

## **Pfingsten Completes Second Acquisition for Agricultural and Propane Distribution Platform**

Fairbank Acquires Big W Sales

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**Chicago, IL – March 5, 2024**

Pfingsten announces its portfolio company, Fairbank Equipment, Inc. ("Fairbank") has acquired Big W Sales, Inc. ("Big W"), a specialty distributor and manufacturer of agricultural parts, components, trailers, tanks and equipment with four distribution locations and a trailer manufacturing division in California and Arizona. Headquartered in Stockton, CA, Big W serves farm owners, chemical and fertilizer dealers, cooperatives, farm stores and agricultural equipment dealers.

"We are delighted that Fairbank and Big W have joined forces, creating a powerful alliance in the agricultural sector," said Joel Edwards, Chief Executive Officer of Fairbank. "This is a significant step forward in our commitment to the industry by expanding our footprint into 10 states, including the largest agricultural state in the nation - California." The combined group is one of the largest independent fertilizer and propane parts and equipment distribution companies west of the Mississippi River.

"We are thrilled to join the Fairbank family of companies," said Bud Wunsch, President of Big W. "The combined strengths of Fairbank Equipment, G&R Ag Products and Big W Sales, along with the capital investment, professional resources and expertise of Pfingsten, will help us grow and expand our operations to better serve our customers, suppliers and employees."

"The culture and business philosophy of the Pfingsten and Fairbank leadership teams are consistent with the values and professionalism that we have tried to establish and maintain since our parents started our family business 45 years ago," added Ed Wunsch, Vice President of Big W.

Bud and Ed Wunsch will continue operating Big W as shareholders in the Fairbank platform.

Big W represents Fairbank's second strategic acquisition since Pfingsten became the majority shareholder in December 2021. Fairbank is a specialty distributor and manufacturer of agricultural and propane parts, components, trailers and equipment with 13 distribution locations in Arizona, California, Colorado, Idaho, Kansas, Missouri, Nebraska, Oklahoma, South Dakota and Washington. The company's products are utilized for agricultural nutrient and fertilizer application and propane storage.

The transaction closed on January 2, 2024. To learn more about Fairbank, please visit [fairbankequipment.com](http://fairbankequipment.com) or Big W at [bigwsales.com](http://bigwsales.com).

Big W was represented by DCA Partners and Downey Brand LLP in the transaction and Fairbank was represented by Paul Hastings LLP.

### **About Pfingsten**

Pfingsten is an operationally focused private equity firm formed in 1989. From its headquarters in Chicago, IL and representative offices in China and India, the firm builds better businesses through operational improvements, professional management practices, global capabilities and profitable business growth. Since completing its first investment in 1991, Pfingsten has raised six investment funds with total commitments of approximately \$1.8 billion and has acquired 166 manufacturing, distribution and business services companies. For more information, please visit [pfingsten.com](http://pfingsten.com).