

PFINGSTEN

Pfingsten is an operationally focused private equity firm formed in 1989. From our headquarters in Chicago and our representative offices in ChangAn, China, New Delhi, India, and Chennai, 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 platform investments for our \$382 million Fund V, and add-on acquisitions for Fund IV and Fund V platform companies.

Investment Criteria

Transaction Values \$15 to 100 million

Annual Revenue \$20 to 100 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 market entry, product sourcing, and engineering support services through our representative offices in ChangAn, China, New Delhi, India, and Chennai, India. We also provide 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



Designer and manufacturer of nitrogen generators, serving customers across a diverse set of industrial and commercial end markets domestically and internationally
Acquired November 2018 | Wilmington, NC | southteksystems.com



Designer, manufacturer and online retailer of drone equipment, components and replacement parts for racing, consumer, commercial and military applications
Acquired September 2017 | Sarasota, FL | lumenier.com | getfpv.com



Manufacturer of wide format, portable promotional signage and displays under the Showdown Displays, Jansen Display, and Promic brand names
Acquired May 2017 | Brooklyn Center, MN | signzoneinc.com | showdowndisplays.com | jansen-display.com | promic.nl/en/



Manufacturer of semi-custom framed and frameless kitchen and bath cabinetry under the Kith and Eudora brand names
Acquired June 2016 | Haleyville, AL | kithkitchens.com



Manufacturer of customized folding carton packaging and premium marketing collateral
Acquired May 2016 | Twinsburg, OH | oliverinc.com



Manufacturer of custom, high power AC and DC power supplies, energy management systems and power transformers
Acquired December 2012 | Burlington, VT | dynapower.com



Manufacturer and service provider of security, safety and asset protection products
Acquired September 2010 | New Albany, IN | fireking.com

DISTRIBUTION COMPANIES



Manufacturer and distributor of commercial accent LED lighting, specializing in custom engineered systems that create distinct visual experiences in retail, stage/production and architectural settings
Acquired November 2019 | San Diego, CA | environmentallights.com



Manufacturer and distributor of branded compressed air piping systems, components, kits, replacement parts and other related accessories
Acquired July 2019 | Auburndale, WI | rapidairproducts.com



Multi-brand distributor of OEM replacement parts for safety and relief valves serving certified valve repair companies
Acquired July 2018 | Mobile, AL | qualityvalve.com



Leading national provider of IT asset reclamation, refurbishment and distribution services serving the education, enterprise and government sectors
Acquired January 2018 | Milton, WI | diamond-assets.com

BUSINESS SERVICES COMPANIES



National, brand agnostic service provider for laboratory instruments, offering a full range of service contracts, preventative maintenance programs, calibration and validation, repair services, parts, and reconditioned instruments
Acquired February 2019 | Pleasanton, CA | fsaservice.com



Provider of overhead crane services and equipment, including inspections, maintenance, repair, design, and installation of overhead crane systems
Acquired October 2015 | Franklin, OH | crane1.com | mccrane.com | mhs-llc.com