into a premier provider of automation, controls, and operational technology solutions. The company serves a diverse range of industries including water and wastewater, food and beverage, automotive, metals, and chemicals. Its comprehensive service offerings span electrical and mechanical system design, PLC/SCADA integration, UL 508A panel fabrication, power distribution, lighting, VFDs, and energy-efficient installations. Engineering and project management teams work closely with clients to develop custom solutions that optimize performance and improve system reliability. The business also provides local support with a 24-hour response service department, ensuring minimal downtime and long-term customer satisfaction. Headquartered in Ohio, the company is well-positioned for continued growth and expansion serving the broader Great Lakes and Midwest regions. Its reputation is built on deep industry expertise, technical innovation, and a commitment to quality and safety. The company benefits from long-term relationships with a loyal customer base, many of whom have recurring service and support needs that generate predictable revenue. With consistent profitability and strong gross margins, this business represents an exceptional acquisition opportunity for an individual or strategic buyer. An individual buyer with the right experience could step into the owner's shoes while a strategic buyer could capitalize on opportunities to grow market share, expand geographic reach, enhance service offerings, and leverage an experienced, highly skilled workforce.

## Financial Overview:

	2022	2023	2024
<b>Revenue</b>	\$2,058,286	\$2,036,564	\$2,502,875
<b>Adj EBITDA</b>	\$382,009	\$361,788	\$650,197
<b>% Margin</b>	18.56%	17.76%	25.98%

**Furniture, Fixtures, and Equipment (FF&E):** FF&E of \$265,000 is included in the asking price including a well-maintained fleet of installation and field service vehicles, an extensive inventory of tooling, up to date computer systems, office furniture, and shop fixtures.

**Working Capital:** Inventory, Accounts Receivable, and Accounts Payable are included in the asking price as part of a normal level of Working Capital of \$250,000 with the final sale price to be adjusted up or down for actual amount of Working Capital at time of closing.

**Real Estate:** Real Estate is owned by the Company and available for sale or lease with the business. Estimated value is \$200,000 not included in the Asking Price of the business. The building is approximately 2,280 SF of manufacturing and office space.

**Growth and Expansion:** The owners have enjoyed consistent sales and profitability from their well-established customer base with a mix of recurring contract revenue and project-based revenue. Over the years, they have added additional services and certifications that have fueled growth which a buyer could further promote and capitalize on through the development and implementation of a strategic sales and marketing plan, improved SEO, and digital advertising. Integrating the company into a larger organization would significantly improve margins as overhead expenses would be reduced or eliminated.

**Reason for Selling:** The owners are seeking a sale as part of retirement planning and looking for the right buyer to continue the legacy of what they have built ensuring a stable future for their employees and long-standing customers.

**Support & Training:** The owners are willing to stay on for a reasonable time after a sale to ensure a smooth transition. Four weeks transition training is included in the asking price with any more long-term transition or consulting role to be negotiated at mutually agreeable terms and compensation.