



DENTON LUKE ASSOCIATES

Management Consultants

HELPING BUSINESSES ADAPT, GROW AND DIFFERENTIATE IN A FAST-CHANGING WORLD

We are a management consultancy focused on helping executives move their businesses forward strategically. We deliver against customized projects with clear scopes, timelines and mutually agreed deliverables. Typically, these include analyses that improve line-of-sight to demand with increased revenue quality and capacity utilization.

Key Services

- Business formation, including financial modeling and capital raising
- Business strategy facilitation, and organizational alignment to drive it forward
- Sales portfolio performance assessment and market expansion planning
- Corporate development, including foreign market penetration and M&A
- Business model transformation through organic means or M&A
- Transformation program development

Examples

- Developed business case and financial projections for \$65+ million industrial infrastructure
- Analyzed business portfolio to increase cash flow from resource optimization at \$50MM client
- Improved demand forecast reliability to optimize production configuration and \$2B working capital
- Convinced company to recommit to a business, leading to \$100MM (25%) worldwide sales expansion
- Organized Six Sigma turnaround, yielding \$100MM operating profit improvement in \$1B segment

About Us

Denton Luke partners contribute extensive worldwide business management experience to formulate actionable ideas to advance your corporate growth and development.

Ed Denton's experience prior to founding Denton Luke Associates in 2015 includes sales management at **Procter & Gamble**; general management with international P&L, six sigma turnaround, and M&A at pulp, paper and packaging producer **Westrock**; and global marketing at **U. S. Steel**. A faculty member of the **University of Pittsburgh** Business School, Ed holds a BA degree from **Wesleyan University** and an MBA from **Harvard Business School**.

Bill Luke's worldwide general management experience prior to joining Denton Luke Associates includes marketing, new ventures, manufacturing operations, and technical services at **AMR** and **Westrock**. He has guided productivity initiatives at production sites in the US, Europe, Latin America and China. Bill is a graduate of the **University of Maine** School of Forest Resources and **Harvard Business School's** Advanced Management Program.

"The advisors from Denton Luke are quick studies who have meshed well with our staff and network of project participants. Their promptness with analyses and actionable recommendations strengthened our investment case and progress towards implementation." - Mark Sterling, CEO Beaver Excavating Company