

# US Flow Control Industry

## Sector Brief Review

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# US Flow Control Industry M&A Overview

- The **flow control** industry encompasses companies involved in manufacturing **valves, pumps, actuators**, and related systems for **fluid** and **gas control**. The sector serves end markets such as water/wastewater, oil & gas, chemicals, HVAC, pharmaceuticals, and power generation
- **Private equity** interest remains strong, particularly in **platform acquisitions** with **engineering capabilities** and recurring aftermarket revenues
- Recent transactions in the market include:
  - **Midland Industries** (Portfolio company of Gemspring Capital) acquisition of **Cerro Brass**
  - **Flow Control Management's** acquisition of **Aquatrol**
  - **Valveworks USA** acquisition of **Lancaster Flow Automation**

## Key Trends Shaping Flow Control Industry M&A

**Buyers are increasingly prioritizing targets with strong aftermarket services (maintenance, parts, support) to enhance revenue stability and margins**

**Financial sponsors are aggressively pursuing platform + add-on strategies in fragmented flow control verticals**

**There is strong interest in companies offering IoT-enabled valves, sensors, and control systems, aligned with Industry 4.0**

**Large OEMs like Emerson, Flowserve, and Dover are actively realigning portfolios, divesting low-margin assets and acquiring higher-tech, automation-enabled businesses**

**US based flow control manufacturers are gaining traction due to reshoring trends and the need for secure, local supply chains**

# Flow Control Industry – Key Trends



## Aftermarket & Service Revenue Focus

Companies with high aftermarket exposure (valve servicing, part replacement, monitoring) are seeing higher valuations



## Infrastructure Spending Tailwinds

US federal and state investments in water infrastructure, clean energy, and transportation are boosting demand



## Reshoring & Domestic Manufacturing

Domestic valve and pump manufacturers are gaining strategic value due to shorter lead times and supply reliability



## Growth in Life Sciences & Semiconductor Markets

High-specification valves, regulators, and flow meters are in demand for cleanroom environments, drug manufacturing, and chip fabs

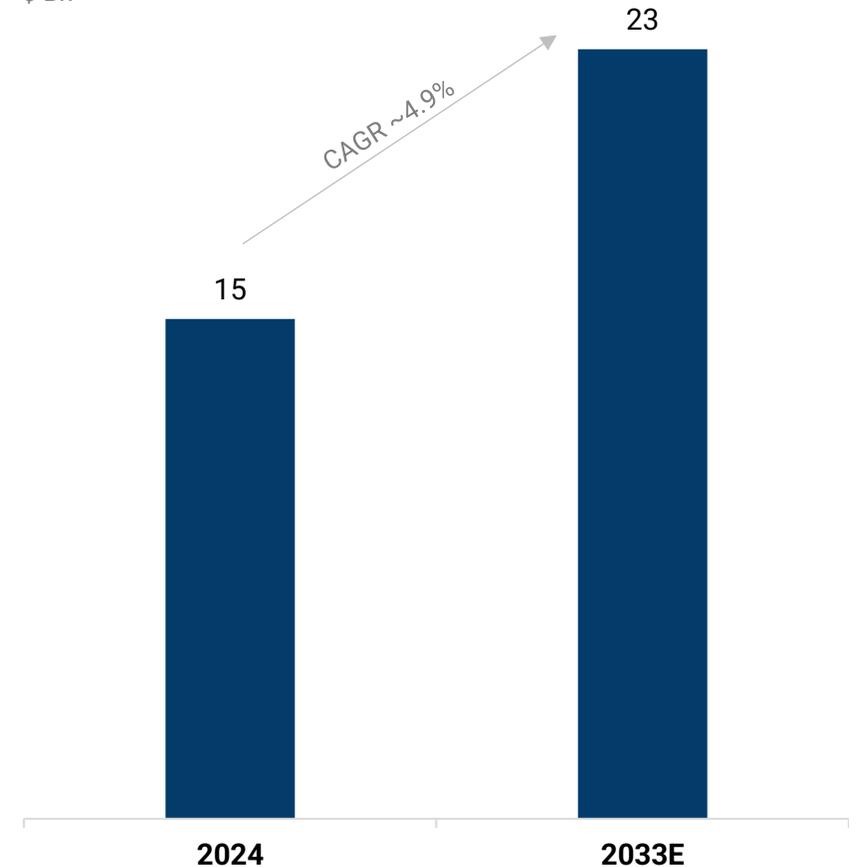


## Digital Transformation & System Integration

Companies are prioritizing next-gen flow control products that integrate seamlessly with existing automation and data systems to improve operational efficiency

## Global Flow Control Valve Market Size

\$ Bn



Source: Verified Market Reports

# Active Private Equity Groups

## Acquiror

## M&A Overview

## Select Acquisitions



Gemspring Capital is a middle-market private equity firm with strong expertise in industrials, including flow control. Its acquisition of Midland Industries—a key distributor of valves and fittings demonstrates a direct and strategic entry into the flow control space



SCF Partners is a Houston-based private equity firm partnering across North America, Europe, and Asia-Pacific. Its acquisition of Flowchem, Val-Tex, and Sealweld specialists in drag-reducing agents and valve maintenance products demonstrates a direct and strategic move into flow-control and pipeline efficiency solutions



KKR is a leading global investment firm that has made significant investments in the flow control sector, including the acquisitions of Flow Control Group and CIRCOR International, both key players in industrial valves, pumps, and automation



# Active Private Equity Groups (Cont'd)

## Acquiror

## M&A Overview

## Select Acquisitions



Audax Private Equity has demonstrated strategic involvement in the flow control industry through its investment in Flow Control Holdings, a specialized provider of sanitary and high-purity flow components



Wynnchurch Capital entered the flow control space with its 2023 acquisition of FloWorks, a distributor of valves, fittings, and specialty flow products. Since then, FloWorks has expanded rapidly through add-ons like Assured Automation and CAC Industrial, strengthening its MRO and automation capabilities



Mangrove Equity Partners, a Tampa-based private equity firm focused on the lower middle market, co-invested in the acquisition of NORMco Pump & Power in January 2024. NORMco specializes in portable industrial pumps and power equipment



# Active Strategic Buyers

## Acquiror

## M&A Overview

## Select Acquisitions



Emerson is a global leader in automation and flow control, strengthened by key acquisitions like Pentair Valves & Controls and Flexim. These moves expanded their portfolio in valves, actuators, and advanced flow measurement technologies across multiple industries



IDEX Corporation is a global leader in fluidics and flow control, strengthened by acquisitions like Abel Pumps and Flow Management Devices. These moves expanded their expertise in precision pumps, valves, and flow measurement across industrial and energy markets



Process Sensing Technologies (PST) expanded its flow control capabilities by acquiring Fluid Components International (FCI) in 2023, a leader in thermal mass flow meters. This acquisition strengthened PST's position in precise flow measurement for industries like oil & gas, chemicals, and power



# Active Strategic Buyers (Cont'd)

## Acquiror

## Acquiror Overview

## Select Acquisitions



Ingersoll Rand is a provider of mission-critical flow creation and industrial solutions that is expanding into higher-growth end markets like life sciences. It is acquiring companies of adjacent technologies that will complement its expansion in the life sciences vertical



Baker Hughes' Industrial and Energy Technology segment manufactures and sells turbines, it has strengthened its flow control portfolio by acquiring Continental Disc Corporation in 2025, specializing in safety-critical pressure management products. They're also expanding in energy equipment with the pending Chart Industries acquisition while divesting non-core sensor businesses



Crane is a leading manufacturer of highly engineered components that has two strategic growth platforms, Aerospace & Electronics and Process Flow Technologies



# Active PE Backed Platform Buyers

PE Firm	Platform Company	Platform Overview	Select Acquisitions by Platform Company
		<p>United Flow Technologies is a platform company intended to invest and acquire companies, especially in the water market. The company have acquired flow control companies for entering new geographies, product categories, and OEM partnerships</p>	  
		<p>Impel, backed by Pike Street Capital, is a rapidly growing platform specializing in industrial fluid management systems. Since 2021, it has expanded through multiple acquisitions across the Western and Midwestern US, serving water, wastewater, manufacturing, and semiconductor sectors</p>	  
		<p>FloWorks, headquartered in Houston, Texas, is a leading specialty distributor of critical flow control products and provider of tailored technical solutions for MRO-focused applications</p>	  

# Active PE Backed Platform Buyers (Cont'd)

PE Firm	Platform Company	Platform Overview	Select Acquisitions by Platform Company
		<p>Flow Control Holdings, backed by Audax Private Equity, specializes in sanitary flow components for food, beverage, and pharmaceutical industries. Since 2018, it has grown through strategic acquisitions, expanding its product range and market presence across the US</p>	
		<p>Harrington Industrial Plastics backed by Bain Capital operates as a distributor of industrial piping products that offers piping accessories, tubing and hoses and pumps, allowing the clients to benefit in the process solutions for corrosive and high-purity applications across US</p>	
		<p>Crane Engineering backed by AEA Investors is a provider of mechanical and electrical engineering services that offers a wide range of products like seals, couplings, sanitary cleaning systems, heat exchangers, and processing equipment and other services</p>	

# Selected M&A Transactions

Date	Target	Acquiror(s) / Investor(s)	Target Business Description
Jul-25	Cerro Brass	Midland Industries	Cerro Brass, headquartered in St. Louis, MO, is a distributor of brass fittings, adapters, pipe nipples, and needle valves for plumbing and industrial end markets
May-25	Aquatrol	Flow Control Management	Aquatrol, established in 1947 and headquartered in Elburn, IL, is a US-based manufacturer specializing in safety and pressure relief valves
Jan-25	Master Packing and Rubber Company	Flow Control Management	MPRC, founded in 1982 and headquartered in Cedar Rapids, Iowa, is a manufacturer and supplier of seal technology solutions
Nov-24	Lancaster Flow Automation	Valveworks USA	Lancaster Flow Automation, headquartered in Houston, Texas, is an innovator in the oil & gas sector, manufacturing patented, low-torque choke valves and flow-control automation systems
Oct-24	3 ParkerStore locations of Motion and Flow Control Products	Motion & Control Enterprises	Motion & Flow Control Products, is a US-based engineering-led distributor headquartered in the Western United States, specializing in ParkerStore™-certified fluid power components
Aug-24	Atrion Corporation	Nordson	Atrion Corporation is a specialized medical technologies company focused on medical infusion fluid delivery systems and niche cardiovascular solutions
Jul-24	Marshall Excelsior Company	OPW Fueling Components	Marshall Excelsior Company is a US-based manufacturer headquartered in Marshall, Michigan, specializing in safety-focused flow control components

# Selected M&A Transactions (Cont'd)

Date	Target	Acquiror(s) / Investor(s)	Target Business Description
Apr-24	ChampionX Corporation	Schlumberger Limited	ChampionX Corporation, headquartered in The Woodlands, Texas, is a US-based oilfield technology company specializing in artificial lift systems, wellhead valves, and chemical injection systems
Jan-24	Gilmore	Control Devices	Gilmore is a Houston, Texas–based specialist in severe-service flow control solutions, manufacturing rugged check, relief, regulator, solenoid, shuttle, and control valves tailored for demanding oil & gas and energy applications
Jan-24	CHEMFLOW Products	Relevant Industrial	CHEMFLOW Products is a manufacturer of flow control products that offers actuators, ball valves, couplings, lubricants, rust inhibitors, and safety shutdown systems in the US
Dec-23	R.F. Peck Company	Tom Barrow Co	R.F. Peck Company is a manufacturer of heating, ventilation, and air condition equipment that offers electric heating products, air separators, cooling towers, fan coil units, heat pumps, sand filters, chimney systems, architectural louvers, and solar shading to customers in New York
Nov-23	Pivotal Systems Corporation	OmegaX	Pivotal Systems Corporation is a provider of monitoring and process control technology products for the semiconductor manufacturing industry; The Company offers sensor, gas flow monitor, valve, and other accessories to customers worldwide
Oct-23	Energy Transfer Solutions	Hobbs & Associates	Energy Transfer Solutions is a provider of HVAC building products that offers cooling towers, air units, fan coil, chillers, humidifiers, acoustics, and other related products in the US

To speak with one of our team members regarding industry insights for the industrials sector, see below



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