

# 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 on conducting 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
- Specialty services
- Niche manufacturing
- Value-added distribution

## Our team

**Edward Benford**  
Managing Director  
[ed@benfordcapital.com](mailto:ed@benfordcapital.com)

**Ben Riefe**  
Managing Director  
[ben@benfordcapital.com](mailto:ben@benfordcapital.com)

**Brian Behm**  
Managing Director  
[bbehm@benfordcapital.com](mailto:bbehm@benfordcapital.com)

**Brendan Green**  
Managing Director  
[brendan@benfordcapital.com](mailto:brendan@benfordcapital.com)

**Harrison Furse**  
Director of Business Development  
[harrison@benfordcapital.com](mailto:harrison@benfordcapital.com)

**Andrew King**  
Vice President  
[andrew@benfordcapital.com](mailto:andrew@benfordcapital.com)

**Cormac Kelly**  
Vice President  
[cormac@benfordcapital.com](mailto:cormac@benfordcapital.com)

**Jackson Mulligan**  
Business Development Associate  
[jackson@benfordcapital.com](mailto:jackson@benfordcapital.com)

**Brian Staff**  
Operating Partner  
[brian@benfordcapital.com](mailto:brian@benfordcapital.com)

**Rupal Patel**  
Operating Partner  
[rupal@benfordcapital.com](mailto:rupal@benfordcapital.com)

**Thomas Schofield**  
Operating Partner  
[thomas@benfordcapital.com](mailto:thomas@benfordcapital.com)

**Adam Gross**  
Vice President of Portfolio Operations  
[adam@benfordcapital.com](mailto:adam@benfordcapital.com)

# Representative investments



## Industrial technology & manufacturing

Engineered products & systems • Precision components & assemblies • Automation & motion control • Process & flow control systems • Testing, measurement & sensing equipment • Aerospace & defense components and systems • Safety & environmental products • Lab equipment & scientific instruments



Manufacturer of precision meteorological instrumentation  
Traverse City, MI



Quality control instruments for glass industry  
Burnsville, MN



Nuclear material handling products and services  
Golden, CO



Atmospheric measurement instruments  
Longmont, CO



Gas detection instruments  
Ann Arbor, MI



Mass properties measurement instruments  
Berlin, CT



## Food, ingredients & consumer products

Private label & contract manufacturing (food, VMS, personal care) • Functional ingredients & flavor systems • Bakery products & inclusions • Specialty food & beverage brands • Value-added food distribution • Pet food & pet care products • Enthusiast products • Value-added & specialty distribution



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



## Agriculture products & services

Animal health & nutrition • Crop inputs (nutrients, protection, soil health) • Custom application & field services • Processing equipment & aftermarket parts • Ag-tech & precision agriculture tools • Agricultural building products



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 solutions for the dairy industry  
Fresno, CA



## Specialty services & distribution

Compliance, testing, inspection & safety-related services • Technical maintenance & repair services • Route-based & recurring services • Infrastructure, engineering & environmental services • Industrial, commercial & residential services • Value-added & specialty distribution • B2B e-commerce



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



Seismic and environmental monitoring services and equipment  
Birmingham, AL



E-commerce distributor of RFID products  
Birmingham, AL