



Barry A. Berman

Barry Berman is the founder of two pet industry businesses which were startups in the 2000's, Grandma Mae's Country Naturals Pet Food/RawTernative and the NexPet Retailer Group. By 2023 the brands were among the top 30 sellers in the US; that year Barry sold a majority interest to a PE group that is using the companies as a platform for adding acquisitions. In 2024 Barry is transitioning the firm to a new CEO, and intends to step down completely in early 2025.

CONTACT

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EDUCATION

BA, Cornell University
MA, Cambridge University
MBA, Harvard Business School

Barry began his career as the as the third-generation leader of a large flooring distributor & carpet manufacturing company, at which, after 70 years of family ownership, he led the group's exit shortly before his 40th birthday. Between his stints in carpeting and pet food, Barry served as CEO of a subsidiary of Brinks Inc. (NYSE=BCO) dealing with worldwide transportation and insurance of diamonds & jewelry and as President of an \$80m distribution subsidiary of Central Garden and Pet (NASDAQ=CENT).

Barry also formerly served as Professor of Design Marketing at Parsons School of Design, teaching both BBA and BFA students. He is a past Board Chair of the World Pet Association and has been on the board of Parent-Child+ for 22 years.

Barry has been a speaker, panelist or moderator at scores of industry conferences, and his monthly columns about retailing appeared in industry magazines for twelve years.

Barry and his wife Ivy live in New York City and Connecticut; their daughter Nathalie (Cornell '11) and her wife Rachel are both active in Grandma Mae's Country Naturals.

Specialties

- Entrepreneurship
- Food Industry
- Consumer Package Goods
- Retailing
- Operations & Strategy
- Family Business, Succession, Private Equity
- Textile Industry
- Exporting US-Made Products
- Logistics, Distribution
- Small Business Aggregation & Cooperation

