



Lean Retail and Wholesale

Paul Myerson

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Best practices for implementing Lean techniques in retail and wholesale

“*Lean Retail & Wholesale* is a highly insightful and succinct guide to lean application and a valuable resource for any retailer or wholesaler seeking a competitive edge.” --*APICS Magazine*, January/February 2015

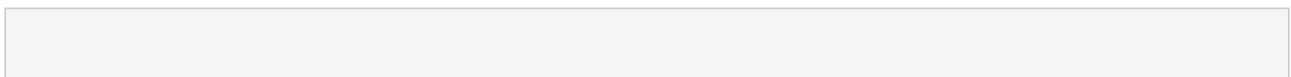
“Essential reading for those who want to learn how Lean provides a competitive edge in today’s fast-paced, multi-channel, and cost-conscious environment.” --Mark Temkin, Director, Demand Planning, Barnes & Noble, Inc.

“Provides an enlightening perspective on the applications of Lean principles to the increasingly challenging worlds of the retail and wholesale sectors.” --Professor C. John Langley, Jr., Penn State University

Featuring real-world case studies, this practical, streamlined guide reveals how to utilize a comprehensive Lean methodology throughout retail and wholesale businesses to reduce costs and improve productivity, quality, customer service, and profitability. *Lean Retail and Wholesale* examines Lean opportunities from the viewpoint of retail strategy, merchandise management, and store and distribution operations and provides a holistic, systematic approach for identifying and eliminating non-value-added activities. The Lean techniques presented can be applied to traditional brick-and-mortar wholesalers and retailers as well as e-businesses.

Coverage includes:

- Using Lean as a tool to survive and thrive in retail and wholesale
- (R)evolution of retail--from the general store to e-commerce
- The Lean journey from goods to services
- Lean retail and wholesale: early signs of promise
- Basic Lean concepts and tools: building a solid foundation
- Advanced Lean concepts and tools: K.I.S.S. (keep it simple and straightforward)
- Retail strategy: sales and marketing, location, human resources management, IT, supply chain management, and customer relationship management
- Merchandise management: planning, buying, pricing, and communications
- Store operations management
- Lean retail and wholesale distribution
- Lean assessments and value stream mapping
- Leadership, culture, teams, and training
- Partnering, outsourcing, import, technology, and Six Sigma
- Critical thinking and continuous improvement: methodology, education, training, and analytics
- Defining and measuring success? measurements and current statistics
- The road ahead: thoughts and suggestions on the future of Lean in retail and wholesale



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Sally Norman:

The knowledge that you get from Lean Retail and Wholesale is a more deep you digging the information that hide in the words the more you get enthusiastic about reading it. It doesn't mean that this book is hard to comprehend but Lean Retail and Wholesale giving you buzz feeling of reading. The writer conveys their point in particular way that can be understood by means of anyone who read it because the author of this e-book is well-known enough. This particular book also makes your own personal vocabulary increase well. Therefore it is easy to understand then can go with you, both in printed or e-book style are available. We suggest you for having that Lean Retail and Wholesale instantly.

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