Established Machine Guarding Specialist with Diversified Revenue Across Regulated Industries and Compliance-Driven Growth Potential

TRUVIEW BUSINESS ADVISORS

SYNOPSIS

BUSINESS OVERVIEW

With over **30 years of expertise**, the company delivers machine guarding solutions that protect workers and ensure compliance through a unique combination of distribution and consulting. Partnering with **more than 30 manufacturers**, it complements product sales with turnkey installation and compliance-focused services, consistently achieving **gross margins** of **32–35%**. The revenue is well balanced, with no single customer accounting for **more than 20% of sales**, limiting concentration risk.

This blend of strong margins, diversified revenue, and lean overhead creates a rare platform for buyers seeking a scalable, compliance-driven business with immediate growth potential.

ACQUISITION HIGHLIGHTS

★ **Diverse Client Base**: Serves a broad range of industries, including automotive, metal stamping, food, and pharmaceuticals.

★ **Low Overhead Model**: Drop-ship fulfillment and limited inventory ($5k–$10k) minimizes fixed costs and working capital requirements.

★ **Growth Opportunities:** The business is operated as a family business with part-time efforts from the owner. Upside opportunity for a new owner who devotes resources to growing the business.

PRODUCTS & SERVICES

- **Safety Light Curtains (35%)**: Infrared devices that protect operators in regulated industries such as automotive, metal stamping, and food processing.
- **Safety Mats & Interlock Switches (40%)**: Widely used in high-risk environments to safeguard personnel and ensure OSHA compliance.
- **Machine Shop Shields & Guards (15%)**: Practical, high-margin products valued for their simplicity and effectiveness in operator protection.

	FYE 2021	FYE 2022	FYE 2023	FYE 2024	TTM
Revenue	$ 1.2 M	$ 1.2 M	$ 1.4 M	$ 1.1 M	$ 1.0 M
Gross Profit Margin	33%	32%	34%	35%	44%
SDE	$362 K	$ 354 K	$ 407 K	$ 329 K	$ 396 K
Adj. SDE Margin	29%	29%	30%	30%	39%

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Industry
Industrial Safety Machine Guarding & Compliance Consulting

Location
Central Texas

Vintage
1993

Hours
Mon to Wed: 7 am - 7 pm
Thur - Fri: 7 am - 5 pm
Sat: 9 am - 5 pm

Reason for Sale
Retirement

Staff
1 Employee, Owner Operated.

Asking Price
Open to offers

Revenue 2024
$ 1,083,312

SDE 2024
$ 329,454

SDE Margin 2024
30%

Estimated Inventory
$ 10,000

Estimated FF&E
$ 15,000

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