



## Press Release



# Power Distribution, Inc. acquired by Bertram Capital *Virginia company acquired by California private equity group*

RICHMOND, Va., April 30, 2007 -- Power Distribution, Inc. (PDI), the largest independent designer, manufacturer and servicer of a full spectrum of mission-critical power distribution, power monitoring and static switching equipment, has been acquired by Palo Alto, Calif.-based private equity firm Bertram Capital.

"We are pleased to have Bertram as a new partner going forward," said PDI President and Chief Executive Officer Rich Combs. "Bertram's operational and strategic resources and deep experience in the technology space will enable PDI to improve its cutting-edge power solutions and high levels of customer service. We look forward to expanding our product offerings while maintaining the same customer focus that has been the foundation of our success. The acquisition by Bertram Capital will also allow PDI to continue to operate with the speed and flexibility possible only within the structure of a small company."

PDI's management team and employees will remain with the company following the acquisition, and the company will continue to be based in Richmond, VA.

Bertram Capital is a private equity firm that was founded in 2006 to invest in middle-market buyout transactions and provide growth equity to established platforms in the technology, manufacturing, health care and business services industries.

"We are extremely excited to have the opportunity to participate in the growth of a business such as PDI that commands such strong respect within its market," Bertram Capital Managing Director Jeff Drazan said. "Our plan is to leverage PDI's ingrained cultural commitment to fulfilling customer needs through flexible solutions and responsive service in order to expand the product and service offerings both domestically and internationally."

"The ultimate objective will be to broaden the product line to create a 'one-stop shop' for power distribution products in the raised floor data center market," Drazan added. "PDI's focus on meeting ever-changing customer requirements has been the cornerstone of its success, and we are keenly focused on maintaining the company's customer-centric approach while expanding its capabilities."

Charlotte, N.C.-based Edgeview Partners LLC served as the financial advisor to PDI. Hirschler Fleischer PC of Richmond, VA. served as legal counsel to PDI. Wilmer Cutler Pickering Hale and Dorr LLP of Palo Alto, Calif. served as legal counsel to Bertram Capital.

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