



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

PO Box 5483  
Greenville, SC 29606  
Website: <http://www.ismscupstate.org>

**The Next Meeting – February 5, 2009**

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

**"Six Sigma and Lean Applications" by Crista Stamper**  
**Heil Environmental, Chief Quality Officer**

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.

There has been a change in the C.P.M. exam and sign-up for 2009 – check the ISM-CV Web-site for more information. We have had a great start for the 2008-2009 meeting year and we want to thank those members making the effort to come to the meetings. The Board of Directors would like to wish everyone a Merry Christmas and a happy holiday season. We will see you in February 2009.

We need your support for Supplier Night by submitting suppliers who you would like to see invited to participate in the March 2009 event – contact David Harlan with your supplier's contact information. 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 have 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. Submit nominations and reasons for choosing your MBE to any Board Member.

**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 Board of Directors has voted to extend the sign-up for the seminar at the cost is \$149.00 registered prior to January 16<sup>th</sup> (members) and \$169.00 after that date and non-members.** The cost includes three breaks and buffet lunch. We hope that you will find the time and funds to attend this seminar. Even if your company does not utilize Six Sigma it is important to understand how to apply these techniques to identify possible cost cutting initiatives. Register Now!!!!

**I look forward to seeing each of you on February 5th for the next Chapter meeting.**

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

**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>	Shirley Seigle	David Mason (\$5.00)	BJ Means
<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	18	3
<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	71	

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: December Meeting:**

		Complete	YTD	Partially	YTD	Not At All	YTD
A	Interesting and Applicable	9	16.0	1	0.3	0	0
B	Knowledge Gained	8	14.5	2	1.8	0	0
C	Future Value	8	14.8	2	1.5	0	0

**YTD average responding: 18.3**

**Written comments:**

1. Speaker very knowledgeable—a little long.
2. Very interesting and educational—well presented
3. Great presentation!
4. Excellent speaker. Well prepared at short notice. Knows topic.
5. Some slides were from 2006.
6. Excellent presentation.
7. Too many “etc.” in speaker’s presentation. Too long, speaker a little dry.

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
9. Contract Law
10. Financial Analysis – credit sensitivity and limited cash flow

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