



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

209 N. Main Street #227  
Greenville, SC 29601

Website: <http://www.napmscupstate.org>

*Message From Our President*      *March 30, 2005*

*Next Chapter Meeting*

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**April 7, 2005**  
**"ISM Report on Business" by**  
**Norbert J. Ore, C.P.M., Chair of the Institute**  
**for Supply Management Manufacturing Business Survey**  
**Committee**

**Crowne Plaza**  
**I-385 - Roper Mountain Rd & Congaree Rd**  
**Greenville, S.C.**  
**(864) 297-6300**

**Registration 5:30 PM - 6:15 PM**  
**\$18.00 pre-registered**  
**\$20.00 at the door**

Norbert J. Ore, C.P.M., is chair of the ISM Manufacturing Business Survey Committee, and group director, strategic sourcing and procurement, Georgia-Pacific Corporation. He is responsible for compiling, writing and releasing the monthly Manufacturing ISM Report On Business®, a leading indicator of the economy. As spokesperson for the manufacturing report, he is frequently quoted in *The Wall Street Journal*, *USA Today*, *BusinessWeek* and other business publications. Ore also prepares ISM's Semiannual Forecast, a key economic indicator that forecasts what supply management executives anticipate for the economy each year.

You may register for our next chapter meeting "on-line" using a credit card via PayPal at [www.napmscupstate.org](http://www.napmscupstate.org). The site is safe and user-friendly. We recommend that you register on-line for each chapter meeting and for local chapter seminars as well. You may also register for each meeting by sending an e-mail to:

[Attendance@napmscupstate.org](mailto:Attendance@napmscupstate.org)

**If this is your "1<sup>st</sup> ever meeting", you will be our guest and your meal is at no charge.**

(cannot register '1<sup>st</sup> ever meeting' via web-site - must use e-mail address.....however, you must register !!)

**Have you considered volunteering on a committee?**

Contact Anita Holloway at [SecondVP@napmscupstate.org](mailto:SecondVP@napmscupstate.org). Assistance is needed in several areas. Thank you in advance for any help you can offer.

**Any suggestions or comments are welcomed.** Send them to:

[President@napmscupstate.org](mailto:President@napmscupstate.org). They will be discussed at the Board of Directors Meeting and you will receive a reply. Messages will be held confidential if requested.

*Supplier Night ~ March 3, 2005*

Supplier Night was held March 3, 2005 at the Crowne Plaza with 24 suppliers participating. We enjoyed a much-anticipated event, with many positive comments:

*"it was a very good show; enjoyed it; ya'll did it right"*

Joe Vetter – Grainger

*"I am happy to say this was the best trade show we have done in the areas of productivity and results. You balanced the vendor types very well and provide a very good set up. Thanks again and we look forward to next year."*

Steve Pratt CDIA+Accessability Services Inc.

*Awards*

Each year our chapter presents Continuing Service Awards to deserving Upper SC Chapter members and the awards are presented at the regular April chapter meeting. If you have not already done so, please **submit your nominations by fax to: (864) 244-4285** or you may submit your nomination by e-mail to: [President@napmscupstate.org](mailto:President@napmscupstate.org) or to [PastPresident@napmscupstate.org](mailto:PastPresident@napmscupstate.org).

**William C. Erwin Memorial Award  
for Chapter Continuing Service Award**

All nominations should be based on the following criteria:

- Number of years of continuous membership in the Upper S. C. Chapter
- Past service on the Board of Directors and Chapter committees
- Regular attendance at Chapter meetings
- Regular attendance at Quarterly meetings
- Corporate support by employer
- C.P.M. designation
- Comments by nominator

**The Outstanding Purchasing Professional Award (TOPP)**

All nominations should be based on the following criteria:

- Achievement and participation in the local chapter (Board Officer, committee chair, etc.)
- Positions of leadership/exceptional service
- Recommendations by at least one person in the chapter
- Regular attendance at Chapter meetings
- Length of membership in local chapter (must be in chapter for at least two years)

*Technical Services*

If you have not visited the updated website, you should do so. Let the Board of Directors know your thoughts regarding the site. How can we enhance this site even more? Have you experienced any difficulties using this site? Contact any board member with your suggestions.

*Local Chapter Seminar*

May 6, 2005

"Strategic Purchasing"

by Linda Yochem Sauerwein, C.P.M., Lifetime,  
of Arrow International Management Specialists  
Crowne Plaza, Greenville, SC

Register and pay on-line at [www.napmscupstate.org](http://www.napmscupstate.org)

**Linda Yochem Sauerwein, Lifetime Certified Purchasing Manager**, after graduate studies, developed and began presenting unique seminars for management in the areas of purchasing, supply chain management, contracting, marketing, and sales. She has been the owner of Arrow International Management Specialists (A.I.M.S., Inc.) for eighteen years.

**Credits:** 7.0 hours

(These rates are direct results from a successful Supplier Night Event)

**Cost: Early Registration** (Materials furnished)

Member this chapter \$25.00

Non-Member \$40.00

**Door Registration** (Starts 7:30am)

Member this chapter \$35.00

Non-Member \$50.00

Breaks and Lunch included

(Fee is non-refundable but substitutes are accepted)

Ms. Yochem uses actual examples and case histories from her research and previous experiences in marketing, sales and purchasing to provide practical approaches for making daily business decisions easier. Among Ms. Yochem's clients are Burlington Industries, Delco Electronics, IBM, Kayser-Roth, Ericsson, Philadelphia Electric and Saturn.

This course is developed with the buyer in mind, but anyone who deals with the overall development of an organization's success will benefit from this material. It is recommended for all purchasing, quality assurance, engineering, accounting staff and other areas of management.

Respectfully submitted,  
Linda Jennings-Parker, C.P.M., A.P.P.  
Chapter President 2004-2005