

PFINGSTEN

Pfingsten is an operationally focused private equity firm formed in 1989. From our headquarters in Chicago and our representative offices in ChangAn, China and New Delhi, India, we build better businesses through operational improvements, professional management practices, global capabilities and profitable business growth rather than financial engineering.

We are actively seeking control investments for our \$525 million fourth investment fund, Pfingsten Partners Fund IV, L.P.

Investment Criteria

Transaction Values \$15 to 100 million

Annual Revenue \$20 to 150 million

EBITDA \$3 to 12 million

GEOGRAPHIC PREFERENCES

Platform companies must be headquartered in the United States. There is no geographic preference for add-on acquisitions.

TRANSACTION TYPES

Private companies undergoing an ownership transition, recapitalization or requiring growth capital; strategic add-on acquisitions; corporate divestitures; or select special situations.

INDUSTRY PREFERENCES

Manufacturing: Niche manufacturing companies that make non-commodity products

Distribution: Distribution companies with value-added branding, merchandising or unique processing

Business Services: Select business-to-business service providers with a value-added service offering, deep customer relationships, high switching costs and a scalable business platform

The Pfingsten Difference

OPERATING CAPABILITIES

Our in-house operating professionals provide support and assistance with strategic, tactical and financial planning; asset management and operational improvements; best practice exchange between portfolio companies; and due diligence and integration for strategic add-on acquisitions. We also provide a team-based continuous improvement operating process and training programs.

GLOBAL CAPABILITIES

We provide product sourcing services through our representative offices in ChangAn, China and New Delhi, India; market entry services; and strategic add-on acquisition capabilities in North America, South America, Europe, Asia and Australia.

CONSERVATIVE CAPITAL STRUCTURE

We invest a minimum of 50% equity in each platform investment to provide management the flexibility to weather economic cycles and to support investments in infrastructure, operational improvements, organic growth and strategic acquisitions.

Representative Platform Investments

MANUFACTURING COMPANIES



Manufacturer of custom, high power AC and DC power supplies, energy management systems and power transformers

Acquired December 2012 | Burlington, VT | dynapower.com | dynapowerenergy.com



Designer and manufacturer of energy efficient commercial and industrial lighting fixtures

Acquired December 2012 | Sanford, FL | ilp-inc.com



Manufacturer and distributor of mobile hydraulic equipment, including cylinders, power units, valves, pumps, and hydraulic components

Acquired April 2012 | Knoxville, TN | baileynet.com



Designer and manufacturer of mobile carts, consoles, tables, and assemblies primarily for the medical market

Acquired June 2011 | Milwaukee, WI | mpe-inc.com



Global designer, manufacturer, and distributor of playground and recreational products and site amenity solutions for a variety of end markets

Acquired March 2011 | Carrollton, GA | buysii.com



Leading manufacturer and distributor of light towing products, including trailer hitches, ball mounts, electrical products, and other accessories

Acquired December 2010 | Eau Claire, WI | curtmfg.com



Global manufacturer and national service provider of branded and private-label security, safety and asset protection products for retail, commercial, and mass merchandiser markets

Acquired September 2010 | New Albany, IN | fireking.com



Global manufacturer of commercial and industrial food processing equipment and parts for meat, poultry, fish, vegetable, fruit, bakery, confectionery, snack, and dairy markets

Acquired December 2009 | Riverside, MO | marlen.com



Global manufacturer of vapor recovery units and replacement parts and provider of related field and emissions testing services for oil production, biogas, and industrial markets

Acquired July 2009 | Midland, TX | hy-bon.com



Manufacturer of custom-engineered bus duct solutions for power generation, petrochemical, commercial, and industrial markets

Acquired September 2008 | Canton, OH | technibus.com



National designer and manufacturer of upscale, casual outdoor furniture for specialty retail and commercial markets

Acquired October 2007 | Irvine, CA | tropitone.com



Global manufacturer and distributor of electrical power conditioning equipment for medical, retail point-of-sale, industrial, and other markets

Acquired September 2006 | Waukegan, IL | powervar.com

DISTRIBUTION COMPANIES



Global distributor of aftermarket alternators, motors and other rotating electrical products and components for the mobile equipment marketplace

Acquired October 2011 | Blaine, MN | arrowheadep.com



Leading supplier of high-performance wire, cable and connectors for harsh industrial environments

Acquired January 2011 | Macedonia, OH | tpcwire.com



National distributor of parts and provider of repair services for aeroderivative and heavy industrial gas turbine engines used by power generation, industrial, marine propulsion and oil and gas markets

Acquired December 2008 | Boynton Beach, FL | apm4parts.com

BUSINESS SERVICES COMPANIES



National service and equipment provider of critical power equipment offering a full range of preventative, remedial and emergency maintenance services for uninterruptible power supplies

Acquired January 2011 & April 2011 | Terrell, TX | gowithon.com | upspower.com