

## ZSi-Foster Continues Clamp, Coupler and Strut Product Portfolio Expansion

Third Acquisition Under Pfingsten Ownership

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**Chicago, IL – January 9, 2019**

Pfingsten announces its portfolio company, ZSi-Foster, L.L.C. ("ZSi-Foster"), a manufacturer and supplier of clamping, coupling and strut products, has acquired Florida Strut, LLC ("Florida Strut"). Florida Strut is a manufacturer of metal strut channel and a distributor of fittings, pipe clamps, utility brackets and other products for electrical and industrial applications. The company's manufacturing capabilities include roll forming, welding, cutting, and punching of both carbon and stainless steels.

"Florida Strut is excited to join forces with ZSi-Foster," said Florida Strut's owner, David Fisher. "Our complementary products will accelerate the growth of both companies and allow us to better serve our customers with a more comprehensive product offering."

Florida Strut is ZSi-Foster's third strategic acquisition since Pfingsten became the majority shareholder in May 2014. ZSi-Foster currently serves a diverse set of end markets by offering a broad portfolio of highly engineered clamps, couplers and support systems.

"The partnership with Florida Strut will bolster ZSi-Foster's southeast presence while providing our customers with additional product categories in metal framing, fittings and related accessories. In addition, Florida Strut's customers will benefit from ZSi-Foster's broad line of clamping solutions." said Rick Stepien, ZSi-Foster's CEO. "We are excited about the combination and future prospects of both organizations."

"Florida Strut's customer-focused approach to quality manufacturing made it a perfect fit for the ZSi-Foster platform," said Phillip Bronsteatter, Principal at Pfingsten. "This acquisition is a critical step in our strategic plan to build the leading, national manufacturer and distributor of highly engineered clamps, couplers and support systems."

The transaction was completed on January 2, 2019. To learn more about ZSi-Foster and Florida Strut, visit [www.zsi-inc.com](http://www.zsi-inc.com), [www.couplers.com](http://www.couplers.com), [www.wesanco.com](http://www.wesanco.com) or [www.floridastrut.com](http://www.floridastrut.com).

### About Pfingsten

Pfingsten is an operationally focused private equity firm formed in 1989. From its headquarters in Chicago, IL and representative offices in ChangAn, China, New Delhi, India and Chennai, India, the firm builds better businesses through operational improvements, professional management practices, global capabilities and profitable business growth rather than financial engineering. Since completing its first investment in 1991, Pfingsten has raised five investment funds with total commitments of approximately \$1.3 billion and has acquired 134 manufacturing, distribution and business services companies. For more information, visit [pfingsten.com](http://pfingsten.com).