

# STEVEN G. KUETHER, C.P.M.

1779 Linden Court

Grafton, WI 53024

Phone: 262-377-4502 E-mail: [taymac@sbcglobal.net](mailto:taymac@sbcglobal.net)

## WORK EXPERIENCE

### 2002 – 2009 Briggs & Stratton Corporation, Milwaukee, Wisconsin A manufacturer of gasoline engines and outdoor power equipment.

Buyer – Distribution Sales & Service Division

Responsible for management of commodities and suppliers to support service functions, including aftermarket service components, dealer networks and retail and online customers.

- Transformed purchasing from cost basis to ROI basis, including reduced lot sizes and increased delivery frequency. **Result:** Achieved average ROI of 450%, lowered inventory cost by 20%, reduced material obsolescence by 50% and increased annual inventory turns from 4 to 9.
- Resourced and out-sourced key components including clutch assemblies, belts, carburetors, filters, paint, and gaskets. **Result:** Saved \$345,000 annually.
- Tied cost models to raw material indexes and utilized hedging techniques. **Result:** Minimized cost fluctuation and created known price structure.
- Developed and improved tools to reduce backorders and expedited parts, and improve access to order status information. **Result:** Provided real-time status information on 75% of all parts on order.
- Improved time to market for new products and offerings by utilization of certified suppliers aligned with commodity strategy. **Result:** Reduced development costs and minimized time period to potential sale.
- Monitored orders and deliveries to maintain accurate system lead-time information. **Result:** Reduced backordered components by 65% and expedited components by 70%.
- Initiated Scorecard for top 50 suppliers to improve performance metrics. **Result:** Improved on-time delivery and accuracy by 40%, increased quality (PPM) by 15% and encouraged supplier cost reductions.
- Provided web-based access to capacity planning reports, quarterly supplier evaluations and additional accounting data. **Result:** Provided instant reporting of future forecast, supplier performance ratings and status of invoice payments.
- Performed root cause analysis of receipt and invoice variances. **Result:** Improved vendor invoice accuracy and reduced monthly discrepancies by 50%.
- Consolidated number of suppliers for Customer Education Tools. **Result:** Saved \$32,000 annually and reduced the supply base.
- Indexed corrugated packaging to linerboard and initiated semiannual review. **Result:** Saved \$60,000.
- Initiated web-based advanced ship notices with top 50 suppliers. **Result:** Automated goods receipt process, reduced dock receiving issues 90%, and provided instant access to status of goods en route.
- Performed on site quality audits of supplier systems. **Result:** Confirmed preferred supplier eligibility.
- Selected for Gasket/Seal Commodity team. **Result:** Developed strategy for purchase of all gaskets, seals, and o-rings and established supplier metrics and expectations.
- Contributed to Indirect Materials/Packaging team. **Result:** Created strategy for purchase of packaging related products including corrugated, chipboard, poly bags and labels and established supplier metrics and expectations.

**2000 – 2001 Strattec Security Corporation, Milwaukee, Wisconsin**  
**A manufacturer of ignition systems, entry lock and key sets for the automotive industry.**

Commodity Specialist

Responsible for procurement of commodities.

- Consolidated MRO spend and reduced suppliers. **Result:** Saved \$26,000 and removed 12 suppliers.
- Negotiated contractual purchases based on Economic Order Quantity (EOQ). **Result:** Achieved cost reduction and cost avoidance of \$120,000 annually.
- Researched and identified orders cancelled or postponed due to revised customer requirements. **Result:** Delayed spending and reduced stock on hand.
- Exceeded customer mandated minority supplier goods target. **Result:** Met qualification for placement of additional business for following fiscal year.

**1986 – 1999 Kleen Test Products, Inc., Port Washington, Wisconsin**  
**A contract manufacturer of soft goods and disposable products for home, medical and agriculture markets.**

Buyer/Planner

Responsible for raw material procurement and materials management.

- Restructured order process to Just In Time (JIT) system. **Result:** Eliminated unnecessary inventory and consolidated purchases to take advantage of truckload shipments.
- Implemented weekly production meetings with suppliers and customers. **Result:** Communicated immediate needs for stock and future orders direct to source to simplify scheduling issues.
- Installed quarterly rebate program based on volume for nonwoven material. **Result:** Saved 5% of annual spending in excess of \$1,600,000.
- Re-sourced chipboard packaging and identified inline flexographic converter for small volume private label runs. **Result:** Secured competitive pricing for small quantity orders.
- Identified orders to be delayed or cancelled in response to customer requirement changes. **Result:** Delayed or eliminated spending based on customer requirements.

**EDUCATION**

BA Degree - Business Administration, Lakeland College, Kellett School of Business, Sheboygan, Wisconsin, 1999

Associate Degree Business and Marketing, Lakeshore Technical Institute, Cleveland, Wisconsin, 1986

**CERTIFICATIONS and AFFILIATIONS**

Certified Purchasing Manager (C.P.M.)

Member: Institute for Supply Management (ISM Milwaukee)