



Greetings. I hope everything is progressing smoothly and that 2018 is proving to be a productive year.

As a part of Bundy Group's continued work and relationship-building efforts in the Controls & Automation industry, I wanted to keep in touch with you and provide our observations on the Mergers & Acquisitions and Capital markets. Our firm specializes in representing business owners and management teams in business sales, capital raises and acquisitions.

\* I expect to attend the Rockwell Automation Fair (November 14-15) in Philadelphia. If you will be at the conference, then please contact me at [clint@bundygroup.com](mailto:clint@bundygroup.com) or at 704-942-8300, as I would welcome the chance to connect.

\* See below a great market update from the Measurement, Control and Automation Association. This \$63 billion market is expected to grow 3.0% in 2017 and 4.0% by 2021.

<https://themcaa.org/industry-insight/industry-overview/>

\* I was recently asked to write an article for both the Control System Integrators Association publication and Control Engineering Magazine (released in the Spring). In this piece, I provide an overview of the unique activity occurring within the market, including specifics on strategic buyers and financial investors active within it.

<https://www.controlsys.org/blogs/clint-bundy/2017/03/30/the-changing-market-for-the-controls-and-automation-segment-for-strategic-private-and-growth-equity-buyers>

## **BUNDY GROUP ACTIVITY**

\* The Bundy Group team continues to see strong interest from the strategic (i.e. industry) buyers and financial investors (i.e. private equity) through conversations that we maintain with those groups.

Examples of Bundy Group's recent activity in the Controls & Automation market include:

- Bundy Group's representation of NexJen Systems, an integration and engineering services firm, in a sale to Avera, a Canadian-based strategic buyer.

<https://www.averna.com/en/averna-acquires-us-based-nexjen-systems/>

- Bundy Group's representation of GridBridge, an engineering-centric power solutions firm in a sale to ERMCO.

<http://www.businesswire.com/news/home/20170619005667/en/ERMCO-Acquires-Power-Electronics-Pioneer-GridBridge>

- Bundy Group's current representation of a multi-location energy and intelligent building controls technology and manufacturing firm in either a majority equity or 100% sale. The transaction is anticipated to close in the fourth quarter of 2017.

- Bundy Group's representation of a multi-location control system integration firm in a sale. The transaction is anticipated to close in Q'1 2018.

- Bundy Group anticipates representing two new Controls & Automation clients in the second half of 2017. The owners are seeking either a majority equity sale or a 100% sale to a strategic or private equity buyer. Both companies have multiple locations, are well established in attractive client markets and offer unique services and technologies.

- As Bundy Group closes new client transactions in the industry, I will notify you through an announcement email.

#### **OTHER MARKET TRANSACTION ACTIVITY**

\* Schneider Electric agreed to acquire Asco Power Technologies for \$1.25 billion in an all-cash transaction. Asco is a manufacturer of automatic transfer switches and power control systems.

<http://www.schneider-electric.com/ww/en/documents/finance/2017/07/presentation-asco-acquisition-tcm50-319162.pdf>

\* Wood Group, an international engineering and controls firm, recently acquired CEC Controls, a management-owned designer and builder of industrial & process control systems, primarily in the automotive manufacturing industry.

[http://drivesncontrols.com/news/fullstory.php/aid/5437/Wood\\_Group\\_pushes\\_into\\_automation\\_by\\_buying\\_CEC\\_for\\_\\$59m.html](http://drivesncontrols.com/news/fullstory.php/aid/5437/Wood_Group_pushes_into_automation_by_buying_CEC_for_$59m.html)

\* JOT Automation, a manufacturer of automation equipment, systems and solutions for the electronic industry, was acquired by Global Equipment Services and Manufacturing, Inc.

<http://www.prweb.com/releases/2017/01/prweb14015198.htm>

\* iAutomation, a machine controls solutions and services company, was acquired by Saw Mill Capital, a private equity group.

<http://www.prnewswire.com/news-releases/saw-mill-capital-announces-the-acquisition-of-iautomation-300389885.html>

I look forward to our keeping in touch as the future progresses. Please feel free to reach out to me if you would like to receive my updated observations on the Mergers & Acquisitions and Capital markets for the Controls & Automation industry.

Please also don't hesitate to let me know if I can be of service to you.

- Clint Bundy  
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