

**Matthew G. Stuller Senior, the chairman and CEO of Stuller, Inc. and affiliates is the keynote speaker presented by Blue Cross Blue Shield of Louisiana.**



Matthew G. Stuller Senior is the founder, chief executive officer and global strategist of Stuller, Inc., North America's largest fine jewelry manufacturer and distributor.

After one semester at the University of Louisiana at Lafayette (then USL), Matt left school to launch his own business – which was literally started out of the trunk of his car – selling settings (jewelry's equivalent of nuts and bolts) to jewelers across Louisiana, Mississippi and Arkansas.

Over time, he built the business into an ever-evolving organization that produces 360,000 jewelry-related products that can be shipped overnight. Since its founding, Stuller, Inc. has become one of the largest overnight shippers in the country.

Originally a settings wholesaler and then a manufacturer, the company also offers for sale diamonds, gemstones, finished jewelry, tools and supplies to satisfy Jewelry Professionals. In addition to its primary facility in Lafayette, Louisiana, Stuller, Inc. and its subsidiaries now employ 1,500 people on three continents. The company also utilizes its sourcing office in Thailand to purchase colored stones. Stuller has one other fine jewelry manufacturing facility in Merida, Mexico.

As a visionary for the jewelry industry, Matt's foresight to combine technology and artistry directed him to acquire GemVision Corporation, with its preeminent CAD software Matrix. He then challenged the GemVision team to develop a more intuitive jewelry design tool for the retail jeweler, which became "CounterSketch". Both Matrix and CounterSketch allow jewelers to design almost any piece of jewelry, and present a beautiful 3-D rendering of the design for the customer's approval. The jeweler can simply send an electronic file to Stuller, Inc. have it manufactured in less than five days.

Above and beyond his ability to identify market trends and utilize his keen business acumen, Matt attributes his almost forty-nine plus years of success to his strong customer service dedication– "Service is key." Today, as it was in the beginning, gold, diamonds and gemstones are the products, but customer service is the mission!

Matt's determination, vision and commitment to excellence has guided not only his businesses, but is demonstrated on all the boards on which he has served both in our community and within the jewelry industry.

Locally, Matt Stuller has been honored with the *Times of Acadiana's* "Theodore Schad Award", which recognizes outstanding leadership and business excellence within the community and was enshrined in that publication's "Hall of Fame". The business community also has recognized Stuller's leadership with honors such as the United States Senate Productivity Award, the Louisiana Board of Commerce and Industry's "Lantern Award" and *Inc. Magazine's* "Entrepreneur of the Year" in the Wholesale/Distribution category.

For his community service, he has been given the Lafayette Civic Cup; Kiwanis Clubs International's "Table of Honor" Award; and an Honorary Doctorate of Business Administration by the University of Louisiana at Lafayette. During the Great Financial Crisis, Matt served on board of the New Orleans Branch of the Federal Reserve Bank of Atlanta.

As an Eagle Scout, Boy Scouting has been an integral part in the formulation Matt's ideals and life accomplishments. The Scouting Oath still serves as a guiding principle in his everyday interpersonal relationships.

Philanthropic endeavors now occupies a portion of his time. The Stuller Family Foundation was established over twenty-five years ago to focus on improving education, assisting the needy and sick, and building regional religious capacity.

The Stuller Foundation has done much to better mankind's community. Matt's vision and determination have made significant differences to the many charities and organizations to which he has given time and resources. His modesty dictates anonymity in many of his charitable works, and the public rarely knows of his involvement. As he is known to say when individuals seek advice or counsel, "I am a humble steward of God's gifts."