

# Acquisition Opportunity

## Scientific Instruments Designer & Manufacturer

New England Region, US

Est. FYE April 2019 Revenue: \$3.2MM

- **Superior Name and Reputation:** The Company has a long-standing (64+ years) reputation for providing quality products, reliable expertise, and superior customer support.
- **Strong Customer Relationships:** The Company has strong ties to clients due to its reputation for customization and excellent customer service.
- **Diversified Customer Base:** The customer base is diverse as no one account represents more than 9.5% of revenues in a given year.
- **Proprietary Expertise:** Many of the Company's key employees and managers have long histories in the industry. This wealth of experience and expertise provides it with a significant intangible value and advantage over many competitors.
- **Modest Ongoing Capital Investment Requirements:** Management does not expect a significant investment in capital assets to be required over the pro forma period. Going forward, management anticipates capital expenditures to average only \$15,000, indexed for inflation, per year for various equipment purchases and leasehold improvements.
- **Management will Remain through Transition:** To facilitate a successful and orderly transition, the current owners are willing to remain with the Company during a transition period.

**Client # 62031**



Jeff Carignan  
M&A Advisor  
413-537-3079

[JCarignan@generational.com](mailto:JCarignan@generational.com)

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The Company designs, builds, tests, and installs spectrometers, monochromators, spectrographs, and optical systems for science applications at commercial, university, and federal research laboratories around the world. These are custom designs, but more often are based on the Company's comprehensive range of standard products. They are finished per published specifications or tweaked for specific scientific requirements.

Customer markets include science (72% of FYE April 2018 revenues), semiconductor manufacturing (20%), energy (5%), and analytical instruments (3%). The Company has supplied products and/or services to customers throughout the world, including Asia and Europe.

The Company operates from a leased, 21,600-square foot office and production facility, which can accommodate more-than-double the current revenues without major facility improvements. Staff currently totals 19 full-time and 2 part-time employees.

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