



**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

**March 5, 2009 Supplier Night and Purchasing Month**

***This is an urgent call for member support.*** The below listed Suppliers have made the financial sacrifice, based on current economic conditions, to support the ISM-CV Upper South Carolina Chapter by participating in this years "Supplier Night/Trade Show." I am asking each member to make the commitment to attend this special meeting for three important reasons:

1. Attending shows support to the Suppliers participating in this event,
2. This is your Chapter's major fund raiser for the year, and
3. This is Purchasing Month and what better reason to come out and network with your fellow professionals.

**I urge you to attend, but I also ask you to invite other members of your organization to attend and meet the Suppliers. I look forward to seeing each of you on March 5<sup>th</sup> at the Hilton and Towers (864-232-7350), 45 West Orchard Park Drive (located off I-85 and Haywood Road), Greenville, SC 29615**

Member/Guest Registration/Trade Show	4:45 p.m. – 6:45 p.m.
Welcome and Dinner	6:45 p.m. – 7:30 p.m.
Prize Drawings & Announcements	7:30 p.m. – 8:00 p.m.

**Accessibility Services**  
**Bunty LLC**  
**Falcon Metals**  
**Forms and Supply**  
**G-Five**

**Greenville Office Supply**  
**Greenville Technical College**  
**Pallet One**  
**Progressive Business Solutions**  
**Young Office Environment**

**President's Message**

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

With the current economic environment there is one professional activity that should not be over-looked: **Networking**. It is vitally important for two specific reasons: 1) is to find out what other Purchasing Professionals are doing to maximize the dollars that they spend and the challenges they face, and 2) you do not know if you will be laid off and people will hire those that they have met and know something about.

Knowledge, theory, and application are not restricted to each industry specifically, it is modified and used by every industry. So what works well in one industry will work just as well in other industries with some modification.

Recruiters tell us to build our networks during strong economic times so that we are established when poor times roll around. However, it is not too late to start building your network now during these economic trials whether you are currently employed or if you have been laid off. So come out March 5<sup>th</sup> to network for both Purchasing knowledge and networking to meet other professional for future needs.

**I look forward to seeing each of you on March 5th 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>	Shirley Seigle	David Mason (\$5.00)	BJ Means
<b>February</b>	Linda Parker	Alan Barber (\$4.00)	David Mason
<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	18	-9
<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. We are currently even with last year. Come out and help us make this goal.

**Survey results: March Meeting:**

		Complete	YTD	Partially	YTD	Not At All	YTD
A	Interesting and Applicable	11	15.0	0	0.2	0	0
B	Knowledge Gained	11	13.8	0	1.4	0	0
C	Future Value	10	13.8	1	1.4	0	0

**YTD average responding: 13**

**Written comments:**

1. Excellent speaker. Knows topic thoroughly. Could have listened longer.
2. Great speaker & topic.
3. Good topic for tonight and business climate.

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 – contractor credit sensitivity and limited cash flow
11. More Lean as it applies to Purchasing.

\* 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