



Building lower middle market companies in partnership with management for over two decades.

About Benford Capital Partners

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 Partners has acquired more than 55 businesses and raised over \$750 million, including our recently closed \$365 million Fund III.

Investment criteria

Company size

- \$10-200MM of revenue
- \$3-20MM 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

Ben 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

Andrew King
Vice President
andrew@benfordcapital.com

Cormac Kelly
Vice President
cormac@benfordcapital.com

Jackson Mulligan
Business Development Associate
jackson@benfordcapital.com

Brian Staff
Operating Partner
brian@benfordcapital.com

Rupal Patel
Operating Partner
rupal@benfordcapital.com

Thomas Schofield
Operating Partner
thomas@benfordcapital.com

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