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PNC RIVERARCH CAPITAL ACQUIRES SAFCO DENTAL SUPPLY

PNC Riverarch Capital (“Riverarch”) is pleased to announce the recapitalization of Safco Dental Supply (“Safco”), a leading supplier of consumable dental products. The transaction also included a significant investment by management, who will continue to lead the business going forward.

Headquartered in Buffalo Grove, IL, Safco is a leading national distributor of consumable dental supplies. Safco offers a comprehensive product offering, with over 20,000 SKUs, through its industry-leading e-commerce site and printed catalogue. Safco offers dentists a “hassle-free” shopping experience, with rapid processing and delivery, and a focus on customer service.

“We are excited to partner with PNC Riverarch Capital,” said John Fuerst, CEO of Safco. “We look forward to leveraging Riverarch’s expertise to help accelerate the growth of the business. We believe our best-in-class service and e-commerce platform will help lead the way as we enter our next phase of growth.”

“We chose to partner with PNC due to their straightforward approach, as well as the support they can provide going forward,” added Ken Saffir, the former owner of Safco who also reinvested in the transaction. “We believe they are ideal partners and will be great stewards of the business in the future.”

The transaction for Riverarch was led by Michael Rost, managing director; Robert Dolan, principal; Michael Miller, senior associate; and Andrew Makishi, associate. Riverarch will be represented on the Board of Directors by Rost, Dolan, and Miller. Senior debt financing for the transaction was provided by Crescent Capital Group and Madison Capital. Stout served as financial advisor to Safco on the transaction.

“John and the Safco team have an outstanding long-term track record of generating consistent growth,” said Dolan. “We are impressed by the team’s vision for the future and are excited to help them further expand the business while continuing to support their existing customers.”

Riverarch is a middle-market private equity firm which invests in privately held companies headquartered in North America. The firm seeks well-positioned companies where it can invest \$10 million to \$50 million of capital in support of leveraged and management buyouts, recapitalizations, corporate divestitures and growth financings. Riverarch invests across a variety of industry sectors, including value-added distribution, outsourced business services, and specialized manufacturing.

PNC Riverarch Capital is a division of PNC Capital Finance LLC, a wholly owned indirect subsidiary of The PNC Financial Services Group, Inc. (NYSE: PNC). Since 1982, PNC has invested equity capital in more than 100 companies.

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