

Successful West Virginia Manufacturer seeks Expansion Opportunities

Schonstedt Instrument Company is a 60-year-old manufacturer of handheld instruments that locate underground utilities. Its products are manufactured in West Virginia and shipped throughout the world.

The company is profitable and is seeking to expand through one or more of the following means:

- **Contract manufacturing**
- **Technology licensing** – Schonstedt is uniquely positioned to become a manufacturing partner to companies seeking to commercialize their early stage innovations. Licensing arrangements can include assistance with manufacturing design, supply chain, production and marketing.
- **Acquisition** – Schonstedt is open to acquiring companies with internal rates of return that meet its investment goals.

FOR FURTHER INFORMATION, CONTACT

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SCHONSTEDT 
INSTRUMENT COMPANY

Making Locating Easier Since 1953
an employee-owned company



SCHONSTEDT INSTRUMENT COMPANY

FACT SHEET

Background – founded in 1953 by Erick O. Schonstedt as a producer of magnetometers for the aerospace industry, including over 400 satellites and the Hubble telescope.

Current Ownership – Schonstedt is a 100% employee-owned company.

Current Market Focus – volume commercial, industrial, government and export markets.

Product – the Company manufactures two types of instruments used to locate underground objects:

- 1. Magnetic Locators** – to find ferrous metals such as boundary markers, paved-over valve and manhole covers, drums and storage tanks, well casings, septic tanks, land mines, unexploded ordnance, etc.
- 2. Pipe and Cable Locators** – to find and trace any linear, electrically conductive material such as telephone, cable TV and fiber optic lines, water and gas pipes, and AC power lines.

Applications/Users – surveyors, construction and excavation contractors, utility companies (water and sewer, gas, electric, telecom, cable), facilities managers, maintenance groups, municipalities, environmental contractors, munitions response and explosive ordnance disposal teams.

Service and Support – the Company maintains a full-time, two-day turnaround, repair facility and offers a full line of accessories and supplies.

Employees – 25, about half of which are engaged in manufacturing.

Distribution – approximately 300 dealers throughout the US; direct and internet sales; manufacturer's reps; international distributors.

Export Markets – 60+ countries with a concentration in Canada, Europe (Germany, UK), Scandinavia (Sweden, Norway, Finland), Middle East (United Arab Emirates), Latin and South America and the Far East (China, Japan).

Location – Fifteen-year-old, custom-built 25,000 sq. ft. facility in the Eastern Panhandle of West Virginia, approximately 1.5 hours from Washington, DC and Baltimore, MD.

Management – a talented, seasoned team of Engineering, Manufacturing, Finance, Sales and Marketing executives with over 150 years of combined management experience.

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