



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

PO Box 5483

Greenville, SC 29606

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

President

Anthony Napoli, M.S.M., CBM,
Lifetime C.P.M.
(864) 578-1951
President@ismscupstate.org

First Vice President

Program Chair
Valerie Arnold, C.P.M., MBA
Heil Environmental
(864) 770-1643
FirstVP@ismscupstate.org
Program@ismscupstate.org

Second Vice President

Tom Higginbotham, Lifetime
C.P.M., CPIM
Parker Hannifin
(864) 590-6371
SecondVP@ismscupstate.org
Attendance@ismscupstate.org

Treasurer

Alan Barber, C.P.M.
(864) 246-5515
Treasurer@ismscupstate.org

Secretary

Melissa Sheek, C.P.M.
Advanced Technology Services
(864) 236-0436
Secretary@ismscupstate.org

Membership/Attendance

Linda Parker, C.P.M., A.P.P.
(864) 609-2201

Professional Development

Susan Spearman, C.P.M.
Anderson Hardwood Floors
(864) 939-1325
ProD@ismscupstate.org

**Public Relations/
Employment Services**

Sandra Parker
Jostens, Inc.
(864) 683-1040
PR@ismscupstate.org
Employment@ismscupstate.org

Past President

Open
PastPresident@ismscupstate.org

Supplier Night/Trade

Show Committee Chair
David Harlan, C.P.M.
(864) 455-7908

The Next Meeting – November 6, 2008

Hilton and Towers

**45 West Orchard Park Drive (located off I-85 and Haywood Road)
Greenville, SC 29615
(864) 232-7350**

**“Minority Suppliers” by Greg Stephens
Director, Supplier Diversity
and Small Business Development with
Michelin, North America, Inc**

5:30 Registration/Social/Networking

6:10 Meeting and dinner starts

7:00 speaker presentation

President’s Message

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

Our speaker for the second meeting, Sarah Houch did an outstanding job presenting the “Emerging Workforce Trends” as the surveys revealed, 100% satisfaction. It really tied into the lead topic and provided a clear challenge to employers. I want to thank all of those that came out for the presentation and provided feedback. It is important to the Board of Directors to understand if we have interpreted your suggestions and comments correctly.

The Board wants to support the minority business owners in the upstate and is having conversations with the Carolinas Minority Supplier Development Council. As part of this endeavor we want to offer a table at no charge to a minority supplier located in the upstate of South Carolina. We are in the process of developing a form for submitting your recommendations for our review and award. As part of this effort Greg Stephens with Michelin North America will be speaking to us about the CMSDC and minority businesses.

“Mark Your Calendars” – February 6, 2009 seminar will be here before you know it. The topic is “Six Sigma and Lean Applications” and will be presented by Crista Stamper, Heil Environmental, Chief Quality Officer. The cost is \$149.00 if registered prior to December 12th and \$169.00 after that date. The cost includes three breaks and buffet lunch. Register Now!!!!

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

Door Prize Winners:

	Business Card	50/50	ISM Educational
September	Harold Hunte	Ellen Welsh \$15.00	Sandrah Parker
October	Stacy Nelson	Susie Knighting \$10.00	Susan Spearman
November			
December			
February			
March			
April			
May			

Chapter Attendance:

	2006-07	2007-08	2008-09	Difference
September	39	29	34	5
October	31	21	19	-2
November	25	18		
December	21	15		
February	17	27		
March	30	61		
April	8	19		
May	13	14		
Total	184	204	53	

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: October Meeting:

		Complete	Partially	Not At All
A	Interesting and Applicable	16	0	0
B	Knowledge Gained	16	0	0
C	Future Value	16	0	0

Written comments:

1. Very helpful information. Well presented.
2. I enjoyed this program.
3. Great presentation!
4. Great.
5. Very interesting and informative for future reference.
6. Great presentation.

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. Let us know of any ideas and I will maintain the list as part of the newsletter.

Recommended topics received to-date:

1. Lean on VSM in Purchasing*
2. How to Conduct Value Analysis or Financial Analysis from a Purchasing Perspective
3. Technology in Purchasing: What is currently being used?
4. Global market changes, materials, lead times
5. New Ideas on How to Save
6. Inco terms, Special Clauses...*
7. HR presentation

* In reviewing the requested topics from the last survey it appears that we have scheduled the lean topic for the February 5, 2009 and the IncoTerms for April 2, 2009