

CASE STUDY

Accutrol, LLC Acquired by TASI

ADVANCED MANUFACTURING

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.



has been acquired by



Process & Overview

Accutrol, LLC (“Accutrol”) has been acquired by TASI Measurement, a global supplier of industrial measurement and monitoring solutions.

Accutrol is a recognized leader in airflow control and measurement solutions for critical environments such as laboratories, hospitals, pharmacies, and research facilities. Its flagship products include the AccuValve®, a low-pressure drop airflow control valve, and the AVC Fume Hood Control System, both of which have received AHR Innovation Awards.

Fred George, president and founder of Accutrol, engaged FOCUS to run a comprehensive sale process. The outreach list included private equity firms, family offices, and other sponsor-backed strategic acquirers. Due to the competitive dynamics in the space, large corporate acquirers were avoided. 16 offers were received, all of them with valuations at or above the “Gold Box” range that FOCUS had estimated upon engagement, and 4 bidders were invited to management presentations. Ultimately, TASI Measurement emerged as the ideal acquirer due to the mutual alignment in workplace cultures and TASI’s commitment to maintain Accutrol’s existing management team and employees.

AT A GLANCE



100+ Targeted Outreach



Multiple Offers



60 Days Due Diligence

“We are pleased to have found a like-minded long-term partner in TASI Measurement—one that understands our markets, customers, and application-specific solutions, and is committed to investing in our continued growth and exceptional talent.”

Fred George, Founder, Accutrol

Transaction Results

Headquartered in Danbury, CT, Accutrol will continue to operate independently at its current location while becoming part of TASI Measurement’s HVAC Division, which also includes ONICON Inc., based in Largo, FL. Senior leadership, including Tim Berry, Vice President of Sales, and Brian O’Rourke, Vice President of Engineering, will remain in their roles and report to Bill Valentine, who leads the HVAC Division for TASI Measurement.

To Learn More, Contact:

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