



# 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 over 40 businesses and is currently investing from its \$200 million Fund II.

## Investment criteria

### Company size

- \$5-100MM of revenue
- \$1-10MM 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

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# 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



Nuclear material handling products and services

Golden, CO



Quality control instruments for glass industry

Northfield, MN



Quality control instruments for glass industry (LiteSentry add-on)

Waidhofen, Austria



Seismic and environmental monitoring services and equipment

Birmingham, AL



Mass properties measurement instruments

Berlin, CT



Atmospheric measurement instruments

Longmont, CO



## 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



B2B fruit ingredients and branded shelf stable healthy snacks

Rochester, NY



B2B food ingredients and processing agents for a global customer base

Newmarket, ON



Branded specialty eggs sold to natural and conventional retailers

Kalona, IA



B2B fruit ingredients (Brothers add-on)

Tampa, FL



Niche shelf stable food products sold to supermarket industry

Middleton, WI



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



Custom feed blends for dairy cattle and processed soybean products

Pulaski, WI



Hoof care treatment for dairy industry (completed two add-ons)

Fresno, CA



Hay preservatives and related applicator systems

Hudson, WI