



BENJAMIN F. EDWARDS & CO.
INVESTMENTS *for* GENERATIONS

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FOR IMMEDIATE RELEASE

Growth Continues at Benjamin F. Edwards & Co.
Adds branches in Kansas and Ohio;
Service offerings now include investment banking

(ST. LOUIS, June 20, 2013) – Company officials for brokerage Benjamin F. Edwards & Co. announced today the opening of branches in Abilene, Kan., and Canton, Ohio, and that it is adding business advisory and investment banking services to its product and service mix.

“Adding branches and advisors will always be a key component of our growth strategy, but it is essential that we explore and leverage opportunities to strengthen and diversify our revenue base by incorporating complementary service enhancements,” said Benjamin F. (Tad) Edwards IV, founder, chairman and CEO of Benjamin F. Edwards & Co. “Given current demand for investment banking and advisory services from our advisors and their clients, it made good business sense for us to broaden our capabilities accordingly.”

Branch Openings

The new branches represent the firm’s third location in each state. In addition to Abilene, the company has Kansas branches in Leawood and Wichita, and Ohio branches in Mentor, Columbus, and now Canton.

“We are pleased to welcome these branches and investment professionals to our teams in Kansas and Ohio,” said Edwards. “Advisors continue to find our culture of entrepreneurialism and empowerment appealing and embrace our relentless commitment to keeping our clients’ interests as our first priority.”

Abilene, Kan.

Joining the new Abilene, Kan., location are the following:

Patti O’Malley, Managing Director – Investments: O’Malley has been a financial services provider in the Abilene community for more than 20 years. She moved to Abilene in 1993 after spending more than 10 years in financial services working for several investment firms in New York City and for the New York Stock Exchange.

Jeff Hoover, CFP® , Associate Vice President – Investments: Hoover worked in the brokerage and banking industries for 10 years, before joining O’Malley in 2003.

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Also coming aboard at the new office to assist O'Malley and Hoover with their client management responsibilities is Donna Nanninga, who joins as a Senior Financial Associate. Nanninga and O'Malley have worked together for nearly 15 years.

Managing the Abilene location is the firm's Midwest Regional Manager and Wichita Branch Manager Roger Buller.

"Benjamin F. Edwards & Co. provides all of the investment tools and services that my team and I, along with our clients, look for in an investment firm," said O'Malley. "As important for us is their commitment to put clients at the forefront of every decision the firm makes. That's our philosophy, and all of us are proud to work at a firm that places such a premium on client service."

Canton, Ohio

Joining the firm and its new Canton location are the following:

Thomas J. Addressi, AAMS[®], Vice President – Investments: Addressi joins the firm with 30 years of financial services experience. Prior to becoming a financial advisor, Addressi served in the U. S. Air Force.

Michael Rosso, Vice President – Investments: Rosso began his financial services career at Merrill Lynch in 1989, after working in purchasing for Coca-Cola. He joins the firm with nearly 25 years of experience.

Timothy Dvorak, Financial Consultant: Dvorak brings nearly 20 years of experience in the securities industry. Before joining the brokerage industry, he spent almost 20 years at Miller Brewing Company as an area manager in the sales division.

Also joining the office as a Senior Financial Associate is Kellie Westren, who brings more than 17 years of financial services experience. Providing outstanding client service is a priority for Westren and she has been recognized on several occasions for her efforts.

All of the individuals joining the firm in Abilene and Canton are transferring from Wells Fargo Advisors.

Managing the Canton location is Kurt Faulhaber, senior vice president – investments, who is transferring to the new location from the company's existing Mentor, Ohio, office. Faulhaber joined Benjamin F. Edwards & Co. in 2011 and is a financial services veteran of 25 years.

"Having been with this firm for two years, I've experienced first-hand how Benjamin F. Edwards & Co. delivers client-first service," said Faulhaber. "The firm is also able to provide the financial planning tools we need to better serve our clients, as well as the in-depth expertise and resources found at larger, less high-touch companies."

Firm Eyes Revenue Opportunities with Addition of Investment Banking Services

In the investment banking arena, the firm will focus on middle market transactions, providing strategic advice and counsel to business owners. Spearheading the effort is Doug Rubenstein, senior vice president and director of Capital Markets and Business Strategy. Assisting with the new initiative as managing directors of investment banking are the following senior professionals:

Shelby Schagrin – With more than 30 years of experience in mergers and acquisitions, strategy, and finance and business development, Schagrin previously worked at Continental Bank in Chicago and in investment banking at A.G. Edwards in St. Louis. She also served as vice president of finance and strategy at Spartech Corporation, and as the president of Q.E.D. Consulting Group, where she advised numerous business owners. In her new role at Benjamin F. Edwards & Co., Schagrin will work with the firm’s advisors to help their clients who own businesses evaluate strategic alternatives, which could possibly include selling the business.

Hugh Scott, III – After a successful 27-year career at Western Diesel Services, Inc. – 13 of those spent as president, chairman and CEO – Scott moved into investment banking initially as principal of Iota Group, a private banking firm, and later as a managing director of investment banking at Stifel Nicolaus. He was also mayor of Clayton, Mo., a St. Louis suburb, from 1987-91 and continues to be active in civic and community affairs serving on the boards of directors for a number of local nonprofits.

“We’re thrilled to have Shelby and Hugh on board, as our advisors have expressed a steady interest and need for the banking and business advisory services they can provide,” said Edwards. “Their addition enables us to deepen our existing relationships with a key client constituency – business owners, while also giving us the potential to broaden our revenue opportunities.”

About Benjamin F. Edwards & Co.

With a tagline of “Investments for Generations” and a company logo anchored by the Edwards crest, Benjamin F. Edwards & Co. is headquartered in St. Louis, Mo. The firm was founded in 2008 by Benjamin F. (Tad) Edwards IV, the great-great-grandson of Albert Gallatin Edwards, the founder of brokerage firm A.G. Edwards. Currently, the firm has 33 branches in 17 states.

A subsidiary of Benjamin Edwards, Inc., Benjamin F. Edwards & Co. is a full-service brokerage and a Registered Investment Adviser, which offers a wide array of financial products and advisory services to its clients and financial consultants. For more information about Benjamin F. Edwards & Co., please visit the firm’s corporate website, benjaminfedwards.com, GetInAtBenEdwards.com for advisors, or follow the company on Twitter.com/GrowWithBFEC.

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