

Executive Summary

Industrial Electronics Product Mnfr w/75 Years of Goodwill & Stellar Reputation!

INDUSTRY

Electronics Manufacturer

LOCATION

Los Angeles

ESTABLISHED / OWNED

1947 / 2001

EMPLOYEES

22 FT

OWNER HOURS

Part-time

NON-COMPETE

10 Years / USA

TRAINING

4 Weeks / 20 Hours

LEASE / BUILDING

\$22.5k/month (inc. CAM)

LEASE

Office / Industrial

SIZE

22k square feet

LICENSING

Business / Spray Booth

INVENTORY

\$1.0 ml (will be INCLUDED in asking price)

ACCOUNTS RECEIVABLE

\$ TBD (not included)

WORKING CAPITAL

\$ TBD (cash/debt bree)

EARNEST MONEY

\$100k

ASKING

\$1.59 ml – Business Only including ~ \$ 1.0 ml inventory (RE is not owned/available)

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SUMMARY

This industrial electronics product manufacturer specializes in the design, manufacturing and systems integration of mission critical electronic components. The firm excels at custom production runs with punching, forming, milling, powder-coating, baking and other key processes taking place in-house. The business boasts over 50 years of industry goodwill, making it a well-known blue-chip brand name and established supplier for the aerospace & defense, communication, energy, medical, science & research, test & measurement, transportation, artificial intelligence, maritime and other industries that have exacting specifications and tolerances. An estimated 60% of revenues are derived from direct OEM product sales with the balance via their well-established nationwide electronic distributor network.

FACILITIES / ASSETS

The 22k square foot facility leases for \$22.5k per month on a secure lease until 6/2024 with a 5 year option. All of the company's furniture, fixtures, equipment, and unparalleled industry goodwill will be included in the sale. An estimated \$1.65 ml in inventory will be sold at cost at close in addition to purchase price.

COMPETITION

While some competition exists this firm boasts a significant competitive advantage due to their engineering expertise coupled with their vertically integrated shop, which allows them to excel at prototyping. These advantages provide them unparalleled product development prowess and help them to offer their loyal client base shorter production runs and quick-turn around times.

FINANCIALS	2022	2021	2020
Revenue	\$3.36 ml	\$3.07 ml	\$2.91 ml
COGS	\$2.28 ml	\$2.17 ml	\$1.87 ml
Salaries	\$0.48 ml	\$0.38 ml	\$0.80 ml
Non-Audited Cash Flow	~ \$0.452 ml	~ \$0.51 ml	~ \$0.46 ml

GROWTH OPPORTUNITIES

- ✓ Business will benefit from a full-time working owner with basic electronics background who is focused on operations and long-term growth
- ✓ Due to the management structure, staffing may be optimized and sales & marketing initiatives. Due to being an incumbent industry specialist, top line revenues have been maintained without pro-active sales staff.
- ✓ Significant opportunity exists to return to traditional marketing campaigns (trade magazines), hire dedicated sales reps or create efficiencies via process improvement & equipment upgrades.
- ✓ Additional programmer will enable pursuit of significant job shop work available that they have the skill, equipment & capacity to facilitate.