



# Building lower middle market companies in partnership with management for over two decades.

## About Benford Capital

Founded in 2004, Benford Capital Partners is a Chicago-based, operationally oriented private equity firm focused on buying and building smaller, lower middle market companies. We take stewardship seriously and understand family and founder-owned businesses. Our goals are simple: help companies scale and realize their potential, while preserving culture and legacy. We pride ourselves on the partnerships we build and conduct business in a straightforward, consistent, and forthright manner.

We have deep experience and a proven track record helping businesses grow and thrive organically and via add-on acquisitions. Our focus is on industries where we have a track record of investment and operating success. Together with our Operating and Executive Partners, we bring a collaborative approach to strategy, execution, and value creation.

Since 2004, Benford Capital has acquired 21 businesses and is currently investing from its first committed fund.

## Investment criteria

### Company size

- \$5-50MM of revenue
- \$1-5MM of EBITDA
- Add-ons of any size

### Transaction types

- Family succession
- Retiring founder
- Management buyout
- Recapitalization
- Corporate divestiture

### Geographic focus

- United States
- Canada

### Industry interests

- Niche manufacturing
- Value-added distribution
- Outsourced business services
- Industrial technology
- Consumer & food
- B2B e-commerce
- Agricultural products and services

## Our team

### Edward Benford

Managing Director  
ed@benfordcapital.com

### Benjamin Riefe

Managing Director  
ben@benfordcapital.com

### Brendan Green

Vice President  
brendan@benfordcapital.com

### Christopher Cochrane

Associate  
chris@benfordcapital.com

### Cormac Kelly

Associate  
cormac@benfordcapital.com

### Thomas Schofield

Associate  
thomas@benfordcapital.com

### Brian Staff

Operating Partner  
brian@benfordcapital.com

### Vince Sweeney

Operating Partner  
vince@benfordcapital.com

### Jason Berg

Controller  
jason@benfordcapital.com

### Natalie Hopkins

Office Manager  
natalie@benfordcapital.com

# Representative investments



## Industrial technology

Analytical and test equipment • Lab equipment • Scientific instruments • Gas detection and sensors • Quality control and monitoring instruments • Measurement and lab services • Filtration and valves • Water/wastewater treatment • Aerospace and defense



Mass properties measurement instruments  
Berlin, CT



Gas detection instruments  
Ann Arbor, MI



Atmospheric measurement instruments  
Longmont, CO



Quality control instruments for glass industry  
Northfield, MN



Gas detection sensors (ENMET add-on)  
Bowling Green, KY



## B2B e-commerce

Catalog, e-commerce, and omni channel distributors • Marketers of commercial, safety, lighting, and RFID products • Unique product-focused companies • Marketers of products and gear to enthusiast, prosumer, and niche markets



Niche market leader in K9 training products  
Colorado Springs, CO



E-commerce distributor of RFID products  
Birmingham, AL



E-commerce distributor of LED lighting products  
New Berlin, WI



## Consumer & food

Food and beverage (branded & private label) • Candy and confections • Food ingredients • Pet food and products • Household and sporting goods • Safety products, tools, and hardware • Unique supermarket formats



Branded shelf stable healthy snacks and unique fruit ingredients  
Rochester, NY



Niche shelf stable food products sold to supermarket industry  
Middleton, WI



Market leading sun dried tomato brand (Saco add-on)  
Danville, CA



Branded pet products manufacturer  
Colorado Springs, CO



## Ag products & services

Products and services that support commercial crop and animal production • Sensors and diagnostic tools • Handling and processing equipment • Agricultural building products • Animal health and nutrition



Hoof care treatment for dairy industry (equipment and supplies)  
Fresno, CA



Building products for commercial swine and poultry  
Dyersville, IA