

K&H Pet Products Has Been Acquired by Central Pet & Garden

MHT PARTNERS - THE PREEMINENT ADVISOR TO INNOVATIVE, NICHE MARKET LEADERS



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MHT Partners is proud to announce that K&H Manufacturing, LLC ("K&H," and d/b/a "K&H Pet Products"), a portfolio company of Benford Capital Partners, LLC ("Benford Capital") has been acquired by Central Garden & Pet Company ("Central Garden") (NASDAQ: CENT and CENTA). MHT Partners was exclusive advisor to K&H in this transaction.

K&H Pet Products is a leading provider of innovative, high quality and functional pet and hobby farming products. As the niche market leader in heated beds for dogs and cats, K&H's products are highly regarded and known for quality, reliability and safety. K&H was acquired by Benford Capital Partners, Coppermine Capital and management in 2007.

Over the last ten years, K&H, led by President Jim Koskey, grew revenues more than six-fold (all on an organic basis) by (i) entering adjacent pet product hard-goods categories, (ii) building a dedicated sales team that accelerated new customer acquisition and (iii) growing K&H's consumer brand awareness through the e-commerce channel.

"The K&H investment is a good case study in our patient, long-term partnership approach as investors and Board members," said Edward Benford, Managing Director, Benford Capital. "We acquired the business in May 2007 in partnership with President, Jim Koskey, and helped support and develop the growth plan over the past 10 years resulting in a highly successful outcome for the management team, Benford Capital and our investors. We wish the K&H team and Central Garden continued success in the future." He adds, "We are extremely pleased with MHT Partners' process. They clearly understood our business and objectives and they provided us with trusted guidance and thorough analysis throughout which allowed for a highly favorable outcome for all parties involved."

Jim Koskey, who will be continuing in a general management and product development role with Central Garden added "I truly enjoyed building K&H over the last ten years under Benford Capital's and Coppermine's ownership. They provided consistent, straightforward advice and rolled up their sleeves in a "hands-on" way when it made sense. I'm also looking forward to K&H's next stage of growth and success under the Central Garden & Pet umbrella."

Craig Lawson, Managing Director, MHT Partners adds, "We are thrilled to have served as the advisor to such an innovative, leading and differentiated company. We look forward to K&H's continued success and feel honored to have worked with the collective K&H and Benford Capital teams."

The MHT Partners team was led by [Craig Lawson](#) and [Gavin Daniels](#).

