



## Robert A. Ross

Chair, Global Transactions Practice Group; Vice Chair, Private Equity Practice Group

Cleveland

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## Overview

**Bob concentrates a significant portion his practice on sell-side transactions, guiding clients through complex mergers and divestitures across the United States and internationally. He is particularly passionate about working with privately held and family-owned businesses, drawing on his deep understanding of family and company dynamics to help clients navigate the unique challenges and opportunities these transactions present. Bob is known for his ability to build trust and rapport with business owners and family members, ensuring their legacy and goals are protected throughout the deal process and that they are positioned to earn a “second bite” in subsequent private equity sales.**

With decades of experience representing both public and private companies, Bob has developed a keen insight into the strategies and playbooks of large corporate and private equity buyers-knowledge he gained from years of advising major private equity firms on high-profile transactions. This perspective allows him to anticipate the moves of sophisticated buyers, level the playing field for his clients and deliver practical, business-minded solutions at every stage of a deal.

Bob’s approach is collaborative and hands-on, working closely with clients from initial planning through closing. He regularly advises on entity selection, tax structuring, business succession planning and other critical issues that arise in the context of family and closely held businesses. His industry experience spans business services, manufacturing, technology, food and beverage, energy, and more.

## Representative Matters

- Represented the ownership team of Premier Produce One, Inc. in its sale to an affiliate of Shore Capital Partners, the purchase price of which was paid in a combination of cash and rollover equity. Benesch served as co-counsel on the transaction and advised certain owners on employment matters. Representation and warranty insurance was secured for the benefit of both parties.
- Represented Beck Aluminum in its acquisition by Real Alloy.
- Represented a Connecticut-based technology firm in a \$70 million sale of one line of business to a large UK conglomerate.
- Representing a Connecticut-based technology firm in a \$17 million sale of one line of business to an Australian entity.
- Represented Stein Holdings, Inc. in its sale of Stein, LLC and Stein Mill Services, LLC to TMS International, a leading provider of outsourced industrial services to steel mills globally.
- Represented General Extrusions in the \$22 million sale of its alloy extrusions businesses to a strategic purchaser. The complex real estate transaction involved environmental and title questions.
- Represented Cornerstone Innovations (DBA Diversified Employee Solutions), an Ohio-based Professional Employment Organization (PEO) in the sale of the company to a national PEO based on the West Coast.
- Represented the Prince & Izant Company in the sale of equity and real estate to Industrial Growth Partners, a San Francisco-based private equity group. The transaction included \$282M of consideration with a rollover investment and the potential for up to \$35M in additional proceeds based on the future success of the IGP's investment.
- Represented CAM3 Holdco, LLC in its sale of Cam2 Technologies, LLC dba RedWave Technology to 908 Devices Inc., a Nasdaq-listed company and provider of various purpose-built handheld and desktop mass spectrometry devices in life sciences research, bioprocessing, pharma/biopharma, forensics and adjacent markets for an enterprise value of \$90 million.

## Global Transactions

As chair of Benesch's Global Transactions Practice Group, Bob is frequently called upon to assist clients with cross-border legal matters-including joint ventures, acquisitions and dispositions- across the Pacific Rim, India, Central and South America and throughout Europe. His international experience includes representing U.S. and foreign-based companies, including clients of foreign law firms with which Bob has developed trusted relationships.

He is adept at navigating the unique legal, cultural and business considerations that arise in global deals. Bob's international work spans a variety of industries and transaction structures, allowing him to deliver practical, business-minded solutions for clients pursuing opportunities or facing challenges around the world.

"Bob was instrumental in all three company sales. [He] kept me grounded when I was ready to walk away from negotiations and helped me stay focused through what were always incredibly high-pressure moments." -Benesch Client

## Representative Matters

- Represented Falcon Plastics in its acquisition of Avid International Molding Solutions.
- Represented the ownership team of Premier Produce One, Inc. in its sale to an affiliate of Shore Capital Partners, the purchase price of which was paid in a combination of cash and rollover equity.
- Represented Cyprium Investment Partners in connection with the refinancing of Remprex, Inc. This refinancing transaction involved the participation of both new and existing investors, including BTG Pactual U.S. Private Credit Investments.
- Represented a large manufacturing firm on the sale and leaseback of the industrial property out of which they operate in central Ohio for over \$22.2 million.
- Represented Custom Glass Solutions LLC, a glass manufacturing firm and portfolio company of Stellex Capital Management, on the sale and leaseback of a property out of which they operate in Upper Sandusky, Ohio for over \$22 million.
- Represented Weltman, Weinberg, & Reis, Co., LPA, an Ohio based law firm, in its strategic acquisition of Hodges, Avrutis, & Foeller, a creditors rights and collections law firm based in Sarasota, Florida.
- Represented an Ohio based Professional Employment Organization (PEO) in the sale of the company to a national PEO based on the West Coast.
- Successfully defended a client importer accused of unlawful importation to resolve a civil penalty case before U.S. Customs and Border Protection with over \$200,000 in cost savings.

## Credentials

### EDUCATION

- Georgetown University Law Center, 1985, J.D., *magna cum laude*
- Miami University, 1982, B.S., *magna cum laude*

### BAR & COURT ADMISSIONS

- Ohio

## Memberships

- Member, International Bar Association
- Board Member, ACG Cleveland
- Vice President, Greater Cleveland International Lawyers Group
- LL.M. Advisory Board Member, Case Western Reserve University School of Law

- Lex Mundi: Chair, Cross-Border Transactions Group, 2006-09; Program Chair, Lex Mundi Institute Annual Cross-Border Transaction Conference (Monterey, California), 2007-10
- Deputy Legal Chair; North American Executive Committee Member, Alliot Group, (2011-2015); Worldwide Board Member (2015-2016)

## Awards & Recognition

- Listed, *The Best Lawyers in America®*, Corporate Law and International Trade and Finance Law, 2012-2026
- Chambers USA: America's Leading Lawyers for Business, Corporate M&A, 2014-2019
- Ohio Super Lawyers, 2007-2009, 2013-2019
- AV® Preeminent Rated, Martindale-Hubbell

## News & Insights

- [129 Benesch Attorneys Recognized in 2026 Best Lawyers® Rankings](#)  
August 21, 2025 | Press Releases
- [Benesch Advises Cyprium Partners in Recapitalization of Remprex](#)  
February 11, 2025 | Media Mentions
- [Benesch Advises Blue Marlin Partners on Acquiring Strategic Stake in Mo' Bettahs](#)  
October 25, 2024 | Press Releases
- [132 Benesch Attorneys Recognized in 2025 Best Lawyers® Rankings](#)  
August 14, 2024 | Press Releases
- [Obama Signs New Federal GMO Labeling Law](#)  
October 30, 2023 | Client Alerts & Insights
- [U.S. News & World Report - Best Lawyers 2017](#)  
October 30, 2023 | Announcements
- [Benesch's Growth Continues Through the Recent Key Addition of Six New Attorneys](#)  
October 30, 2023 | Announcements
- [U.S. News & World Report - Best Lawyers 2019](#)  
October 30, 2023 | Announcements
- [U.S. News & World Report - Best Lawyers 2018](#)  
October 30, 2023 | Announcements
- [Benesch attorneys listed in Chambers USA 2017](#)  
October 30, 2023 | Press Releases

# Speaking & Events

## PAST EVENTS

- What a Wonderful World - How to Effectively do Deals Globally | Robert A. Ross  
September 4, 2024 | Speaking Engagement
- Preparing for the Liquidity Event | Robert A. Ross  
June 1, 2023 | Speaking Engagement
- Enhancing Sell-Side Prep to Drive Enterprise Value | Robert A. Ross  
September 8, 2021 | Speaking Engagement
- Art of the Deal: M&A Post COVID | Robert A. Ross  
February 11, 2021 | Speaking Engagement
- Benesch COVID-19 Resource Center: The Business Response to COVID-19 Webinar  
March 27, 2020 | Firm Events