

Silverman Consultants

Media Kit: Bios

Bob Epstein, Chief Executive Officer

Bob Epstein, chief executive officer, joined Silverman Consultants in 1988 as executive vice president of the retail division. Epstein has a 20 year background in finance, operations, strategic planning and corporate accounting. He also has extensive experience in the areas of inventory evaluation, restructuring, bankruptcy, crisis management, budgeting and financial planning. Over the years, Epstein has led projects for numerous major jewelry liquidations, including Whitehall Jewelers, Friedman's Jewelers, Ross Simons, and Samuel's Fine Jewelers. Additionally, he has led projects for over 1,000 independent jewelers, including promotional events, downsizings and liquidations. He also has led many non-jewelry liquidations, such as K-Mart, TandyCrafts, Herman's Sporting Goods, and Hart, Schaffner and Marx Men's Clothiers.

John Jones, Chief Operating Officer

John Jones, chief operating officer, joined Silverman Consultants in 1991 as director of merchandising. In this role, Jones has been responsible for purchasing and selling over 100 million dollars in jewelry assets. An expert in evaluating and appraising inventory, he has been hired by numerous financial institutions to assess the value of client jewelry inventories. He has extensive experience in both the retail and wholesale jewelry businesses, where he has formed relationships that have lead to numerous opportunities to acquire inventory at exceptional values. Prior to joining Silverman, Jones worked in the jewelry industry as a buyer for one of the largest jewelry organizations in the industry.

Darren Fries, Vice President of Sales

Darren Fries, vice president of sales, joined the company in 1992 as sales controller for the accounting division. Fries, who started his career as a credit analyst for the Bank of New York, has a strong analytical background and oversees the ongoing operations for Silverman's sales events. Fries also has performed numerous bank evaluations for many leading financial institutions, such as GE Capital, SunTrust, Wachovia, and Bank of America, among many others, and he has led many projects to assist, turnaround or liquidate hundreds of independent jewelers.

Vernon Massey, Chairman

Vernon Massey and his wife Connie operate out of Silverman's New York City office, located in Rockefeller Center. They have been in the jewelry industry for over 40 years, and Massey is one of the largest buyers and sellers of wholesale jewelry inventories in the industry, having bought and sold over two billion dollars worth throughout his career. As the key liaison between vendors and Silverman, he ensures that Silverman has access to promotional goods, designer brands and certified diamond products of various sizes and qualities, all representing the best value.

Lawrence Skoworodko, President of Silverman, Chapman & Reese Consulting

Lawrence Skoworodko, president of Silverman, Chapman & Reese Consulting in Canada, has a long history in the jewelry business. He is owner of two retail stores, a certified watchmaker, and holder of a G.I.A. Diamond Grading Certificate. He has also achieved the designation of Certified Management Consultant (CMC). Skoworodko joined Silverman Consultants in 1991 as

a site supervisor at its Canadian office, then known as Silverman Canada, where he worked extensively with store closing sales for a number of years before being named the top supervisor in Canada. At that time, his responsibilities grew to encompass many multi-store sales during the recession years of the early nineties.

He was later named managing partner of Summit Retail Services, and in 2000 formed his own company in Canada called Chapman Reese Consulting, which quickly became Canada's leading jewelry consultants, conducting numerous close-out, promotional and retirement sales across the country with average total annual sales in excess of \$10,000,00. In 2008, Chapman Reese and Silverman Consultants joined forces to create Silverman, Chapman & Reese Consulting.