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**Center for Supply Chain Management  
John Cook School of Business  
Saint Louis University  
NEWSLETTER**



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## The Center for Supply Chain Management Studies Welcomes Two New Board Members

### Mesa Logistics

Mesa Logistics Group is an affiliated company of Mesa Systems, Inc., a privately held transportation company with headquarters in Salt Lake City, Utah. Mesa Systems has operated successfully for three decades, primarily in moving and storage as an agent for United Van Lines. As the 11th largest United Van Lines agent, Mesa Systems operates a fleet of interstate trucks for United and various local delivery vehicles based at its six locations throughout the western United States. In addition, Mesa operates two full service Mayflower Transit locations in Boise, Idaho and Montrose, Colorado. Unlike other logistics providers, Mesa Logistics leverages a unique infrastructure of local warehouses throughout North America and provides premium distribution services. Those services include lift gate, inside delivery or pickup and a variety of site services that support a select group of industries and finished products. Essential to the delivery of their services is project management expertise that ties all the services together to provide a customer-focused, integrated supply chain solution.



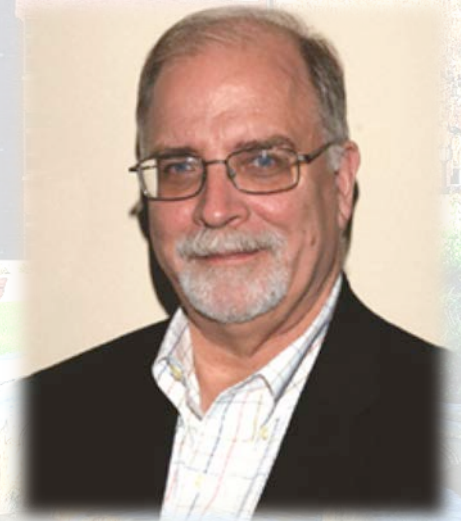
Mr. Frank Fischer, President of Mesa Logistics Group, will be on the Advisory Board. He is the President of Mesa Logistics Group, a non-asset based 3PL, and Mesa Transportation Group, an asset-based carrier with a freight brokerage entity. Prior to starting his own company, Frank was the Vice President of InSite Logistics, a company he started for Mayflower Transit in Indianapolis in 1994. Until being rebranded in 2010, InSite had been the third party logistics division within UniGroup Worldwide / UTS, whose parent company also owns United Van Lines and Mayflower. UniGroup, Inc. is a privately held corporation with revenues approximately \$2 billion annually. Frank secured his Associate's Degree in 1983 at a community college in Phoenix. He attained his Bachelor of Science in Business Administration from the University of Phoenix in 1990. He completed his Master's in Business Administration from the University of Phoenix in 2004, where he was also named "Grad Student of the Year."



For the past 11 years, Frank has been actively involved in the Center for Supply Chain Management Studies. He continues to chair the Steering Committee, co-chairs the Membership and Finance Subcommittee, and is a member of both the Executive Committee and the Board of Directors.

### **Underwriter Laboratories (UL)**

UL is a global independent safety science company with more than a century of expertise innovating safety solutions from the public adoption of electricity to new breakthroughs in sustainability, renewable energy and nanotechnology. Dedicated to promoting safe living and working environments, UL helps safeguard people, products and places in important ways, facilitating trade and providing peace of mind. UL certifies, validates, tests, inspects, audits, and advises and trains. We provide the knowledge and expertise to help customers navigate growing complexities across the supply chain from compliance and regulatory issues to trade challenges and market access. In this way, we facilitate global trade and deliver peace of mind.

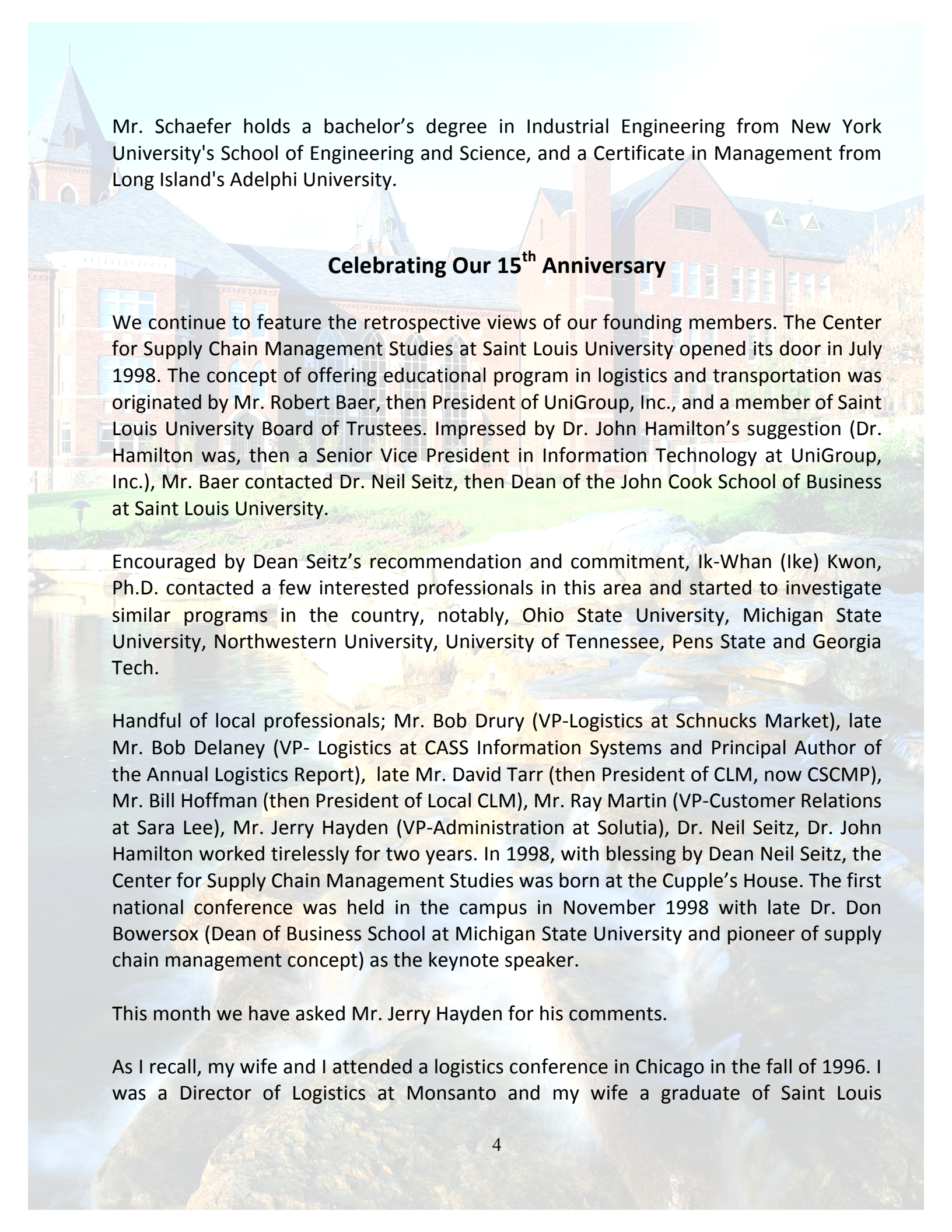


Mr. August (Gus) Schaefer, Senior Vice President and Public Safety Officer, serves on the Board. He is responsible for maintaining and building UL's Public Safety Mission, including planning, directing and coordinating public safety activities with UL's operations around the world.

Mr. Schaefer also acts as UL's public safety guardian, ambassador and advocate, both inside and outside the company, to ensure that public safety remains a key part of UL's relationship with its clients and other constituents. In this role, he also leads UL's Corporate Social Responsibility initiatives.

Mr. Schaefer has been with UL for over 39 years, and over the course of his career at UL, he has been responsible for worldwide Follow-up Services, Quality Registration Services, Fire Services and Administrative Operations, Asian Operations, and US & Canada Operations.





Mr. Schaefer holds a bachelor's degree in Industrial Engineering from New York University's School of Engineering and Science, and a Certificate in Management from Long Island's Adelphi University.

## **Celebrating Our 15<sup>th</sup> Anniversary**

We continue to feature the retrospective views of our founding members. The Center for Supply Chain Management Studies at Saint Louis University opened its door in July 1998. The concept of offering educational program 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.

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 Cupple's House. The first national conference was held in the campus in November 1998 with late Dr. Don Bowersox (Dean of Business School at Michigan State University and pioneer of supply chain management concept) as the keynote speaker.

This month we have asked Mr. Jerry Hayden for his comments.

As I recall, my wife and I attended a logistics conference in Chicago in the fall of 1996. I was a Director of Logistics at Monsanto and my wife a graduate of Saint Louis



University and an Analyst for the Department of Defense. While waiting for our return flight back to St. Louis, she introduced me to her Professor at her alma mater, Dr. Kwon. With the flight delayed, Dr. Kwon and I spoke for over an hour about logistics and a relatively new concept in the industry called "Supply Chain Management". I was quite impressed with both his knowledge and passion for the topic. While I had only just begun to investigate the concept prior to discussing with him, we at Monsanto were initiating a major company-wide "process redesign" effort, and at the core were supply chain management principles.



Weeks turned to months as various meetings took place to put some structure to an idea of creating a center of excellence to pursue and advance the principles of Supply Chain Management. Dr. Kwon brought a number of individuals from a variety of relatively large firms in St. Louis that could benefit from the Center's effort. The initial firms included Solutia, Purina, Schnucks Market, Sara Lee, UniGroup and nationally known experts in this area; Mr. David Tarr (President-CLM) and Mr. Bob Delaney (Author of the "Annual Status of Logistics Report"). With this professional team, and Dr. Kwon's incredible patience and persistence, we gained momentum. With financial support from each firm, we launched the Center and the rest is history. It's hard to believe that it's been 15 years, but with Dr. Kwon's steady hand and passion, the Center is stronger than ever and has been on the leading edge, including countless studies, research and a highly regarded certification and academic program. The Center has brought professionalism to the industry and has saved firms millions of dollars as a result of its mission. The Center for Supply Chain Management Studies at Saint Louis University is one of those efforts that come along once in a life time and one that I am most proud of in my career.

***Jerry Hayden***



## **Meet Me in St. Louis**

by

**Nancy Nord, Commissioner, the Consumer Product Safety Commission**

At the graduation ceremony of the 2013 Product Safety Management class, Commissioner Nancy Nord delivered a keynote speech on August 7, 2013. The following is an excerpt from her speech.

This past week I had the honor and pleasure of addressing the graduating class of the product safety management course at the John Cook School of Business at Saint Louis University. The program is one of only a few executive education programs focused exclusively on training corporate product safety compliance managers. The graduates were engaged and knowledgeable, but also realistic in understanding the challenges they face in managing the increasingly complex job of successfully integrating safety into a global supply chain in a way that assures compliance with our regulations. As an exercise, we undertook a mock hearing paralleling the priorities hearing the Commission held several weeks ago. The “student witnesses” testified before me (representing the Commission) about issues to which they believe the agency should be giving increased attention. Their “testimony” was informed by the studies they have been doing over the past several months. Interestingly to me, what I heard paralleled in many ways the messages we heard from the Commission’s July priorities hearing. While the students had suggestions for specific products that they believe present risks and warrant additional attention, several themes also came through loud and clear. For example, we spent much time talking about the alignment of international standards and the preemption of state standards. In their work back at their companies, they have seen the problems caused by diverse standards all addressing particular risks but in different ways. Additionally, we discussed the sometimes overwhelming challenges that smaller- to medium-sized companies face in trying to understand and comply with rules that they see as unnecessarily confusing. The message was that while safety is a core value, contending with hard-to-understand rules that seem to have requirements that do not necessarily advance safety—while still consuming scarce resources—is hard to justify. In the end, I found the experience heartening. It is great to see the marketplace—and the education sector—responding to new safety challenges with training to help companies further develop the management processes to assure safety in their companies and products and compliance with the law. Although it may be frustrating to hear more about the difficulties created by poorly crafted, poorly understood rules coming out of the CPSC,

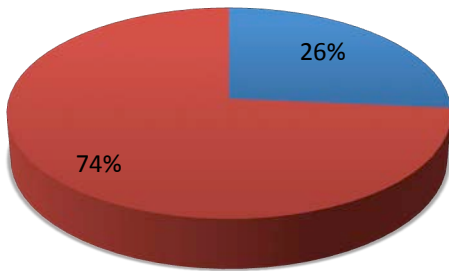


one sees dimly the hope of a reinvigorated community of the regulated and the regulators, working together to craft sensible rules that improve safety effectively and reasonably

## Center Financial Report

The finance Committee of the Center for Supply chain Management Studies reported the 2012-2013 financial status.

### Total Revenue



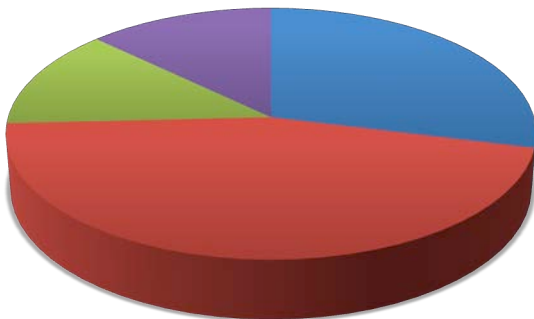
- Membership: 140,000
- Services: \$390,203
- Total Revenue: \$530,203  
100%

A. Total Revenue: \$530,203

Membership: \$140,000 (26.4%)

Services: \$390,203 (73.6%)

### Total Expense



- Cost of Education  
\$121,258
- General and Administrative Cost:  
\$188,257
- University Overhead:  
\$63,624

B. Total Expense: \$424,043

Cost of education:  
\$121,258 (28.6%)

General & Administrative cost:  
\$188,257 (44.4%)

Overhead contribution:  
\$114,528 (27.0%)  
University: \$63,624  
Cook School: \$50,904

C. Retention: \$106,159



## September Professional Development Courses

Title: International Trade Management - Compliance

Date: September 9 and 10, 2013

Brief Description: *Trade compliance and conformance with international law has become more complex. The multiple points of failure across a global supply chain a compliance-related issue can expose the company to delayed shipments, fines, penalties, seizures of products and negatively affect a company's reputation.*

Cost: \$1,020.

Where: The John Cook School of Business, Cook Hall 230

Title: Advanced Product Safety Management

Date: September 23 and 27, 2013

Brief Description: *A week-long executive style management course for product safety managers and engineers with five years or more experience, this course deals with how to manage in a constantly changing domestic and international environment. Topics include managing compliance and regulatory responsibilities, risk assessment and hazard analysis best practices, managing an international program and supply chain infrastructure, measuring company performance in sustainability and product safety practices, social media strategies and brand protection, and economic and data management.*

Cost: **For more information about Product Safety Courses and pricing contact: Don**

**Kornblet: [dkornblet@adkprg.com](mailto:dkornblet@adkprg.com) or**

**Linda Tyler: [lt Tyler@adkprg.com](mailto:lt Tyler@adkprg.com).**

Where: The John Cook School of Business, Cook Hall L27

Title: Managing Inventories for Increasing Profitability

Date: September 26 and 27, 2013

Brief Description: *Management of the inventories, with the primary objective of determining/controlling stock levels within the physical distribution system, functions to balance the need for product availability against the need for minimizing stock holding and handling costs.*

Cost: \$1,020

Where: The John Cook School of Business, Cook Hall Room 230





## Save-the-Date

October 3 and 4, 2013: Project Management Part 1 and Part 2

October 14, 2013: Legal Environments in International Trade Management

October 17, 2013: The 2013 Annual Distinguished Guest Speaker Series with Mr. Jim O'Neill, President, Global Services & Support, Boeing Defense, Space & Security. This event is co-sponsored with the Scott Air Force/St. Louis Chapter of the National Transportation Association.

October 17 & 18, 2013: Strategic Sourcing and Supplier Relationship Management

## Center News

Director of the Center for Supply Chain Management Studies has been appointed to the Editorial Board of an academic journal, *Logistics*. Additionally, the Director of the Center has been appointed to the National Defense Transportation Association (NDTA) Scholarship Committee. Duties include ranking NDTA Scholarship Program applicants and working with the other members of the Committee to select scholarship winners and to determine the amounts of the available Foundation funds each will receive. Duties also include helping to broaden the pool of applicants in the Program through outreach efforts.



## Photo Gallery



**Pictured above: Jennifer Krusemark, Anish Mathews, and Arturu Santos-Tankia strategize during break out discussion of a case study**



**Pictured above: Students share and discuss solutions during a case study**





**Pictured above: Dr. John Hamilton networks with students during the reception following completion of the class**



**Pictured above: Students mingle and enjoy refreshments upon completion of the course.**



## 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**

**Scott Safranski, Ph.D., Interim Dean**  
**Ik-Whan G. Kwon, Ph.D., Director**  
**John W. Hamilton, Ph.D., Associate Director**  
**Mrs. Dawn DeLaria, Administrative Assistant**

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