

Robert A. Ross

Chair, Global Transactions Practice Group

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Overview

Bob focuses his practice on sell-side transactions, guiding privately held and family-owned businesses through complex mergers and divestitures in the U.S. and internationally. Drawing on his understanding of family and business dynamics, as well as his insight into the playbooks of sophisticated corporate and private equity buyers, he helps clients anticipate challenges, maximize value and navigate transactions with confidence.

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. 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 Weltman, Weinberg & Reis Co., LPA, in its strategic acquisition of Nathan & Nathan, P.C., a Southeast-based law firm.
- Represented Falcon Plastics in its acquisition of Avid International Molding Solutions, a stock purchase involving Avid's U.S. and Mexico operations. Benesch advised on the U.S. acquisition and coordinated integration of the Mexico transaction.

- 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 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. The deal was structured as a sign-and-close sale leaseback with significant financing issues to release the existing mortgage prior to closing.
- 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.

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, Alliott Group, (2011-2015); Worldwide Board Member (2015-2016)

Awards & Recognition

- Listed, *The Best Lawyers in America®,* Corporate Law; International Trade and Finance Law, 2012-2027
- 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

- Benesch Represents Weltman, Weinberg & Reis Co., LPA in its Strategic Acquisition of Nathan & Nathan, P.C., a Southeast-Based Creditors Rights Law Firm
  August 21, 2026 | Press Releases
- 126 Benesch Attorneys Recognized in 2027 Best Lawyers® Rankings
  August 20, 2026 | Press Releases
- 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

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