

## ROBERT J. HESS

Consulting Partner | Business Consulting Group

Mr. Hess is a Consulting Partner in Cushman & Wakefield's growing Global Consulting Group based in Chicago and the leader of the firm's Global Supply Chain Solutions consulting practice and Strategic Partner Alliance program. With 23 years of professional services, Mr. Hess has successfully completed over 200 significant supply chain rationalization, network optimization, corporate location strategy and site selection engagements around the globe for Fortune 1000 companies focused on Manufacturing and Distribution real estate platform design and operations performance improvement.

Prior to joining Cushman & Wakefield, Mr. Hess was a Partner with Deloitte & Touche where he led their Consumer Products, Retail and Services Industry management consulting practice and was a lead practitioner for 19 years in their Fantus Corporate Real Estate Solutions service line, a specialty consulting practice known for industry leading strategic facility planning, location strategy, site selection, and corporate real estate advisory services. Aside from his supply chain planning and facility location strategy core competencies, other strategy and operations experience includes distribution strategy, manufacturing rationalization, relocation feasibility, consolidation strategy and strategic cost reduction, large capital investment program management, commercial and industrial site evaluation, detailed labor market analysis, real estate acquisition strategies, and complex incentive negotiations.

Mr. Hess earned his BA in Economic Geography/Urban and Regional Planning, cum laude from the University of Minnesota and an MBA in Marketing Management from DePaul University in Chicago. Mr. Hess attended Northwestern University in Chicago completing Executive Development Programs in Global Supply Chain Management and Lean Manufacturing. Recent continuing education has been through CORENET Global Learning completing Executive Development Programs in Strategic Cost Reduction and Real Estate Finance and MIT in Boston for Creative Problem Solving Through System Dynamics. Mr. Hess is a graduate of Dale Carnegie University's Executive Development Program.

Mr. Hess is an active member of the Council of Logistics Management (CMCSP), and the Industrial Asset Management Council (IAMC). He has published articles in a variety of trade publications, including Area Development Magazine, Location USA, Logistics Management, Supply Chain Management Review, Inbound Logistics, Global Logistics and Supply Chain Management, CFO Magazine and Corporate Relocation News. Mr. Hess is a frequent speaker to professional groups in the US., Europe and Asia on a variety of topics related to supply chain design and corporate location strategies.

Clients from both Deloitte and Cushman tenures include A.K. Steel, Amercian Tool, Andersen Windows, Best Buy, Circuit City, Copperweld/LTV, Disney, Gap Inc., Georgia Power, Haribo, Johns Manville, Kellogg, Kikkoman Foods, Kimberly Clark, Leedsworld, 3M, McDonnell Douglas, Nestle, Novartis Nutrition, Novartis Pharmaceuticals, Nuvera Fuel Cells, Office Depot, Pechiney, QVC, Radio Flyer, SPX Corporation, Sherwin Williams, ThyssenKrupp Steel, ThyssenKrupp Stainless, ThyssenKrupp Budd, TIMET and Wausau Insurance.