



# 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 more than 55 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

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# Representative investments



## Industrial technology

Industrial Services • Analytical & Test Equipment • Value-added Industrial Distribution • Quality Control Instrumentation  
 • Industrial & Process-control sensors • Environmental Sensors • Infrastructure & Engineering Services  
 • Industrial Automation • Aerospace and defense



Manufacturer of precision meteorological instrumentation  
 Traverse City, MI



Value-added distributor of industrial automation and motion control products  
 Canton, MA



Seismic and environmental monitoring services and equipment  
 Birmingham, AL



Quality control instruments for glass industry  
 Northfield, MN



Nuclear material handling products and services  
 Golden, CO



Mass properties measurement instruments  
 Berlin, CT



## Food & consumer

Private Label & Contract Manufacturing • Branded Food & Beverage • Specialty & Functional Ingredients • Pet food and products • Confectionary • Personal care & Household products • Value-add Food Distribution • Food flavors & additives  
 • Bakery products & Inclusions • Food Safety & Traceability • Unique Supermarket Formats



Manufacturer of IQF pasta, rice, and grain products  
 Detroit, MI



Branded, private label, and B2B Hispanic food & beverage products  
 Dallas, TX



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



B2B fruit ingredients and branded shelf stable healthy snacks  
 Rochester, NY



Branded specialty eggs sold to natural and conventional retailers  
 Kalona, IA



## 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 additions)  
 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