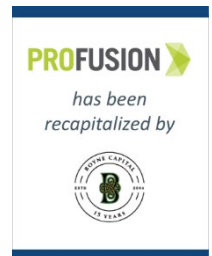


Sector Update

- **M&A Activity:** Strategic buyers continue to consolidate the industry, as buyers focus on acquiring companies that offer complementary products and services, thereby enhancing their market reach and operational efficiencies.
- **Broad Interest:** Both private equity and strategic buyers remain highly active in the market, attracted by mission-critical applications, fast-growing end markets, and high-value services.
- **Equipment Replacement:** Many industrial facilities still operate outdated hydraulic and pneumatic systems, driving steady demand for replacements and system upgrades.
- **Value-Add Attraction:** Distributors offering MRO support and engineering expertise have become increasingly attractive to buyers, as they play a pivotal role in reducing downtime and improving system efficiencies.
- **Fragmentation:** The industry remains heavily fragmented, with thousands of small and mid-sized distributors often focused on specific geographies and end markets. This structure offers buyers consistent roll-up opportunities to expand their geographic reach and technical capabilities.

Selected Recent EdgePoint Transactions



For more information and insights, please contact us:



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Select Transaction Profiles

Relevant Solutions Acquires Controlled Fluids



Target



Buyer



Sponsor

- **February 2025** – Relevant Solutions, backed by LKCM Headwater Investments, has acquired Controlled Fluids.
- Headquartered in Beaumont, Texas, Controlled Fluids is a distributor of industrial fluid power equipment. The Company provides hydraulic, pneumatic, and fastblock top drive solutions for the oil and gas, refining, chemical processing, and wood and paper industries.

AIT acquires Hydradyne



Target



Buyer

- **December 2024** – Applied Industrial Technologies (NYS: AIT), acquired Hydradyne for \$272M.
- Hydradyne is a distributor of motion control products offering hydraulic, pneumatic, and electromechanical products to OEMs and MRO markets. The Company is headquartered in Fort Worth, Texas and offers pumps, valves, actuators, filters, sensors, and accessories.

Singer Industrial Acquires Fluid Tech Hydraulics



Target



Buyer



Sponsor

- **October 2024** – Singer Industrial, backed by AEA Investors, has acquired Fluid Tech Hydraulics.
- Fluid Tech Hydraulics, headquartered in Sacramento, California, distributes hydraulic equipment and supplies for industrial and construction applications. The Company specializes in providing hydraulic breakers, cylinders, pumps, valves, hoses, and mechanical components.

AIT Acquires Stanley M Proctor



Target



Buyer

- **August 2024** – Applied Industrial Technologies (NYS: AIT), acquired Stanley M Proctor.
- Based in Twinsburg, Ohio, Stanley M Proctor distributes industrial products and services for automation and control systems. The Company specializes in delivering hydraulic, pneumatic, measurement, instrumentation, and control products for the automotive and power generation industries.

SunSource Acquires WIT



Target



Buyer



Sponsor

- **January 2024** – SunSource, backed by Clayton, Dubilier & Rice, has acquired Western Integrated Technologies.
- Western Integrated Technologies, headquartered in Kent, Washington, distributes and manufactures hydraulic and pneumatic fluid power products for the construction, food and beverage, agriculture, and defense industries.

Motion Industries acquires Kaman Distribution



Target



Buyer

- **January 2022** – Motion Industries, a subsidiary of Genuine Parts Company (NYS: GPC), acquired Kaman Distribution Group for \$1.3B.
- Kaman Distribution Group, headquartered in Bloomfield, Connecticut, distributes engineered products, including hydraulic and pneumatic systems, mechanical power transmission and MRO supplies, and electrical products.

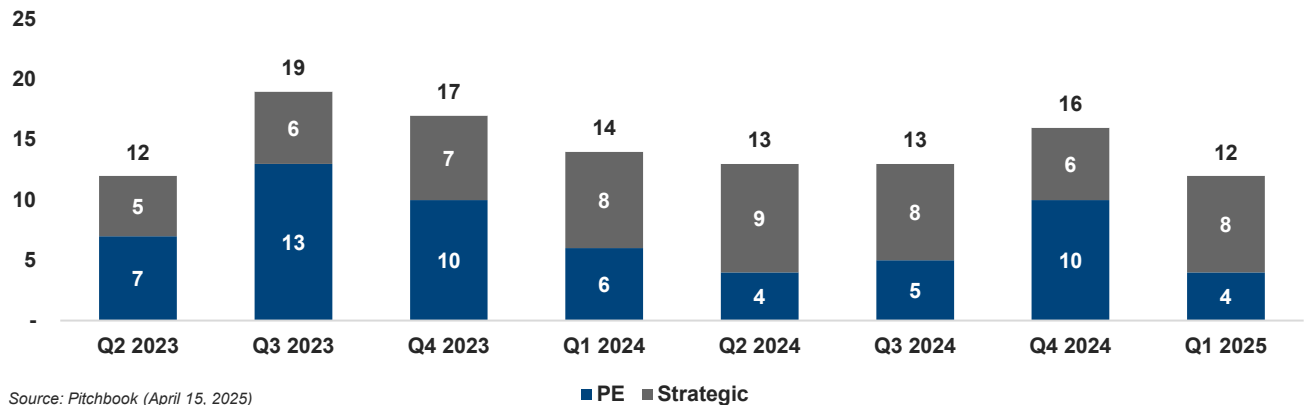
Fluid Power Distribution | April 2025

Select Recent Transactions (Last Eighteen Months)

Date	Target	State	Buyer	Financial Sponsor
Feb 25	Maguire Bearing Company	HI	Motion Industries	-
Feb 25	Controlled Fluids	TX	Relevant Solutions	LKCM Headwater Investments
Feb 25	Thompson Industrial Supply	CA	Motion Industries	-
Feb 25	Premier Equipment Coporation	LA	OTC Industrial Technologies	Genstar Capital
Dec 24	Hydradyne	TX	Applied Industrial Technologies (NYS: AIT)	-
Dec 24	Applied Power Solutions	IL	Albireo Energy	Huron Capital
Nov 24	Fluid Gauge Company	CA	Harrington Industrial Plastics	Bain Capital
Oct 24	Fluid Tech Hydraulics	CA	Singer Industrial	AEA Investors
Oct 24	Control Concepts Technology	WI	Kundinger	-
Aug 24	Control Process Systems	OK	Harrington Industrial Plastics	Bain Capital
Aug 24	Stanley M Proctor	OH	Applied Industrial Technologies (NYS: AIT)	-
Aug 24	Warren Pike Associates	MA	BSC Industries	Benford Capital
May 24	Benz Hydraulics	DE	RG Group	-
Jan 24	Western Integrated Technologies	WA	SunSource	Clayton, Dubilier & Rice
Dec 23	Ray Lewis & Company	OH	Singer Industrial	AEA Investors
Nov 23	Process Solutions Integration	TX	SunSouce	Clayton, Dubilier & Rice
Nov 23	Alliance Pump & Mechanical Service	MO	DXP Enterprises (NAS: DXPE)	-

Source: Pitchbook (April 15, 2025)

Quarterly Transaction Volumes



Select Acquirers (Date of Platform Investment & Sponsor if Applicable)

