



Retail Expert Witness Services

PATRICK C. FITZPATRICK

**345 Woods Lane
Alpharetta, Georgia 30005
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Professional Experience:

- 2004 to Present **RETAIL EXPERT WITNESS SERVICES** Atlanta, GA.
(04) President
- Lead dynamic management consulting / expert witness services firm
 - Provide retail consulting services focused on Stores, Merchandising, Distribution, IT, Inventory Optimization, Workforce Management, Financial Productivity, HR, and Marketing
 - Provide Expert Witness Service to select legal clients
 - Consulting expertise in the food, non-food, and consumer products marketplace
 - Extensive leadership and management skills training background
 - Significant legal expert witness engagement experience
- 1998 to 2004 **KURT SALMON ASSOCIATES** Atlanta, GA.
(03) KSA Senior Partner and Director of North American Retail Operations Practice
- Sales focus on Supply Chain & Inventory Optimization, Merchandising, Store Operations & Systems
 - Expanded KSA Sourcing Practice marketing program
 - Developed new KSA marketing thrust into Food & Convenience Store arena
 - Developed new KSA Customer Service offering
 - Quoted frequently in Stores Magazine, Crain's Business and, Atlanta Journal Constitution
 - Continued prior focus adding major new KSA clients annually
- (98) KSA Principal (Partner) and Director of North American Retail Operations Practice
- Established new KSA "Retail Store Operations" practice
 - Created new annual revenue stream of 4M+ within 1 year
 - Developed/market/sold new KSA Labor Management Software
 - Responsible for establishing "new" KSA practice to compliment existing "Supply Chain Services"
 - Created, sold and managed entire portfolio of Retail Store Operations services
 - Responsibility for hiring, developing management of Retail Store Operations consulting staff
- 1982 to 1998 **SENN DELANEY - A Unit of Arthur Andersen LLP** Atlanta, GA.
(95) National Sales Director – NA Retail Consulting for Arthur Andersen
- Responsible for all U.S. Retail consulting sales and Retail Business Development Team
 - Responsible for total Arthur Andersen Retail Operational Consulting Practice revenue
 - Achieved office sales plan, Averaged 33%+ growth rate over 4 year span
 - Functioned as Engagement Partner for southeastern clients in addition to sales management responsibilities
 - Manage all AA national retail business development activities and trade show presence

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(93) Director, Southeast Business Development / Engagement Partner

- Responsible for all Marketing, Sales and Consulting engagements in 10 state region and Caribbean
- Directed AA Retail consulting marketing, sales and consulting activities in Southeast
- Emphasis on marketing cross-functional engagements
- Function as Engagement Partner for all southeastern projects
- Generated 1000% sales increase in Southeastern US consulting revenue within 2 year period
- Developed new "Price Integrity" product line for AA
- Direct AA Retail trade show presentations
- Developed AA consulting product line marketing brochures
- Speak frequently on retail trends at AA functions, to various executive and trade groups

(89) Senior Project Manager

- Responsibility for largest and most challenging consulting engagements with retail, insurance and manufacturing clients.
- Direct profit and loss responsibility
- Highest individual add-on business percentage in firm
- Top quartile sales producer
- Expertise in retail distribution, financial operations, customer service, merchandising and stores
- Functioned as senior trainer for firm Leadership Seminar Series
- Managed largest of every type engagement in SD portfolio of offerings

(85) Project Manager

(83) Senior Consultant

(82) Consultant

1975 - 1982 COLT INDUSTRIES – Parent Corporation New York, NY.
One of 10 in 1000 candidates selected to join Colt Industries Management Career System Executive Development Program. Gained significant manufacturing and financial experience in numerous divisions of the firm.

TRENT TUBE DIVISION East Troy, WI.

(81) Division Controller

(80) Manager of Financial Analysis

(79) Division Financial Analyst

(78) Plant Controller (Carrollton, Ga. plant)

CRUCIBLE SPECIALTY METALS DIVISION Syracuse, NY.

(77) Division Internal Auditor

FAIRBANKS WEIGHING SYSTEMS DIVISION St. Johnsbury, VT.

(76) Marketing/Operating Systems Specialist

COLT FIREARMS DIVISION Hartford, CT.

(75) Production Supervisor, Machining plant operations

Education:

RENSELAER POLYTECHNIC INSTITUTE Troy, N.Y.

B.S. Industrial Management, with concentration in Finance.

Additional graduate level business courses taken at Rensselaer, West Georgia College and

The University of Wisconsin.

Personal:

Pilot. Scuba diver. Enjoy golf, skiing, mountain and desert backpacking, whitewater rafting, motorcycling.

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Additional:

350± successful training and/or facilitation events with audiences ranging from 20 to 140 attendees. Audience level varied from first level Supervisor to President / CEO. Ability to comfortably utilize pre-developed module scripts and customize / develop modules to client scenario requirements.

Facilitation:

Developed and presented one, two and three day experiential - based Leadership Seminar Series with modules addressing:

Teamwork	Organizational Strengths
Behavioral Styles Awareness	Understanding Your Culture
Coaching Skills	Self-Fulfilling Prophecy
Performance Improvement	Accountability
Gratitude	How to Give Feedback
Appreciation for Others	Effective Listening Skills
“Win-Win” (Red/Black game)	Support
Shadow of the Leader	Trust
Openness to Change	Zone of Comfort

Certified as a “Leadership Master Trainer” by Senn-Delaney Leadership Consulting (previously a division of Provant). Sample Leadership seminar clientele included: Saks Fifth Avenue, Bloomingdales, Sears, May Company, Macys, Equitable Life, Home Life, New York Life, Uptons, Marks & Morgan Jewelers, True Value Hardware, Target Stores.

Developed and presented experiential – based Supervisory Skills Workshop Series with modules addressing:

What is Productivity	Developing Vision and Mission Statements
Performance Improvement Techniques	Utilizing Performance Metrics
Coaching for Improved Performance	Manpower Planning Techniques
Realistic Goal Setting	Work Simplification Techniques
Effective Public Speaking	Work Task Balancing

Sample Supervisory Skill Session clientele included: Target Stores, Home Life Insurance, Equitable Insurance, New York Life, Saks Fifth Avenue, Sears, Bloomingdales, Macy’s, True Value Hardware, The Sports Authority, Eckerd Drug, Circuit City Stores, Parisian Stores.

Articles published / Media input:

Authored numerous retail industry articles that have been published on a variety of operational subjects including:

Measuring Retail Conversion
Reaching Retail Convergence
How to audit your stores
The Labor Scheduling Challenge
Maximizing Vendor Labor
Do you Know the Operational Effectiveness of Your Stores?
How Price Changes Effect Your Stores

Frequent subject matter expert for numerous media sources including: The Wall Street Journal, Stores Magazine, Associated Press, Chain Store Age, Atlanta Journal Constitution Newspaper, Crain’s Business Daily, Detroit Free Press, Productivity Newsletter. Subject matter expert and speaker for International Mass Retail Association (now RILA). Affiliations: National Retail Federation, RILA, National Grocers Association, Food Marketing Institute, NYC Retail Executives