



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

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**The Next Meeting – November 1, 2007**  
Marriott located off of I-85 and Pelham Road (behind Michelin)  
Greenville, South Carolina

5:30 Registration/Social/Networking

6:10 Meeting

7:00 Presentation

**"Purchasing and Accounts Payable in-sync"**  
by Tehseen Ali

**President's Message**

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

The last meeting was enlightening when you think about all of the emphasis being placed on Six Sigma, Lean Manufacturing, and other types of theories for Total Quality Management. Our presenter was Keith Wagoner and he covered the topic of "Gathering Information and Driving Change Through Analytics." What was amazing is he took us back in time to Deming and simplified quality with a simple to use tool. His presentation was informative, interesting, entertaining, and down to earth which made an often difficult topic much easier to grasp and understand. I believe that everyone left with something that they could use in relationship to their job. If you doubt what I have written, check out below, the words of those attending the last meeting.

Our next topic gets to the heart of supplier relations and should prove to be helpful in our relationship with Accounts Payable. We all know that it is impossible to negotiate payment terms, get a supplier to ship on-time, or ask for other concessions, performance, etc. if we do not pay the invoices received from our suppliers. It is Purchasing's relationship with Accounts Payable that can make the difference. Since we need to work together, **invite your Account's Payable counterparts to the meeting to hear this presentation.**

Drawing Winners:

- Business Card Becky Turner
  - Free meal at next attended meeting
- 50/50 Linda Parker
  - \$7.00 to winner and \$7.00 to Greenville Tech Scholarship Fund
- ISM Educational Certificate Kim Bistwick
  - \$30.00 reimbursed for any ISM merchandise purchased (books, CD/DVD, etc.)

As you can see we have a challenge to meet and increase our attendance numbers from last year. 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, bring a colleague, and bring your Account's Payable staff.

**Chapter Attendance 1**

	2006-07	2007-08
<b>September</b>	39	29
<b>October</b>	31	21
<b>November</b>	25	
<b>December</b>	21	
<b>February</b>	17	
<b>March</b>	30	
<b>April</b>	8	
<b>May</b>	13	
<b>Total</b>	184	

At each meeting, the Board of Directors is interested in your opinion of the topic presented and the speaker. We have used your past topic suggestions and selected speakers that we feel will present the topic successfully. Your comments let us know; 1) how the speaker did in his/her presentation and 2) how well we did in our selection to meet your needs. With the November survey we will be asking you for topics for the 2008-09 meeting schedule. Please take the time at each meeting to complete and return the survey. We want and encourage you feedback and input.

**Survey results**

		Complete	Partially	Not At All
A	Interesting and Applicable	10	7	0
B	Knowledge Gained	12	5	0
C	Future Value	11	6	0

**Written comments:**

- Good Speaker and information
- Interesting subject that can directly effect purchasing decisions
- Helpful to hear " keep it simple" metrics does not have to be complicated
- Output steps explained well
- Held interest, involved audience, spoke clearly, able to relate to manufacturing
- Good info
- Very good speaker
- Good speaker! Practical application
- Useable information

<b>Survey Summary Averages</b>			
	Complete	Partial	Not At All
Interesting & Applicable	10.5	4	0
Knowledge Gained	10.5	4	0
Future Value	10	4.5	0
<b>Number Responding</b>	14.5	0	0

For two (2) meetings

Our December meeting will be a plant tour at Spartanburg Steel off of New Cut Road in Spartanburg. You do not want to miss this opportunity. Plan today to attend this meeting.

**I look forward to seeing each of you on November 1, 2007.**