

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 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

- \$5-150MM of revenue
- \$2-15MM 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

- Industrial technology
- Food and consumer
- Agriculture products and services
- B2B e-commerce
- Niche manufacturing
- Value-added distribution
- Outsourced business services

Our team

Edward Benford
Managing Director
ed@benfordcapital.com

Benjamin Riefe
Managing Director
ben@benfordcapital.com

Brian Behm
Principal
bbehm@benfordcapital.com

Brendan Green
Principal
brendan@benfordcapital.com

Harrison Furse
Director of Business Development
harrison@benfordcapital.com

Cormac Kelly
Senior Associate
cormac@benfordcapital.com

Thomas Schofield
Senior Associate
thomas@benfordcapital.com

Jim Lynch
Associate
jim@benfordcapital.com

Ben Getka
Associate
bgetka@benfordcapital.com

Brian Staff
Operating Partner
brian@benfordcapital.com

Kori Pierce
Operating Partner
kori@benfordcapital.com

Rupal Patel
Operating Partner
rupal@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



Value-added distributor of industrial automation and motion control products

Canton, MA



Seismic and environmental monitoring services and equipment

Birmingham, AL



Nuclear material handling products and services

Golden, CO



Quality control instruments for glass industry

Northfield, MN



Atmospheric measurement instruments

Longmont, CO



Mass properties measurement instruments

Berlin, CT



Food & consumer

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



Manufacturer of baked snack ingredients for leading CPG and retail customers

Waukesha, WI



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 and branded shelf stable healthy snacks

Rochester, NY



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



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



E-commerce distributor of LED lighting products

New Berlin, WI



E-commerce distributor of RFID products

Birmingham, AL



Niche market leader in K9 training products

Colorado Springs, CO