

## 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



Customer Success as a Service

**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**  
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*Private Equity for Small Business*

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