

Est. 2013 Revenue- \$19.2 Million

Est. 2013 EBITDA- \$3.47

Founded in 2004 in California, the Company is a licensed full-service electrical and instrumentation contractor. The Company services industrial and commercial clients. Its expertise includes electrical power, control systems, instrumentation and process control. It is the only Company in its region that specializes in process control technology, and its services are in steady demand. Management cites trade publications that assert that companies with expertise in process control have greater value in the marketplace than traditional electrical contractors.

Simply put, process control technology uses electronic parts to control large machines. Nearly every industrial or commercial client uses this technology —in refineries, in manufacturing plants, in electrical power production, and in mining. Wherever a machine powered by electricity is being used, process control technology is also in use. The Company has the ability to install, maintain, calibrate, and repair nearly any control system a client might need.

The Company divides its services into three areas:

Process Instrumentation

Services include:

- Preventive Maintenance
- Third Party Certifications
- Emergency / On-Call Service
- Trouble-shooting
- Installation & Start-up Service
- On-Site Staffing (short & long term)
- Systems Integration
- SCADA / Telemetry Systems
- PLC Controls
- Project Services

Industrial Contracting

Services include:

- Low & medium voltage electrical construction
- Instrumentation installation
- Calibration & commissioning
- Cable & cable tray installation
- Conduit and wire services
- Switchgear
- Control panel fabrication
- Installation of control systems
- Systems Integration
- SCADA / Telemetry Systems
- PLC Controls
- Project Services
- Hardwired, fiber, & RF communication networks
- Variable speed drives

Commercial Contracting

Services include:

- Water & Waste Water
- Oil & Gas Production & Processing
- Refining & Petrochemicals
- Food & Beverage
- Mining & Manufacturing
- Power & Cogeneration

Company Highlights

- ★ **Expertise on Process Control:** Most electrical contractors make process control a “side line”. By specializing in process control, the Company has developed expertise in this area, from management to its technicians, giving it a strong reputation in the region. Demand for this specialty will increase as more and more industrial and commercial manufacturing processes become automated. Companies with process control technology are significantly more valuable than traditional electrical contractors.
- ★ **Superior Staff:** From inception, the Company has sought out, trained and retained the best employees in the industry. With a total staff of 115, the Company has 30 employees who specialize in instrumentation. These technicians consistently provide quality workmanship that produces repeat customers.
- ★ **Strong Customer Base.** The Company has long-term, multiyear contracts with multinational energy companies, insuring a consistent revenue stream for years to come. Demand for energy remains constant; despite peaks and valleys in economic conditions, people still need electricity in their homes and gasoline for transportation
- ★ **Highly Profitable:** Through careful quality and cost control as well as “lean process” concepts, the Company is much more profitable than others in the same industry.
- ★ **Growing Niche Market:** Demand for specialization with process control will increase as more and more industrial and commercial manufacturing processes become automated.

For further information regarding **Client #71504** you are invited to contact:

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