

## FOCUS Investment Banking Represents CES Industrial, LLC in its Sale to Chicago Switchboard, Inc.

*This announcement appears as a matter of record only*



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to CES Industrial, LLC.



**Washington, DC, (June 12, 2023)** – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [CES Industrial, LLC](#) (“CES”), a leading industrial electrical installation and control panel manufacturing company, has been acquired by [Chicago Switchboard, Inc.](#) FOCUS initiated this transaction and advised CES throughout the process.

The purchase will allow both companies to expand the territories in which they can serve customers and significantly increase their product offerings, covering needs from low to high voltage.

For over 20 years, CES has provided equipment installation primarily for process and packaging industries; it also manufactures custom control panels for original equipment manufacturers, integrators and end users. CES owners Steve Wookey and John Silva carefully selected Chicago Switchboard as the buyer and have the utmost confidence that it will carry on the overall culture and values that have been cultivated and maintained over the years.

Founded in 1936, Chicago Switchboard is a leading provider of customized electrical distribution equipment. Its products range from switchboards and switchgears to panel boards and junction boxes, and its products have powered several key locations in the Chicagoland area.

“Taking care of our employees, customers and overall culture was very important to us as we began to explore options for our company’s next phase,” commented Wookey. “From the beginning until the final transaction day, the FOCUS team (Craig Ladkin, Paul Dickson and Kate Elliott) made themselves available to navigate us through the process. Their communication, availability and commitment were excellent as they guided us through to a successful acquisition and we are truly grateful for all their hard work and dedication.”

“We were honored to represent an industry leader like CES during this process and we were pleased to help its management team meet their objectives in this transaction,” added Craig Ladkin, FOCUS Managing Director.

*\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.*



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