



Trustworthy Advice.

Actionable Solutions.

The clear choice for Process & Performance Improvement



908 432 2121

www.clearthinkinggroup.com

The Process and Performance Improvement group provides services to manufacturers, wholesalers and retailers in a wide range of areas from business strategy to operations. We have a proven record of assisting our clients in attaining improved operations while meeting the company's desired cost objectives. Our experienced consultants also bring substantial industry knowledge to support our clients in developing and achieving their strategic goals. A summary of our services is shown below:

Operations

- Operating Plan Review
- Standards Development & Best Practices
- Business Process Design & Implementation
- Productivity Improvement
- Workforce Management
- Systems Strategy Design & Implementation
- Benchmarking

Merchandising

- Merchandise Planning
- Inventory Management
- Inventory Valuation
- Vendor Relations
- Sourcing
- Marketing & Advertising
- Visual Presentation

Supply Chain

- Network Analysis
- Standards Development & Best Practices
- Productivity Improvement
- Replenishment Systems
- Reverse Logistics
- Transportation
- Benchmarking

Business Planning

- Strategic Planning
- Marketing Strategy
- M & A Strategy
- Debt Restructuring
- Re-Capitalization
- Distribution Strategy

Human Resources

- Organizational Structure
- Organizational Development
- Change Management
- Benchmarking
- Associate Training
- eLearning

Asset Management

- Asset Disposition & Recovery
- Asset Protection
- Channel Control
- Real Estate
- Strategic Asset Redeployment

“The Clear Thinking Group brought instantaneous structure to our company and helped us make the hard decisions that had to be made for the company to continue to prosper.”

*-- Joe Bozich, Chairman
Knights Apparel*

“Identifying opportunities for operational and organizational improvements and efficiencies is one thing, digging into and identifying root causes and then implementing solutions that are sustainable long term requires an entirely different skill set. That is what Clear Thinking Group brings to the table that no other consulting group I have ever worked with can provide! .”

*-- Harvey Berkman, CEO
Adrianna Papell*



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Leadership



Stuart Kessler, President

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Mr. Kessler is the founding partner of Clear Thinking Group. As a consultant for the last seven years, Mr. Kessler has been engaged by numerous Retail and Consumer Product companies needing assistance with strategic, financial and operating alternatives. He has over 25 years of retail experience in a variety of senior merchandising and operational positions with several major U.S. Retail organizations: President, Footlocker Outlet Division, COO of champs Sports, COO of F. W. Woolworth Division, COO/CMO of Herman's Sporting Goods, and VP/GMM of Ames Department Stores. He is a member of the Turnaround Management Association and American Bankruptcy Institute.



Jim Bunn, Partner

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Mr. Bunn has over 25 years of professional experience in retail, manufacturing and consulting. He has provided consulting services to retailers and manufacturers in all phases of strategy, logistics, store operations, distribution/warehousing operations and systems implementation. He has significant experience in Retail Strategy, Supply Chain Strategy and Operations, Internet Operations, Reverse Logistics, Business Process Improvement, Change Management, Program Management, Vendor Partnerships, Store Operations, Labor Management, Activity Based Costing and Systems Implementation. Mr. Bunn was a Senior Manager with BearingPoint where he has a proven track record in enterprise-wide projects ranging from cost reduction to customer service focused initiatives. Mr. Bunn leads the Clear Thinking Group Process and Performance Improvement Practice Group.



Paul Davies, Partner

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Mr. Davies is an accomplished senior executive with over 35 years of experience with both public and private retail and consumer product companies. He has held key management positions with Allied Stores Corporation, May Department Stores, Federated Department Stores, Marshall's and Barbara K Enterprises. He was President and CEO of Garden Ridge Corporation, Champs Sports, Woolworth USA and Wacamaw Corporation. Prior to Joining Clear Thinking Group, he was Executive Vice President of Value City Department Stores.



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Representative Engagements

Bookstore Chain

Developed and implemented a large scheduling application for a 350 store operation, significantly reducing labor costs while improving productivity.

Off-Price Retailer

West Virginia -based operator of 75 off-price stores. Retained to develop and implement a new merchandising and planning/allocation organization to support needs for future growth, including the addition of more than 25 stores in one year.

Specialty Apparel Retailer

Developed and implemented a plan to reduce distribution center costs by 30%.

Hotel Chain

Developed requirements for an automated workforce management system. Subsequently developed a request for proposal for the workforce management system and assisted client in selecting the system.

Ladies Sportswear Importer

Conducted a review of process improvement opportunities that accounted for a \$15 million cost reduction.

Specialty Store

Assisted in the implementation of a new Point of Sale system. Developed rollout plan and trained stores in the new system.

Ladies Dress Importer

Assisted in implementing a new ERP system that included distribution, purchasing, production, logistics and design. Interface ERP system to financial systems.

Book Retailer

Developed a labor budgeting tool based on engineered standards to create accurate store budgets that resulted in a 3% reduction in payroll. Conducted a process review of store operations and identified and rolled out new processes to the chain. Assisted in the implementation and rolled out of a new point of sale and back office system.

Food Packaging Company

Performed a process review to develop potential cost saving initiatives to support the marketing and sale of this company to investors.

Denim Importer

Performed financial due diligence for a prospective investor that evaluated financial plans, logistics, operations, imports and customer liability.

Specialty Store

Conducted a review of store operations processes and developed process improvements for merchandise handling processes. Developed an annual budgeting tool.

About Clear Thinking Group

Clear Thinking Group is a national advisory organization founded in 2002 that provides a unique perspective on business opportunities and challenges. The firm's team of professionals takes an active role in implementing plans that are developed for its clients. The firm's broad experience in industries such as manufacturing, consumer brands, distribution, and retail allows it to provide clients with actionable solutions and expected results through careful, clear thinking.