PFINGSTEN

Pfingsten is an operationally oriented private equity firm that builds better businesses through operational improvements, professional management practices, global capabilities and profitable business growth rather than financial engineering. We have been partnering with entrepreneur and family-owned businesses for over 30 years.

1989 **Founded**

5 **Funds**

$382M **Fund V**

145+ **Investments**

Pfingsten Difference

OPERATIONAL RESOURCES

- Six full-time operating partners
- Continuous improvement training
- Best practice exchange forums
- Outsourced services
- Executive network

GLOBAL CAPABILITIES

- Rep offices in China and India
- Product sourcing
- Engineering and IT support
- E-Commerce strategy
- Outsourced services
- Add-on acquisitions

CONSERVATIVE CAPITAL STRUCTURES

- Over 50% equity in capital structure
- Ability to weather economic cycles
- Allows for investments in people, product development, systems, facilities and equipment

Industry Preferences

MANUFACTURING

- Niche manufacturers
- Engineered products
- Gross margins > 25%

DISTRIBUTION

- Value-added assembly
- Technical knowledge
- Gross margins > 20%

BUSINESS SERVICES

- Specialty professional services
- High switching costs
- Scalable business platform

Investment Criteria

$3 to $12M
EBITDA

$20 to $150M
Revenue

$15 to $100M
Transaction Value

Current Investments

BUSINESS SERVICES

omegasystems technologymanaged

Provider of managed IT support services and solutions

Reading, PA
February 2021

DISTRIBUTION

Environmental Lights™

Manufacturer and distributor of highly engineered commercial accent LED lighting systems

San Diego, CA
November 2019

DISTRIBUTION

RAPID AIR COMPRESSED AIR PRODUCTS

Distributor of compressed air piping systems, components, kits, replacement parts and accessories

Auburndale, WI
July 2019

BUSINESS SERVICES

FULLSPECTRUM ANALYTICS

Provider of laboratory instrument maintenance, repair and calibration services

Pleasanton, CA
February 2019

MANUFACTURING

South-Tek Systems

Manufacturer of nitrogen generators

Wilmington, NC
November 2018

DISTRIBUTION

QUALITY VALVE

Distributor of OEM replacement and repair parts for safety and relief valves

Mobile, AL
July 2018

DISTRIBUTION

DIAMONDASSETS

Provider of IT asset reclamation, refurbishment and distribution services

Milton, WI
January 2018

MANUFACTURING

Lumenier

Manufacturer and online retailer of drone and ground vehicle components, replacement parts and systems

Sarasota, FL
September 2017

MANUFACTURING

SIGN-ZONE, LLC

Manufacturer of wide format, portable promotional signage and displays

Brooklyn Center, MN
May 2017

MANUFACTURING

KITHKITCHENS

Manufacturer of semi-custom framed and frameless kitchen and bath cabinetry

Haleyville, AL
June 2016

MANUFACTURING

OLIVER INC. CREATIVE PACKAGING SOLUTIONS

Manufacturer of customized folding carton packaging

Hauppauge, NY
May 2016

BUSINESS SERVICES

CRANE 1 SERVICE · SAFETY · SYSTEMS

Provider of overhead crane inspection, maintenance, repair, design and installation services

Franklin, OH
October 2015

MANUFACTURING

DYNAPOWER COMPANY Trusted Worldwide Since 1963

Manufacturer of high power AC and DC power supplies, rectifiers, power transformers and energy storage systems

Burlington, VT
December 2012

BUSINESS SERVICES

FireKing SECURITY GROUP

Manufacturer and service provider of security, safety and asset protection products

New Albany, IN
September 2010