

**RICHARD H. SILVERMAN**  
Richard H. Silverman & Associates  
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**Areas of Professional Activity**

My activity has taken place, and the “track record” of accomplishment achieved, in working with the following kinds of operations:

Manufacturers  
Wholesalers and distributors  
Retailers  
Material-handling and storage equipment vendors  
Suppliers of Distribution Services  
Facility Construction companies

**Professional Education and Credentials**

MIT, 1952, Bachelor of Science in Business and Engineering Administration  
A Registered Professional Industrial Engineer

**Professional Activities**

Have served -- for seven years -- in Distribution management.

Have served -- for four years -- in Manufacturing and Engineering Management.

Have consulted -- for more than thirty years -- with many companies, large and small, in the United States and in South America, in every area of Distribution -- including warehousing, material-handling, transportation, data-processing and systems, traffic management, stores operation, and replenishment -- and in many Engineering and Design Projects.

Have planned, justified, designed, equipped, staffed, started-up, and operated many warehouses, distribution facilities, trucking operations, and manufacturing facilities.

Have developed and carried-out Master Plans to deal with present needs and future growth.

Have become heavily involved in mechanization of supermarket warehouses, mercantile distribution centers, and manufacturing facilities.

A number of Expert and Expert Witness projects, large and small.

**Professional Experience**

1952-1955 Director of Research & Development, Star Brush Company

1955-1956 Plant Manager & Purchasing Agent, Jet Spray Cooler Company

1956-1964 President, Richard H. Silverman & Associates

1964-1968 Director of Warehousing & Transportation, Elm Farm Foods and Viking Foods

1968-1969 Director of Physical Distribution, Zayre Corporation

1969-1970 Director of Distribution, The Stop & Shop Companies

1970 - President, Richard H. Silverman & Associates

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**Partial Client History**

**Retailers**

Corona, SA  
Sodimac, SA  
Home Center, SA  
The Stop & Shop Companies  
Caldor Department Stores  
Kings Department Stores  
Mammoth Mart  
Giant Stores  
Alexanders Departments Stores  
Harbor Auto Sales  
Sage-Allen Department Stores  
Ames Department Stores  
Chatham Supermarkets

**Wholesalers and Distributors**

Masisa, SA  
C & S Wholesale Grocers  
Falk & White Wholesale Grocers  
National Shoe Company  
Boston Beef Company  
Cambridge Dry Goods  
Universal Products  
Lowell Shoe Company

**Manufacturers**

Digital Equipment Corporation  
Schrade Corporation

**Other**

United States Department of Agriculture  
Peerless Insurance Company