

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

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

**Professional Development Dinner Meeting
Chapter Elections and Awards Night**

**Next Meeting
September 3, 2009 (Boss' Night)**

President's Message

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

The current 2008 – 2009 meeting year has come to an end and considering the current economic environment, we had a good year. Based on your responses on the surveys returned at each month's meetings the topics met your immediate and future needs and the speakers were excellent. The attendance was a little off but not too bad. The Board of Director and myself want to thank all of you that were able to attend meetings this past year and we look forward to seeing you in the fall for the start of our 2009 – 2010 meeting year.

Mark your calendars now for the next meeting year. The following are the meeting dates (all on the first Thursday):

September 3, 2009 (Boss' Night)	February 5, 2010 (Seminar)
October 1, 2009	March 4, 2010 (Supplier Night)
November 5, 2009	April 1, 2010
December 3, 2009	May 6, 2010
February 4, 2010	

The new Board of Directors for 2009 – 2010 are as follows:

President – Valerie Arnold, C.P.M.
First Vice President/Programs – Susan Spearman, C.P.M.
Second Vice President/ Membership/Attendance – Melissa Sheek, C.P.M.
Secretary – Patrick Tribble
Treasurer – Alan Barber, C.P.M.
Membership/Attendance - Matt Curry
Professional Development – Lee Phillips
Public Relations/Employment Services – Kim Kyle
Supplier Night – Ted Williams

The award winners for this year are:

Linda Parker, C.P.M. - The Outstanding Purchasing Professional (T.O.P.P.)
Alan Barber, C.P.M. - William C. Erwin and the service awards for the Board.

I want to thank everyone for their support and encouragement this year. It has been my privilege to be your President for the last two years. See everyone in September

Chapter Attendance:

	2006-07	2007-08	2008-09
Chapter Membership	118	135	206
September	39	29	34
October	31	21	19
November	25	18	21
December	21	15	18
February	17	27	18
March	30	61	25
April	8	19	10
May	13	14	16
Total	184	204	161

The Board has set a goal of increasing attendance by 10% and we need your help to make that goal. If you remove the 30 or so Clemson students that attended last years Supplier Night we were only down about 10 from last year.

Survey results: May Meeting:

		Complete	YTD	Partially	YTD	Not At All	YTD
A	Interesting and Applicable	14	14.0	0	0.3	0	0
B	Knowledge Gained	14	13.0	0	1.3	0	0
C	Future Value	14	12.5	0	1.5	0	0

YTD average responding: 7

Written comments:

1. Little long
2. By far the best
3. Excellent Speaker
4. Great – real examples very useful
5. Great topic & great presentation
6. Great speaker – excellent examples that made material more understandable

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 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