



**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](mailto:PastPresident@ismscupstate.org)

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

## The Next Meeting – December 11, 2008

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

### **"Global Suppliers: Pressure or Impact on US Economy." by Keith Burgio, C.P.M.** **GE Energy, Sourcing Manager—Quality and Operations**

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.

It is hard to believe that the holiday season is upon us so soon. I hope that you will make plans to be with us at our next meeting. The topic for our December meeting is especially important in our current environment. **I hope that you will attend and invite your boss, your CEO, and CFO, and any other non-sales staff that can benefit from this important topic.**

We need your support for Supplier Night by submitting suppliers who you would like to see invited to participate in the March 2009 event. We are actively seeking new suppliers to participate and we look forward to your participation as well – **Mark Your Calendars and plan to attend Supplier Night, March 5, 2009.**

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.

**"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 12<sup>th</sup> 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 December 11th for the next Chapter meeting.**

**Door Prize Winners:**

	<b>Business Card</b>	<b>50/50</b>	<b>ISM Educational</b>
<b>September</b>	Harold Hunte	Ellen Welch \$15.00	Sandrah Parker
<b>October</b>	Stacy Nelson	Susie Knighting \$10.00	Susan Spearman
<b>November</b>	Minot Stanton	Alan Barber \$4.00	Linda Parker
<b>December</b>			
<b>February</b>			
<b>March</b>			
<b>April</b>			
<b>May</b>			

**Chapter Attendance:**

	<b>2006-07</b>	<b>2007-08</b>	<b>2008-09</b>	<b>Difference from last yr</b>
<b>September</b>	39	29	34	5
<b>October</b>	31	21	19	-2
<b>November</b>	25	18	21	3
<b>December</b>	21	15		
<b>February</b>	17	27		
<b>March</b>	30	61		
<b>April</b>	8	19		
<b>May</b>	13	14		
<b>Total</b>	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: November Meeting:**

		Complete	YTD	Partially	YTD	Not At All	YTD
A	Interesting and Applicable	13	18.3	0	0	0	0
B	Knowledge Gained	10	16.7	3	1.7	0	0
C	Future Value	12	17.0	1	1.3	0	0

**YTD average responding: 18.3**

**Written comments:**

1. Dynamic speaker
2. Very well presented. Valuable content.
3. Great speaker (3x)

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
8. Qualifying Construction Sub-contractors

\* 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