

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

Geographic focus

- United States
- Canada

Transaction types

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

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



B2B ingredients (vitamin and mineral premixes) for animal feed industry
Juneau, WI



Custom feed blends for dairy cattle and processed soybean products
Pulaski, WI



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