



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

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**Professional Development Dinner Meeting
April 2, 2009**

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

**"IncoTerms 2000 – Practical Applications" by
Julie Bowers, International Trade Analyst with
AFL Telecommunications, LLC**

Register On-line: \$23.00 PayPal or at Door or
Come to hear the "Speaker Presentation" at no charge

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.

In last month's newsletter I talked about the importance of networking. Whether you are currently working or are unemployed the next benefit that ISM, ISM-CV, and your local Chapter provide is Education. When attending a chapter meeting or a seminar you should make sure that your company knows that you are expanding your knowledge and skills. Knowledge, theory, and applications are not restricted to any specific industry; it is modified and used by every industry in some form or fashion. So what works well in one industry will work just as well in other industries with some modification. *If your company will not pay for dinner and it is not in your personal budget, come to the meeting at 7:00 p.m. at no cost to hear the speaker's presentation. Remember to pre-register on-line and select the no meal option.*

Board Members Needed:

We need a minimum of four (4) volunteers for the Board of Directors to replace Myself, Tom Higginbotham, Linda Parker, and Sandrah Parker who will be complete their terms in May. Contact me if you are interested in gaining management experience and being able to influence our Chapter going forward.

Awards Nominations Needed:

It is time to recognize those that have supported the chapter throughout this year. Go to the web-site and nominate your choice for the T.O.P.P. and Erwin Awards. The forms are on the bottom of the "Home" page. To nominate open the form, save to your desktop twice, with one as Erwin and one as TOPP, complete (hit tab to move through the form), save, e-mail to First Vice President at FirstVP@ismscupstate.org.

I look forward to seeing each of you on April 2nd 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	Minot Stanton	Alan Barber	\$4.00	Linda Parker
December	Shirley Seigle	David Mason	\$5.00	BJ Means
February	Linda Parker	Alan Barber	\$4.00	David Mason
March	Jack Colletti	David Harlan	\$6.00	Karen Corwin
April				
May				

Trade Show Prize Winners:

- Falcon Metal – Best Buy \$50.00 Gift Card
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 - Falcon Metal – The Home Depot \$50.00 Gift Card
 - Falcon Metal – Target \$50.00 Gift Card
 - Young Office Environments – Flat Rock Grill \$59.00 Gift Card
 - Pallet One – Walmart \$50.00 Gift Card & Pocket Magnifier
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 - Anthony Napoli’s Unique Woodturnings – Wood Pen
 - Bunte – Seasoning Basket
 - Bunte – Women’s Shirt
 - Bunte – Men’s Shirt
 - Forms and Supply (FSI) – Office Supplies Basket
 - ISM-CV Upper SC Chapter - \$25.00
 - ISM-CV Upper SC Chapter - \$50.00
 - ISM-CV Upper SC Chapter - \$100.00
- Susan Spearman
 Karen Corwin
 Susan Spearman
 Beate Bannon
 David Harlan
 Tom Higginbotham
 Linda Parker
 Shane ?
 AP Sinha
 Jim Hill
 Sandrah Parker
 _____ ?
 Alan Barber
 _____ ?
 Falcon Metal
 Pallet One
 Greenville Office Supply

Chapter Attendance:

	2006-07	2007-08	2008-09	Difference from last yr
Chapter Membership	118	135	206	
September	39	29	34	5
October	31	21	19	-2
November	25	18	21	3
December	21	15	18	3
February	17	27	18	-9
March	30	61	25	-36
April	8	19		
May	13	14		
Total	184	204	135	

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	16	15.2	1	0.3	0	0
B	Knowledge Gained	15	14.0	2	1.5	0	0
C	Future Value	11	13.3	4	1.8	0	0

YTD average responding: 16

Written comments:

1. Great event – Great networking.
2. Should be more participation and suppliers.
3. Unfortunately not purchasing for local consumption.
4. Very well done.

Supplier Survey results: March Meeting:

		Complete	Partially	Not At All
A	Interesting and Applicable	6	2	0
B	Knowledge Gained	6	2	0
C	Future Value	7	1	0

YTD average responding: 8

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.
12. Economic downturn affect on Purchasing – What did we learn
13. Buyer/Sourcing Issues. How can a supplier help? How do you differentiate?

* 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

ISM News and Links

The ISM Vision



ISM is a progressive association with a mission to provide national and international leadership in purchasing and materials management, particularly in the areas of education, research and standards of excellence.

ISM National Conference

May 3 – 6, 2009
Charlotte, North Carolina

- Track 1 – Doing Business in China
- Track 2 – Talent Management
- Track 3 – Headwinds and Trends
- Track 4 – Best Practices in Supply Management
- Track 5 – Sustainability, Social Responsibility, and Green Issues

ISM Conference Recruiting Event

Conference attendees are invited to submit their résumés to the Conference Career Center Database: <http://www.ism.ws/confplanner/careercenter.cfm?confID=33>.

Hiring organizations participating in the Career Center have exclusive access to these résumés. All services are confidential and you will be able to schedule on-site interviews prior to the Conference.

- Submit your résumé Conference Career Center
- World-class organizations will be conducting on-site interviews
- Review online Conference Career Center job postings on the CCC Cyber Cafe

Participating employers for this recruiting event will be reviewing resumes and setting up interviews during the Annual Conference. If an employer is interested in speaking with you, they will contact you directly beforehand via telephone or email to set up an onsite interview.

ISM REPORT ON BUSINESS

<http://www.ism.ws/ISMReport/ROB052002.cfm>

WEBSITES OF INTEREST

www.ism.ws	ISM National Website
www.ism-cv.org	ISM-CV Regional Website

ISM-CV MEMBERSHIP FORM

www.ism-cv.org/memApp.asp