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## COMPANIES

Plastech Corporation  
Miller Manufacturing  
Industrial Netting  
Frandsen Financial  
Springer Magrath

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*“Frandsen Corporation is a benevolent acquisition company.”*

--Bill Richardson  
founder and former owner  
InterNet Incorporated  
(acquired in 1999)

*“Dennis Frandsen finds companies, adds value to them, and helps them make their mark.”*

--Anthony Giombetti  
in *Minnesota Business and Opportunities Magazine*, June 1998

## CORPORATE DEVELOPMENT

Frandsen Corporation has purchased over 40 companies in the past 20 years, and is in constant pursuit of new acquisition opportunities, particularly ones that bring synergy to our current businesses. This level of activity represents our strategic company plan for growth and expansion. We believe that we can offer a great deal to a business' owners, its employees and its customers while honoring and adding to their histories of success.

While we do not focus on any specific industry, the Frandsen acquisition model follows a simple, proven philosophy:

- We are business operators, not just financiers.
- We hold on to our businesses indefinitely.
- We move quickly, finance our own transactions and make strategic decisions.

“We look to buy successful businesses with successful people, and to keep them running well. We have very little employee turnover within the businesses we acquire,” explained Greg Frandsen, President of Industrial Netting, a company purchased by Frandsen Corporation in 1999.

Why does the Frandsen model work? Phil Arneson, a longtime associate of CEO Dennis Frandsen, summarizes the process that has repeatedly led to success.

“First, Frandsen Corporation finds a profitable and successful company to purchase, and pays cash for it. Then, we retain the management team, and invest our capital in long term growth strategies.” The businesses gain access to capital and to Frandsen Corporation resources such as accounting, HR, finance, and experienced strategic thinking.

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