

November 01, 2011 03:00 PM Pacific Daylight Time

Principal of Industrial Capital Strategies Advises PfiNDE, Inc., on Its Acquisition by SGS

LOS ANGELES - Industrial Capital Strategies is pleased to announce the acquisition of PfiNDE, Inc. of Connecticut, USA, by SGS. The company specializes in non-destructive examination, testing and pipeline integrity for major pipeline operators across the United States. With nearly two-thirds of oil and petroleum products being transported by about 168,000 miles of pipeline in the US, PfiNDE's reputation and knowledge place it in the top rank of service providers in its field.

The company was founded in 1998 and currently employs over 100 staff, including highly skilled technicians. Revenues for this year are projected to be \$22 million. Rick Pfannenstiel and his senior management team, Jeff Hecht, Mike Redmond and Mark Schumann, will continue to run the operations post acquisition.

"PfiNDE is an exceptionally well run business and will significantly increase SGS Industrial Services' footprint in North America and in the pipeline integrity marketplace. In addition to meeting statutory requirements for pipeline inspections, PfiNDE provides a valuable service in helping to protect the environment by identifying defects in existing pipelines and ensuring their integrity. Many other operations within the SGS Group will benefit from PfiNDE's technical expertise and advanced technologies," said Chris Kirk, CEO of SGS.

"PfiNDE's mission is to provide reliable inspection and NDE for its clients, and we are extremely excited by the opportunity this presents to our employees and clients. This acquisition by SGS will allow us to strengthen our infrastructure, continue to provide an exceptional level of service to our clients, enhance employee training and allow us to invest in technology supporting our mission," said Rick Pfannenstiel, the founder of PfiNDE.

"We are pleased to team PfiNDE with SGS, a quality acquirer that has the global reach and complementary capabilities to capitalize on PfiNDE's strong position in the pipeline NDT sector," said Chris Weyers, Managing Director of Industrial Capital Strategies, who, acting in the capacity of a registered agent of Burch & Company, Inc., served as PfiNDE's exclusive financial advisor.

About SGS

The SGS Group is the global leader and innovator in inspection, verification, testing and certification services. Founded in 1878, SGS is recognized as the global benchmark in quality and integrity. With more than 67,000 employees, SGS operates a network of over 1,250 offices and laboratories around the world.

Visit www.sgs.com

About PfiNDE

PfiNDE provides non-destructive examination and integrity inspections of below ground crude oil and gas pipelines.

Visit www.pfinde.com

About Industrial Capital Strategies

Industrial Capital Strategies specializes in mergers and acquisitions in the Testing, Inspection and Certification ("TIC") sector. The firm assists private middle-market companies, multinational corporations, and private equity groups alike with their business sales or corporate growth initiatives in the TIC industry.

All services involving securities are offered through Burch & Company, Inc., member FINRA/SiPC; Burch and Industrial Capital Strategies are not affiliated entities.

Visit www.industrialcapitalstrategies.com

"We are pleased to team PfiNDE with SGS, a quality acquirer that has the global reach and complementary capabilities to capitalize on PfiNDE's strong position in the pipeline NDT sector"

Industrial Capital Strategies