

OVERVIEW

Benford Capital Partners is a Chicago-based private equity investment firm focused on control investments in smaller, lower middle market companies. We buy and build niche businesses that fall outside the investment parameters of many professional investors due to varying factors including their smaller size. Our transactions provide liquidity for owners, capital for growth and acquisitions, and a path to significant equity appreciation for management. Benford Capital seeks to partner with strong, experienced operators in management buyouts or in management transitions away from a retiring owner. Transitions are carefully planned to put a business in the best position to achieve long-term success.

WHY BENFORD CAPITAL?

Benford Capital is experienced with the unique cultural, business, and family issues that smaller companies can face.

We take an active role on the board of directors, focusing on growth opportunities, acquisitions, recruiting, strategy, and financing.

Transactions are flexible and structured to meet the specific financial, legal, and tax objectives of shareholders and management.

Long-term investment perspective without the typical constraints on size, structure or hold period of most funds.

ACQUISITION CRITERIA

Size: New platform — at least \$1 million of EBITDA
Add-on acquisition — any size

Geography: United States and Canada

Business Characteristics: Small market niche leaders
Defensible market position
Growth potential internally or through acquisition
Niche manufacturers of consumer or industrial products
Unique service companies
Value-added distributors

Avoided Industries: Retail, restaurants, software, start-ups, real estate, commodity products, biotech

Management: Management continuity is preferred but not required

Transaction Types: Buyout of retiring owner or majority/minority shareholder
Management buyout
Generational transfer in family business
Recapitalization of existing ownership/management
Corporate divestitures

CURRENT INVESTMENTS


SPECIALTY SALES LLC



DOUBLE L GROUP LLC



CURRENT INVESTMENTS



Specialty Sales is the market leading provider of automated hoof bath systems and hoof care treatment products for commercial dairies.

specialtysalesllc.com



Saco Foods is a branded, niche-market leading food products company selling primarily to supermarkets and mass retailers.

sacofoods.com



Droplet Measurement Technologies is a leading manufacturer of atmospheric particle measurement instruments for commercial and academic research applications.

dropletmeasurement.com



ENMET, LLC is a leading manufacturer of oxygen monitors, as well as toxic and combustible gas detectors. Completed 1 add-on.

enmet.com



Space Electronics is the market leader in mass properties measurement instruments for the aerospace and defense industry.

space-electronics.com



DOUBLE L GROUP LLC

Double L is a leading ventilation and flooring products supplier for the commercial poultry and swine industries.

doublel.com



Ray Allen is the market leading B-2-B direct marketer of professional K-9 training products for the law enforcement and military markets. Completed 2 add-ons.

rayallen.com



USUS is a leading provider of underwater inspection, maintenance and repair services serving the offshore and inland markets.

usunderwaterservices.com



ESG provides outsourced services that help companies optimize their investments in training and education.

educationservicesgroup.com

EXITED INVESTMENTS



K&H is a diversified pet products manufacturer selling to all channels of the pet industry. 2017 exit

khpet.com



BadgerLand is a leading regional distributor of car wash equipment, chemicals and supplies. 2016 exit.

badgerlandcarwashequipment.com



Imperial Laundry is a commercial laundry services provider for the healthcare and hospitality markets. 2010 exit.

imperiallaundrysystems.com

BENFORD
CAPITAL PARTNERS, LLC

Private Equity for Small Business

www.benfordcapital.com
121 West Wacker, Suite 3600
Chicago, IL 60601

edward@benfordcapital.com | 312-932-0200 x1
ben@benfordcapital.com | 312-932-0200 x2
brendan@benfordcapital.com | 312-932-0200 x4