

CSCRL FALL FORUM

The Road Ahead: Technology, Techniques and Tactics
November 7-8, 2019

GOUGH GRUBBS

SVP Distribution/Logistics
(retired)
Stage Stores



Gough joined Stage Stores in 1996, following 23 yrs. in Distribution with Foley's (May Company) and Sanger Harris (Federated Dept. Stores). His primary focus has been automating the Distribution facilities and developing internal Leadership Talent and external Business Relationships to support the fast-growing chain. Growing through both acquisitions and organic store openings, Stage has grown from 235 stores in 13 states in 1996 to approximately 800 stores covering 40 states; adding Distribution Centers in South Hill, VA and Jeffersonville, OH to the original DC in Jacksonville, TX. 2011 marked the first full year of Ecommerce business, beginning a dramatic change to what was a flow-through Distribution Center. Future expansion plans are now focused on their most recent acquisition --- Gordmans, in Omaha, Nebraska. Retired July 1, 2016.

Gough has been a frequent speaker on Leadership and DC Operations at Material Handling & Supply Chain Forums, RVCF, and the National Leadership Development Conference; has written articles on Distribution & Logistics for trade magazines DC Velocity, Supply Chain World, Integrated Solutions, and Transportation & Logistics; and served on the Advisory Board for 2 Leadership Development and Material Handling Conferences.

Gough holds a BA in Business Management from the University of Texas at Arlington.

