

## **Pfingsten Acquires ZSi-Foster**

Fifteenth Platform Investment for \$525 Million Fund IV

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**Chicago, Illinois - May 29, 2014**

Pfingsten Partners, L.L.C. (“Pfingsten”) announces the acquisition of ZSi, Inc. and Foster Manufacturing Co., Inc. (“ZSi-Foster” or the “Company”), a manufacturer and supplier of clamping and coupling products.

Headquartered in Canton, MI, with a second manufacturing facility in Springfield, MO, ZSi-Foster is a well-respected supplier to the general industrial, fluid power, HVAC, refrigeration and electrical end markets. The Company sells a broad product portfolio with over 11,500 SKUs to a diverse customer base of distributors and OEMs.

“The ZSi-Foster team has built an outstanding business with leading brand names and the highest quality clamping and coupling products in the industry,” said Scott Finegan, Managing Director, Pfingsten. “The Company is well positioned to capitalize on the demands of the diverse end markets and customers they serve.”

“Our experienced team, Pfingsten’s operational expertise, and a conservative balance sheet will allow ZSi-Foster to take full advantage of its market opportunities,” said ZSi-Foster CEO, Kris Weger. “We are excited about the next step in our journey and have the right partner to help us accelerate ZSi-Foster’s growth.”

Pfingsten acquired the Company on May 23, 2014, marking the fifteenth platform investment for Pfingsten’s \$525 million Fund IV. For more information on ZSi-Foster, visit [www.zsi-inc.com](http://www.zsi-inc.com) and [www.couplers.com](http://www.couplers.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 and New Delhi, 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 four investment funds with total commitments of approximately \$1.0 billion and has acquired 94 manufacturing, distribution and business services companies. For more information, visit [pfingsten.com](http://pfingsten.com).