

# 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

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# 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



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

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



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



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



## 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