

# Lean Retailing – new retail fundamentals for 2009 trading climate...



## “Lean Retailing” explained:-

A defined process by which the entire retail organisation is right sized appropriate to the current retail market place

- The process covers the entire business from the supply chain to central operations, marketing, distribution and the retail estate.
- Right sizing is driven by a defined “route map” which allows each step to be taken in a measured and integrated manner.
- The entire process is benchmarked and monitored against set parameters
- Drive fundamental change into business process working in conjunction with management, where appropriate

## Why it is needed:-

The retail market in the UK, having peaked at £270bn pa in May 2008 was down to £258bn in December 2008. Down 4.5% and back to March 2007 levels.

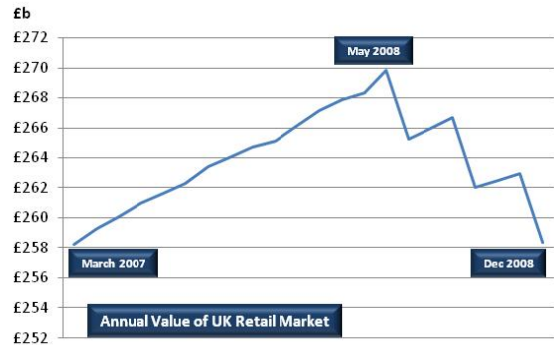
- The **food sector** has been sustained, due to inflation, at £118bn in December 2008 compared to a peak of £121bn and still ahead of March 2007 at £116bn.
- **Non food**, where the recession is biting most severely, dropped to £140bn in December 2008 a level not seen since September 2006. Down 6.7% from a peak of £150bn in May 2008.

Significant “over capacity” has built up, particularly in the non food sector, from 15 years of a benign climate.

## Where it is needed:-

Those exposed to the down scaled market place and where balance sheet leverage creates a particular vulnerability to the current climate.

Any business in retail, mail order, wholesale or supply into retail, particularly in the non food sector where the reduced market is becoming over crowded



## How it is delivered:-

Considine Associates and Step Solutions combine their expertise and experience of restructuring and retailing providing implementation lead ‘lean retailing’ to protect and enhance stakeholder value

- Based on modular methodologies, seasoned professionals undertake a rapid review to devise the route map to drive cost reductions, cash generation and earnings
- Providing the right amount of advisory and /or executive support to quickly convert plans into results.
- In appropriate circumstances new money can be arranged to fund change

## Key Benefits:-

- Understand the lenders agenda to protect value
- Deep understanding of restructuring in the retail sector
- Seasoned professionals - get to solutions quicker
- Speak management’s language
- Seen as a credible bridge to fundamental change

## Action not reports

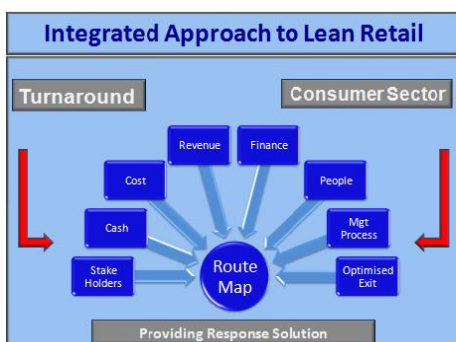
- **get in contact, there is no downside!**

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Lean Retail

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