



**UPPER SOUTH CAROLINA CHAPTER  
NATIONAL ASSOCIATION OF PURCHASING  
MANAGEMENT  
CAROLINAS - VIRGINIA, INC.**

209 N. Main Street #227  
Greenville, SC 29601

Website: <http://www.napmscupstate.org>

*Message From Our President*      *January 24, 2005*

*Next Chapter Meeting*

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**"February is Spouse/Significant Other Month"**

**Thursday, February 3, 2005**

**"The Importance of Statement of Work, and Defining Specs"**

by Tom Cooper, Purchasing Agent of Michelin North America

Tom has a BS Mechanical Engineering - University of Tennessee, Knoxville (1981)

2 yr Union Carbide - Greenville, SC (Carbon Products Division)

5 yr Schmiede Corporation - Tullahoma, TN - Engineering Manager

16 yr Michelin - SC - Tech. Purchasing / IE / Strategic Planning / Capital Purchasing

Crowne Plaza  
I-385 - Roper Mountain Rd & Congaree Rd  
Greenville, S.C.  
(864) 297-6300

Registration 5:30 PM - 6:15 PM

You may register for our next chapter meeting "online" using a credit card via PayPal at [www.napmscupstate.org](http://www.napmscupstate.org). The site is safe and user-friendly. We recommend that you register online for each chapter meeting and for local chapter seminars as well. You may also register for the meeting by sending an e-mail to:

[Attendance@napmscupstate.org](mailto:Attendance@napmscupstate.org)

**"2 for \$25.00" meeting charge for any member  
and their first time guest !!**

**If this will be your "1st ever meeting", you will be our guest  
and your meal is at no charge.**

(Does not include spouse/significant other)

(cannot register '2 for \$25.00' or '1st ever meeting' via web-site -  
must use e-mail address)

*Supplier Night ~ March 3, 2005*

Supplier Night will be held March 3, 2005 at the Crowne Plaza. Please contact your suppliers and encourage them to participate in this event. Your primary contacts are David Harlan at [धारलान@charter.net](mailto:धारलान@charter.net) and David Mason at [PastPresident@napmscupstate.org](mailto:PastPresident@napmscupstate.org). Registration packets are now available online, so please begin registering your suppliers for this event. **If you are interested in volunteering for this event,**

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**Have you considered volunteering on a committee?**

Contact Anita Holloway at [SecondVP@napmscupstate.org](mailto:SecondVP@napmscupstate.org). Assistance is needed in several areas. Thank you in advance for any help you can offer.

**Any suggestions or comments are welcomed.** Send them to:

[President@napmscupstate.org](mailto:President@napmscupstate.org). They will be discussed at the Board of Directors Meeting and you will receive a reply. Messages will be held confidential if requested.

**please contact David or any board member.** We need each of you to make every effort to attend this event. We need more purchasing professionals than vendors at the meeting!

### *Technical Services*

If you have not visited the updated website, you should do so. Let the Board of Directors know your thoughts regarding the site. How can we enhance this site even more? Have you experienced any difficulties using this site? Contact any board member with your suggestions.

### *Local Chapter Seminar*

May 6, 2005

"Strategic Purchasing"

by Linda Yochem Sauerwein, CPM, Lifetime,  
of Arrow International Management Specialists  
Crowne Plaza, Greenville, SC

Register on-line at [www.napmscupstate.org](http://www.napmscupstate.org)

### *Spring Conference Is Just Around The Corner!*

**NAPM-CV Spring Conference will be at Grove Park Inn  
in Asheville, NC on March 10-11, 2005.**

**Your Member Cost: 1 Day - \$125.00, 2 Days - \$219.00**

**Thurs., March 10 - Preparing the Future Procurement**

**Professional** - Dr. Larry Guinipero, Ph.D, C.P.M. with Florida State University will present a comprehensive 5-10 year plan.

**Friday, March 11 - Sarbanes-Oxley** - Gary Kilponen and Mark Dennis with Deloitte-Touche, LLP and a forum panel discussion in the afternoon. Learn how this antifraud act will impact how you do business.

**Friday, March 11 - C.P.M. Review for Module 2** - Erv Lewis, C.P.M. - an intensive review module to assist you in successfully completing Module 2 of your C.P.M. exam.

For more information about the Asheville area, visit Grove Park Inn's website, <http://www.groveparkinn.com/>. You may register for the Spring Conference on-line: <http://www.napm-cv.org/>, by fax: 336-292-8415 or call Central Office: 336-292-9228.

### *ISM Onsite C.P.M. Testing and Review*

(Obtained from Institute for Supply Management website: <http://www.ism.ws/>)

The Institute for Supply Management™ now offers [certification and accreditation](#) testing at your location. With onsite testing, you control the environment and create the atmosphere that best matches your organizational culture.

As a leader in professional development, research, and education, the association's C.P.M. and A.P.P. programs are recognized as the pre



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recognized as the premier designation for purchasing and supply management professionals. A team of certified and accredited professionals translates into organizational effectiveness, efficiency, and overall operational success. *From the bottom line to the top ranks, the entire organization benefits from the impact of certification.*



Bringing the exam to your employees offers you the chance to integrate the entire testing process into your organization's mission and goals. And the benefits of onsite testing give you a competitive advantage that surpasses even the most ambitious professional development effort.

- Control the Environment
- Offer Maximum Convenience
- Develop and maintain a Certified work force
- Save time, travel, money
- Increase the rate of program completion

A team of C.P.M.s and A.P.P.s approach their jobs with renewed vigor. Through your support and encouragement, employees realize increased performance, greater job satisfaction, and a heightened sense of professional empowerment.

In addition to testing, ISM offers a **C.P.M. review and preparation course**. Upon completion of the course, employees can immediately begin testing.

ISM offers both the C.P.M. and A.P.P. to fulfill the training and development needs of a diverse and complex profession. The C.P.M. designation applies to those involved in managerial, strategic, and administrative functions. The A.P.P. applies to entry level professionals or those employees outside the purchasing department who perform supply management functions.

**ISM's Onsite Professional Certification Testing Resources**

ISM provides the resources to encourage and support certification. Volume discounts available.

**For more information about Onsite testing contact:**

Cindy Urbaytis, Sales Account Manager  
Telephone: 800/888-6276 or 480/752-6276 ext 3049  
Email: [curbaytis@ism.ws](mailto:curbaytis@ism.ws)

Respectfully submitted,  
Linda Jennings, C.P.M., A.P.P.  
Chapter President 2004-2005