PFINGSTEN

Pfingsten is an operationally-oriented private equity firm that builds better businesses by leveraging its operational and global resources, deep experience, and access to capital to unlock value and accelerate profitable business growth. We have been partnering with entrepreneur and family-owned companies for over 35 years.

1989 Founded

$435M Fund VI

180+ Investments

~90% Family-Owned

Pfingsten Difference



OPERATIONAL RESOURCES

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



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



GLOBAL NETWORK

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

Where We Invest



MANUFACTURING

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



DISTRIBUTION

- Value-added kitting or assembly
- Technical or Design Services
- Gross margins > 20%



BUSINESS SERVICES

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

Investment Criteria

$3 to $12M
EBITDA

$20 to $150M
Revenue

$15 to $100M
Transaction Value

Current Investments

DISTRIBUTION

RUNYON SURFACE PREP

Distributor of consumables and equipment for concrete surface preparation, polishing and resinous flooring

Carmel, IN
October 2026

DISTRIBUTION

NextPoint Bearing

Distributor of precision and miniature bearings and related power transmission components

Valencia, CA
September 2026

MANUFACTURING

ba folding cartons

Manufacturer of custom folding carton packaging

Waterloo, Ontario
January 2026

DISTRIBUTION

American Cutting Edge

Distributor of consumable industrial knives, blades and razors

Miamisburg, OH
April 2025

BUSINESS SERVICES

ASCEND CLOUD SOLUTIONS

Provider of cloud ERP and CRM solutions built on business application platforms from Microsoft, Sage and NetSuite

Bellaire, TX
April 2024

MANUFACTURING

PACIFIC LASERTEC

Manufacturer of specialty lasers and related power supplies

San Marcos, CA
August 2023

MANUFACTURING

Fowler

Manufacturer and distributor of dimensional metrology instrumentation and calibration services

Canton, MA
August 2022

DISTRIBUTION

Fairbank

Distributor of agricultural and propane parts, components and equipment

Wichita, KS
December 2021

DISTRIBUTION

Environmental Lights™

Manufacturer and distributor of highly engineered commercial accent LED lighting systems

San Diego, CA
November 2019

MANUFACTURING

MISSION CRITICAL South-Tek Systems

Manufacturer and distributor of critical compressed air and gas solutions

Wilmington, NC
November 2018

DISTRIBUTION

DIAMOND ASSETS

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