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Jim O’Neill – Distinguished Guest Speaker Fall 2013

Jim O’Neill is the president of Boeing’s Global Services & Support (GS&S), a business unit of Boeing Defense, Space & Security. This thriving business provides customers worldwide with a full spectrum of versatile products, services and total lifecycle solutions. GS&S is the Department of Defense’s largest performance-based logistics contractor and an industry leader in providing sustainment solutions for Boeing and select non-Boeing platforms.

GS&S provides enduring support that begins at product inception and continues until the product retires from service. GS&S has more than 16,000 employees working in 295 locations around the world working to provide customers with unparalleled readiness and total lifecycle solutions, including operations in Australia, Saudi Arabia and the United Kingdom.

Prior to this assignment, O’Neill was vice president and general manager of the GS&S Integrated Logistics business. For six years he lead Boeing’s efforts to provide readiness and after-delivery support for military platforms and systems through performance based logistics contracts, leveraging innovative supply-chain management, industry-leading engineering services and public-private partnerships.

O’Neill has worked on missile systems, the Joint Strike Fighter and tanker programs. He began his career with Boeing in 1982 as a structural engineer on the F/A-18 Hornet program after receiving a bachelor’s degree and master’s degree in civil engineering from the University of Missouri. He also has an executive master’s degree in business administration from the University of Washington and is a member of the Royal Aeronautical Society. O’Neill serves as treasurer on the board of directors for Youth In Need and also serves as director of the Western Golf Association for the Evans Scholars Foundation.
Best Projects Fall 2012 and Spring 2013

Fall 2012 – NOVUS: Increasing Turnover of ISO Tanks in Central America

Team Members
Katy Elfrink - Novus International, Inc.
Michael Klaus - Novus International, Inc.
Jennifer Hoerchler - International Food Companies
Dave Hohenstein - Ameren
Carlton Richardson - Ameren

Synopsis
Novus currently leases and maintains a fleet of returnable ISO tank containers to supply bulk product to customers in Central America and the Caribbean. The fleet must be optimally right sized to ensure timely delivery of product to customers. To achieve this, there must be maximum visibility and minimal disruption to the transportation piece of the supply chain to ensure that the highest turnover ratio possible is being realized. The current tracking processes that Novus utilizes are very manual and prone to old and even erroneous data. The goal of this project is to explore the alternatives to manual tracking of returnable packaging to gain visibility and identify gaps in the transportation supply chain. This will lead to increased turnover and lower marginal cost for each ISO tank as well as achieving an optimal fleet size to best serve Novus’ customer’s demand.

Spring 2013 – Monsanto: Boomerang – The Reverse Supply Chain

Team Members
Kristel Kane - Monsanto
Kimberly Roth - Monsanto
Andy Antonik - Ameren

Synopsis
Monsanto’s current process for National Brand product returns is completely manual. This manual process includes letters, faxes, repeated phone calls, and emails to Monsanto’s customers, the dealer network, to determine how much product each
dealer has to return. This continues for three months until all seed and packaging is returned and/or the returns deadlines have passed. Due to the manual nature of the process, excessive and inefficient communication is generated from multiple groups within Monsanto out to the dealer network. Excessive and inefficient communication is incurred within Monsanto to the different stakeholders of the returns data from finance, to manufacturing, to logistics.

Congratulations to the all winners!!!

Celebrating Our 15th Anniversary

The Center for Supply Chain Management Studies at Saint Louis University opened its door in July 1998. The concept of offering educational programs in logistics and transportation was originated by Mr. Robert Baer, then President of UniGroup, Inc., and a member of Saint Louis University Board of Trustees. Impressed by Dr. John Hamilton’s suggestion (Dr. Hamilton was, then a Senior Vice President in Information Technology at UniGroup, Inc.), Mr. Baer contacted Dr. Neil Seitz, then Dean of the John Cook School of Business at Saint Louis University.

Encouraged by Dean Seitz’s recommendation and commitment, Ik-Whan (Ike) Kwon, Ph.D. contacted a few interested professionals in this area and started to investigate similar programs in the country, notably, Ohio State University, Michigan State University, Northwestern University, University of Tennessee, Pens State and Georgia Tech.

A handful of local professionals; Mr. Bob Drury (VP-Logistics at Schnucks Market), late Mr. Bob Delaney (VP- Logistics at CASS Information Systems and Principal Author of the Annual Logistics Report), late Mr. David Tarr (then President of CLM, now CSCMP), Mr. Bill Hoffman (then President of Local CLM), Mr. Ray Martin (VP-Customer Relations at Sara Lee), Mr. Jerry Hayden (VP-Administration at Solutia), Dr. Neil Seitz, Dr. John Hamilton worked tirelessly for two years. In 1998, with blessing by Dean Neil Seitz, the Center for Supply Chain Management Studies was born at the Samuel Cupples House. The first national conference was held on campus in November 1998 with the late Dr. Don Bowersox, dean of the Business School at Michigan State University and a pioneer of supply chain management concept, as the keynote speaker.
We are featuring founding members, and this month we have asked Dr. John W. Hamilton for his comments.

In 1997 when I became Senior Vice-President and Vcio at UniGroup, Inc. we were looking for some ways to increase the development of our transportation related capabilities. Bob Baer (President of UniGroup) and I discussed repurposing some of budget money that had been allocated to IT executive development to a broader purpose. We met with Dr. Kwon and Dean Seitz, and the result after extensive research by Dr. Kwon, was that transportation was too narrow and that supply chain was more appropriate. In establishing CSCMS we did not want to provide a competing service that was within 200 mils of St. Louis. The goal was to increase professional and academic options for the St. Louis business community and in some instances others outside the general metropolitan area.

In 1998 we started the Center and had joint programs with some of the key professional organizations; APICS, ISM (the NAPM), CSCMP and others. The key increase in professional development offerings came with the Advanced Supply Chain Management certificate program. We now offer a wide range of programs and services that are continuing to increase each year. None of us at the inception of CSCMS had the slightest thought that 15 years later we would have a nationally ranked program. This could only have been achieved from the support of the Center members and quality delivery of services by the Center. The Center continues to grow and be innovative – may it do so for many more years.

Fall 2013 Integrated Supply Chain Management (ISCM) Certificate Program

The Integrated Supply Chain Management Program (ISCM, formerly known as Advanced Supply Chain Management Program) kicks off on August 22, 2013. To meet the ever changing global business demand, supply chain has to follow the changing environments to achieve the maximum benefit from supply chain operations.
To register for ISCM or any of the Centers programs go to [http://cscms.slu.edu](http://cscms.slu.edu).
The Center launched a revised program, which meets the changing nature of competition and the requirements for supply chain management. Two modules will be offered in the month of August as follows:

**August 22, 2013**

Subject: **SCM 101 and Financial Performance**

Selected Key Topics

1. Supply chain deployment and financial performance
2. Supply chain and cash flow
3. Supply chain management tools
   a. Inventory management
   b. Strategic alliance (CPFR and 3PL)
   c. Strategic sourcing
   d. Supplier relationship management
   e. Customer relationship management
4. Future trends

**August 23, 2013**

Subject: **SCM Simulation and Project Management**

Selected Key Topics

1. Supply chain integration
2. Functions of the SC
3. How SC can impact organizational performance
4. Basics of project management
   a. Project management concepts
   b. How to define a project
   c. Key factors in successful project management
5. Team formation and preliminary project selection
New Interim Dean at the John Cook School of Business

Ellen Harshman, Ph.D. J.D., interim vice president of academic affairs, has announced that Scott Safranski, Ph.D., a veteran faculty member of more than 30 years at the John Cook School of Business, will serve as the school's interim dean for the 2013-14 academic year.

For more than 20 years, Safranski has served in a variety of administrative roles, including twice as associate dean. An experienced department chair, he was chair of the management department for a total of 11 years and interim chair in decision sciences/ITM for a year.

In addition, Safranski was the school's first director of assessment/assurance of learning activities and is very familiar with AACSB and HLC accreditation. In addition to his work on the last AACSB accreditation process, Safranski served as the coordinator for the 2000-2001 AACSB review and has served on the last three Higher Learning Commission Steering Committees for the University.

Save-the-Dates

- September 9 and 10, 2013: Compliance in International Trade Management in Supply Chain
- September 23 – 27, 2013: Advanced Product Safety Management
- September 26 and 27, 2013: Managing inventory for Profitability
Photo Gallery

Advanced Supply Chain Best Project – 2012

Advanced Supply Chain Management Best Project - 2013
Center Organizations & Board Members

AEP River Operations
Ameren Services
Anheuser-Busch/InBev
Asynchrony
The Boeing Company
Cassidy Turley Company
Cass Information Systems
Covidien
Emerson Company
Energizer
Hodgson Mill
Mesa Logistics
Monsanto Company
Nordyne, Inc.
Novus International, Inc.
Nestle Purina Pet Care
OHL
Peabody Energy
Saint Louis University

UniGroup, Inc.
World Wide Technology
Ex-Officio

Mr. George Piccioni
Mr. Dennis Weisenborn &
Mr. Mark Brandt
Mr. Gary Welker
Mr. Bob Elfanbaum
Mr. David Thole, Mr. Steve Georgevitch,
& Ms. Joann Franke
Mr. Ed Lampitt
Mr. Frank Cirimele
Mr. Mike Santowski
Mr. Al Middeke & Mr. Joe Ackerman
Mr. Gary Proctor
Mr. Ray Martin
Mr. Frank Fischer
Mr. Kevin Lawrence
Mr. Bob Bielecki
Mr. Kevin Mowery
Mr. Marty Tendler & Mr. Pete Spanos
Mr. Russ Broker
Mr. Carlton Adams
Dr. Ellen Harshman &
Dr. John Hamilton
Mr. Tom Duwel
Mr. Kurt Grimminger
Dr. Ik-Whan Kwon

Honorary Members

Mr. Bob Drury, Mr. Gerald Hayden, Mr. Jim Kavanaugh, Mr. Tom Olson
Center for Supply Chain Management Office

Ellen Harshman, Ph.D., J. D., Dean
Ik-Whan G. Kwon, Ph.D., Director
John W. Hamilton, Ph.D., Associate Director
Mrs. Dawn DeLaria, Administrative Assistant

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