



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



Atmospheric measurement instruments

Longmont, CO



Nuclear material handling products and services

Golden, CO



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 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