



**UPPER SOUTH CAROLINA CHAPTER  
INSTITUTE FOR SUPPLY MANAGEMENT  
CAROLINAS - VIRGINIA, INC.**

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**The Next Meeting – March 6, 2008  
Annual Supplier Night**

**See Chapter Web-site for other information**

5:00 Trade show begins  
6:45 Meeting announcements  
7:00 Dinner starts  
7:30 Door prizes

Suppliers Currently Registered for Trade Show

Accessibility Services	Falcon Metal
Pallet One	G-Five, Inc
Jos T Ryerson & Sons	Ionic Technologies
Greenville Office Supplies	Bolden Die Supply
Carman Ad	

**President's Message**

By Anthony Napoli, M.S.M., CBM, Lifetime C.P.M.

We had a successful seminar on Incoterms 2000 and a subject that we will bring back to discuss the practical application to our freight needs as the Uniform Commercial Codes are updated and approved by the State Legislatures.

With March approaching quickly, it brings two items with it: Purchasing Month and the Chapter's Supplier Night. This is an important event for your Chapter since it is the only fund raising event we hold each year. The profits from this event allow us to keep down the costs of our dinner meetings, to bring you superb speakers/topics, and a top notch seminar at reasonable costs. Please mark your calendars now, invite other Purchasing professionals, your engineering, research and development, and other applicable staff to the meeting. The Chapter needs your support for this meeting.

As we approach the end of this meeting year, we need volunteers to run for the Chapter Board of Directors. We have seven (7) openings that need to be filled. Please consider this as a way to gain management knowledge, enhance your organizing skills, and to promote your professionalism to your company through your involvement.

Also, we need nominations for our two (2) awards: The Outstanding Purchasing Professional (T.O.P.P.) and the William Erwin award. You can submit your nomination by picking up a form at the meeting or from the Chapter's web-site.

**I look forward to seeing each of you on March 6th for the Chapter meeting.**

### Chapter Attendance 1

	2006-07	2007-08	Difference
<b>September</b>	39	29	-10
<b>October</b>	31	21	-10
<b>November</b>	25	18	-8
<b>December</b>	21	15	-6
<b>February</b>	17	27	10
<b>March</b>	30		
<b>April</b>	8		
<b>May</b>	13		
<b>Total</b>	184		

As you can see we have a challenge to meet and increase our attendance numbers from last year. The Board has set a goal of increasing attendance by 10% and we need your help to make that goal. Come to the next Chapter meeting, and bring a colleague.

### Survey results: February Meeting

		Complete	Partially	Not At All
A	Interesting and Applicable	10	6	1
B	Knowledge Gained	7	11	1
C	Future Value	7	10	1

### Written comments:

- Too brief, Marsha has too much to share and she didn't without being questioned
- Not as much of an overview as expected, but assume most will be covered by the seminar
- A very much needed topic
- A little too short
- Need to make sure that speaker is going to make a full presentation.
- Members will not return if they do not get a ROI for their time.
- Today was very important subject - but very short
- Too short - not enough information
- Think the seminar will cover completely

I encourage each of you to submit any ideas for a topic and/or a speaker to any of the Board members in person, or by e-mail. We are already discussing topics and speakers for next year. We are currently pursuing a date to schedule Norbert Ore sometime after September 2008 since he is already booked through our May meeting. Let us know of any ideas and I will maintain the list as part of the newsletter.

<b>Survey Summary Averages</b>			
	Complete	Partial	Not At All
Interesting & Applicable	10.4	3.6	0.2
Knowledge Gained	10.0	4.4	0.2
Future Value	9.2	5.0	0.2
<b>Number Responding</b>	14.4		

For five (5) meetings

Recommended topics received to-date:

1. How to influence purchasing policy & compliance in a large organization
2. Practical Application of Incoterms 2000