



Two Regional Firms Announce Merger

Lando Consulting, Pittsburgh, Merges with Rogoff Consults, Scottsdale, Consulting for Franchise Operations Nationally

PITTSBURGH/SCOTTSDALE, UNITED STATES , June 14, 2017 /EINPresswire.com/ -- The Pittsburgh-based consulting firm of Lando Consulting recently merged with Scottsdale-based Rogoff Consults, LLC. to form Lando/Rogoff Consults. Combining forces, the new firm, Lando/Rogoff offers comprehensive services in franchise, specialty retail and general business consulting for domestic and international companies. Lando/Rogoff will maintain separate offices conveniently located in both cities.

“After years of operating regionally, the arrangement to join Larry Rogoff helps us to be aligned with clients nationally and abroad,” said Mark Lando, founder, Lando Consulting. “Our clients have such a diverse set of needs, now we have more resources to service them.”

Mark Lando, a founder and Executive Vice President of Pittsburgh-based The Athlete’s Foot®, grew the chain to over 475 stores worldwide. After negotiating the sale of that company, Lando formed a franchise and specialty retail consulting company. Within three months of taking on his first engagement with a St. Louis-based franchise company then known as Candyland, Lando was asked to become CEO. He subsequently syndicated a Pittsburgh group, purchased the company and merged it with a South African public company, Sweets from Heaven, then relocated the headquarters for the U.S. and Pacific Rim divisions to Pittsburgh. After growing that chain to 45 stores, including three international markets, Lando negotiated its sale and rededicated himself to grow his consulting business.

Lando Consulting has worked with the parent companies of the licensors New Balance®, Good Feet®, Sweet Factory®, Second Sole®, and Pittsburgh-based Vocelli Pizza®, Hotlicks, and The Dog Stop®. He has also consulted for franchisees of Auntie Anne’s, Planet Smoothie®, Red Mango®, AAA® Motor Club, and non-franchised, independent retailers including Pittsburgh-based Keystone Plumbing, Let’s Make Music, RTR Transmissions, Aauto Motor Exchange, and the not-for-profit Circle Camps for Grieving Children.

Larry Rogoff brought the Mail Boxes Etc.® (MBE) franchise concept, now The UPS Store®, to Pittsburgh in 1986 and developed 14 locations. In 1990, Rogoff acquired the MBE area development rights to the Greater Phoenix Arizona market, and later added San Antonio, Texas. Rogoff has produced over 600 franchise sales during his 31-year franchising career. In addition, he played a significant role in the conversion of MBE to The UPS Store®, he chaired its Sales Advisory Board and served on numerous other committees bringing his knowledge and skill set to the entire The UPS Store® network. He has cultivated an unparalleled knack for non-traditional development and market optimization, coupled with a keen understanding of real estate development.

Sales have been Rogoff’s forte, having formed a manufacturer’s rep business in Pittsburgh, focused on paint, hardware and consumer electronics industries before delving into franchising. Through franchising, Rogoff developed a comprehensive knowledge of operations, support, customers service and value-added programs that benefit both franchisor and franchisee.

“Although franchise consulting is the emphasis, Lando/Rogoff now also focuses on consulting for start-ups and established businesses, offering tools to build, analyze, support and grow businesses, no matter the industry,” Rogoff says.

For more information please visit the website www.landorogoff.com

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