



Real Challenges. Real Solutions.

Helping Clients Navigate Continuous Change in the Consumer Products Industry

The Consumer Products ecosystem is continuously experiencing rapid change, and adapting to these challenges is the key driver to success. Supply chain issues, production challenges, rising input costs, brick and mortar store closures, fierce competition with eCommerce, and online purchasing behavior, are several factors exacerbating the ever-evolving environment. Getzler Henrich's deep expertise and dedicated team of industry experts are here to help.

We work collaboratively with leadership and key stakeholders to develop strategies and implement action plans to address your short-, mid-, and long-term issues with speed and proficiency.

Our Range of Services

Operational Improvements

- Supply chain optimization
- Purchasing, procurement and forecasting controls
- Working capital enhancement and inventory management
- Lean Six Sigma process improvements
- Customer order management and production schedule synchronization
- Manufacturing and overhead cost improvements
- Sales, marketing, Go-To-Market (GTM) strategy

Turnaround & Restructuring

- 13-week cash flow forecasting and variance analyses
- Business plan and financial statement projections
- Lender and forbearance agreement negotiations
- Refinancing and debt restructuring
- Business and financial advisory
- Interim C-suite and board advisory
- Bankruptcy advisory
- Wind down and liquidation management

Our Process Creates Real Value

We combine best-in-class financial advisory practices with real-world operational experience, resulting in a better outcome.

Diagnostic Phase

Rapid & Pragmatic
 Our experts evaluate your unique situation & develop a solution custom-fit for your needs

Realistic Action Plan

Efficient & Effective
 Our plans are based on sound business practices & backed up by real-world experience

Measurable Achievable Results

Agile Leadership
 Our team focuses on achieving timely results with integrity and honesty

Getzler Henrich's comprehensive range of services is structured to assist stakeholders involved in stressed and distressed situations across a variety of asset classes. Our dedicated team has the industry experience in assisting numerous clients through difficult situations with their customers, vendors, and senior leadership teams.

Our deep **Consumer Products** expertise enables us to develop and execute solutions with **speed, excellence, and integrity**.

Representative Engagements



Wet-Dry Vacuum/Hardware Client

Retained by a family-owned \$250 million global manufacturer and distributor as the Chief Restructuring Officer and CFO to stabilize the company's operations and enhance sales. GH conducted a thorough analysis of existing operations, inventory management procedures, implemented Lean principles across multiple facilities, and introduced financial reporting tools. Subsequently, GH identified optimal inventory levels and implemented a cost-saving plan. Developed SKU level profitability and customer dashboards that resulted in the first profitable Quarter in 4 years.



Dancewear Apparel Client

Retained as an advisor to a 130-year-old, \$110 million family-owned business to develop a 13-week cash flow, annual operating plan, and budget. Through the process, GH identified and recommended several cost reduction opportunities, representing 20% of the expense base. Working in lockstep with leadership, GH recommended new revenue channel opportunities with significant potential upside. Additionally, GH led the debt financing process, unlocking additional working capital and providing the company with an opportunity for growth.



Chief Restructuring Officer for Table Top Appliance Company

Getzler Henrich (GH) assumed the role of Chief Restructuring Officer, collaborating with the management of a \$100M distributor of tabletop appliances, products, and gadgets. GH provided financial modeling, cash flow analysis, cost containment strategies, and SKU rationalization, with a focus on the highest margin products. The results included expense reductions in excess of 20%, improved product margin, integration of a Go-To-Market (GTM) strategy with a Direct-to-Consumer (D2C) omnichannel approach, and engagement with key online influencers. With limited liquidity and a stressed creditor base, GH led a sale-leaseback process to unlock additional liquidity. Additionally, GH played a critical role in navigating the Company with a fatigued lender to a successful outcome for all stakeholders.



Financial Advisor to Educational Crafts Distributor

Retained as Financial Advisor for a \$300M national children's educational crafts kit and leading toy distributor. GH analyzed the company financials, created 13-week cash flows, improved cost controls, and reduced expenses. Consolidated vendors and rationalized SKUs focused on product profitability, outsourced a line of kitting services, which allowed those services to be profitable and improved margins. Warehouse and shipping operations were streamlined with Six Sigma, improving liquidity and reestablishing lender terms.

We're committed to unlocking your potential: Tailoring expert teams for lasting success. Contact one of our senior-level consultants to demonstrate the depth and breadth of our expertise.

Contact Our Experts for an In-depth View

Robert Gorin, Managing Director
Head of Consumer Products Practice
C: 917-696-5565
rgorin@getzlerhenrich.com

Ramy Aly, CPA Director
C: 917-478-7537
raly@getzlerhenrich.com



**Real Challenges.
Real Solutions.**

Visit our website at getzlerhenrich.com

NEW YORK BOSTON CHICAGO DETROIT MIAMI PHILADELPHIA