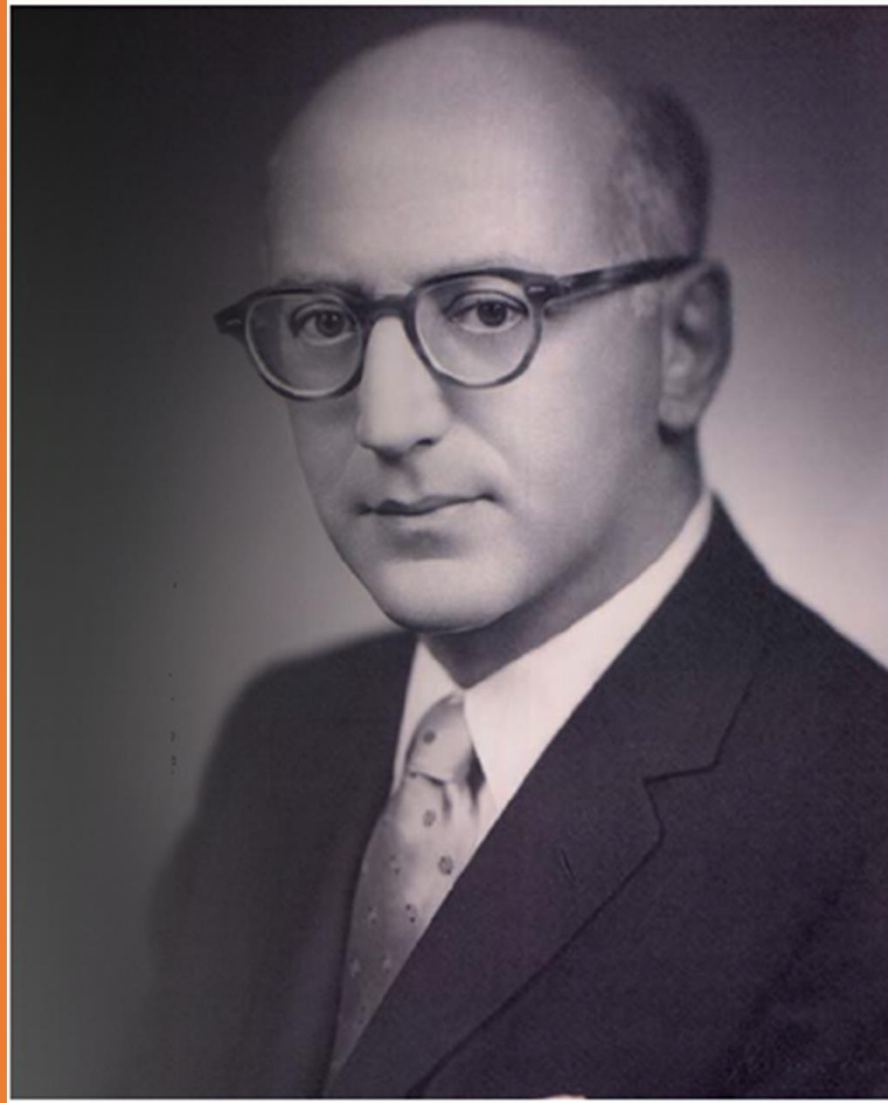


#ThanksUncleKurt



#ThanksUncleKurt



In the mid-Fifties.

Back row, left to right: Roy Engman, Karl Striegel, Ross Runnels, Dean Vought, Bill Egolf.
Front row: Kurt Salmon, Ralph Ross, Phil Lutz, Abbie Jean Quick.

#ThanksUncleKurt

the KSA Observer

Volume 14, No. 2

Published by and for the personnel of Kurt Salmon Associates

Summer, 1983

KSA Management Changes

As everyone knows by now, KSA's Board instituted several important changes in the company's top management at its June meeting: Jack Ullman becomes Vice Chairman of the Board; Dave Cole replaces Jack as President and Chief Operating Officer; Bob Frazier becomes an Executive Vice President, and Ken Osborne a Senior Vice President. In Europe, Hardy Artelt takes over as Manager of KSA's German Region, replacing Hans-Horst Hensche, who will concentrate on the development and marketing of strategy services there.

These moves, all part of KSA's long range management rotation plan, were announced in a necessarily brief memo to all employees from Stig Kry in June. This issue of the Observer provides the opportunity to offer some additional insights on the individuals involved.

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Ullman



Cole



Frazier

#ThanksUncleKurt

TIES—
Good Business,
Good Fun

For the price, a tie is the greatest source of immediate fun." Clara Hancock, president of the Men's Tie Foundation, who were delighted to hear it. The Foundation and Vice President of the Men's Tie Foundation was moderator of a panel at the annual meeting of the Men's Tie Foundation. The panelists were Mel Weber, President, Waldbach's; Roy Magnuson, Vice President, Lord & Taylor; James Jaeger, National Merchandise Manager, Men's Furnishings, Martineau's; and Jack Schultz, Vice President, Men's Wear, Bloomingdale's.

Business is Very Good

All the panelists agreed that neckwear business is very good. Mr. Jaeger said for his company it is doing 8-10% increase in areas and which is itself the most profitable of all our 62 departments. Mr. Weber stated that neckwear is hot, noted the success of his scarf-tying demonstration, and that the ready-made tie business is big—maybe 40% of tie business.

Neckwear is in the midst of a turnaround, according to Ms. Hancock. "Scenics' have reached neckwear which makes ties sportswear, which is fun," she said. "But 'scenics' is not an adequate term for all that is in the excitement of neckwear. In the case of a company in the northwest that reported Christmas figures just on extra ties but whose management approve of them.

He cited a customer in Bloomington who draped a tie around his neck and asked his friends, "Doesn't this give me a new personality?" in order to get a new personality. Ties involve people and fun. Customers ask their questions.

Members of the panel gave some comments.

(Cont. on p. 31)


ENTREPRENEUR JUNE 1975

KSA RETAILING

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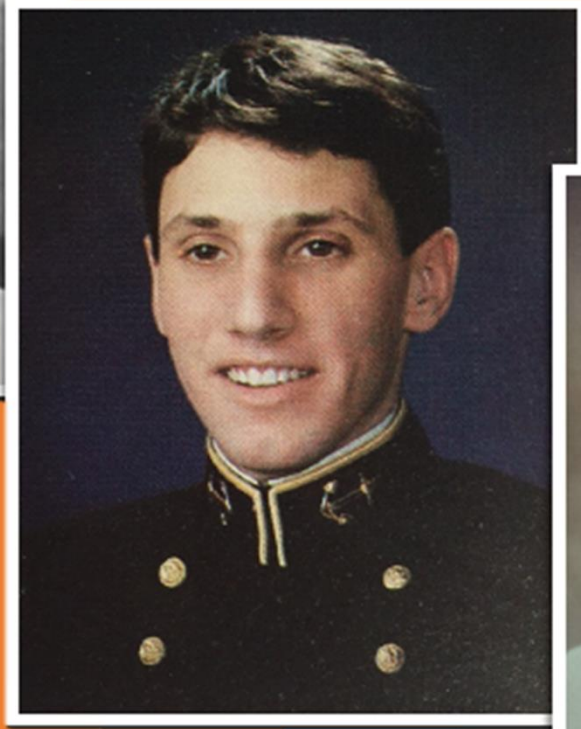
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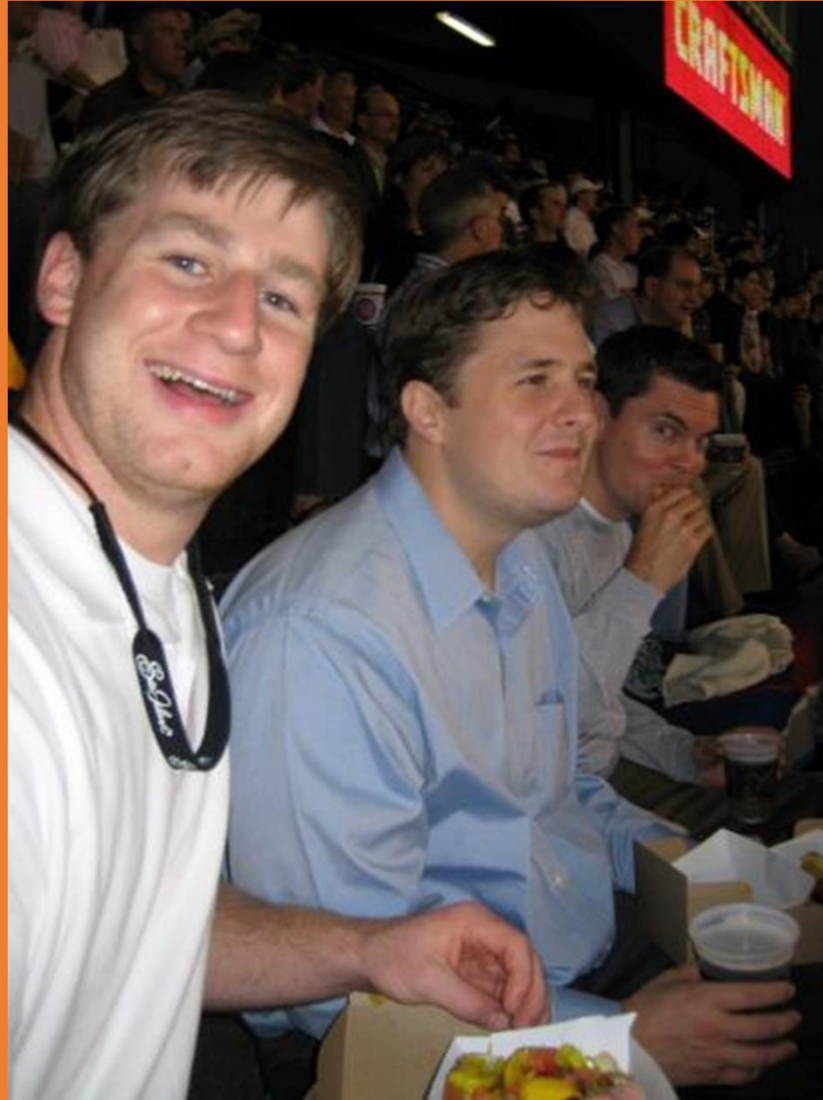
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Make a Meme*

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3 of our partners

#ThanksUncleKurt



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Frank Layo up to his old tricks!

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Thanks for the
Memories Uncle Kurt!!