



## LMC Waste Management Program looks at how to save time, money and resources

The Lowcountry Manufacturers Council has created a new program to encourage local manufacturers to take another look at their waste management systems in order to achieve optimal efficiency, safety and cost-savings. Using the theme "Minimize, Maximize and Modify," the LMC Waste Management Program will be a month-long campaign scheduled for June 2004. The LMC Board hopes the program will not only educate the LMC membership, but also offer them new ways to improve their businesses. In addition, special discounts will be offered exclusively to LMC members.

During the "Waste Management Month," members will receive a weekly newsletter, and a section of the LMC web site will be devoted to the Waste Management Program. Each newsletter will highlight different elements of the campaign starting with how to evaluate your current waste system. The newsletters will include case studies, contact information for local service providers, an explanation of the discounts available to LMC members, new techniques in waste management, and various facts and figures. Other topics to be discussed include recycling, safety issues, hazardous waste, and the responsibility of manufacturers.



Committed to serving the needs of area manufacturers, the LMC leadership believes it is important to implement a program that will benefit local industry and the community as a whole. Waste management issues seemed like a logical fit according to LMC Chair Herb Ellis of Charleston Marine Containers, Inc.



"Managing your waste is a necessity, and it can be costly. We have found that many companies are having great success with innovative methods and others have found new and different ways to use and re-use their waste. We want to make sure all manufacturers are aware of these methods," Ellis added.

In an effort to give manufacturers a way to save money, the LMC has teamed up with local waste management companies to offer LMC members a discount. Companies such as Global Environmental Assurance, Carolina Waste Services and 3R Environmental were eager to get involved with the program according to the LMC Affinity Committee Chair, Mike Leatherwood of Leatherwood Electronics and Manufacturing.

"We want to make it easy for local manufacturers to manage their waste, which is anything from employee trash to drums of oil. Offering a way to do it at a discount is a great incentive for companies to take a look at their current system and find out if there is a better way," Leatherwood explained.

The month-long campaign will begin with a kickoff luncheon on Wednesday, May 26, at the Charleston Metro Chamber located at 2570 Speisegger Drive in North Charleston.

To learn more about the LMC Waste Management Program, contact Jennifer Robson at 843-805-3010, or [jrobson@charlestonchamber.org](mailto:jrobson@charlestonchamber.org), or visit [www.lmcsc.org](http://www.lmcsc.org).

### GIVE US YOUR INPUT!

Watch for the "Waste Management Survey" coming via mail, or log on to [www.lmcsc.org](http://www.lmcsc.org) to download the survey.

### Waste Management Program Kickoff Luncheon

Wednesday, May 26, 2004 at Noon  
Charleston Metro Chamber of Commerce

Lunch sponsored by STEALTH  
Concealment Solutions

RSVP to [jrobson@charlestonchamber.org](mailto:jrobson@charlestonchamber.org) or 843-805-3010.

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# The future of manufacturing threatened by shortage of education and skills: What you can do about it

Manufacturers in the United States are innovative, productive and efficient. For decades the manufacturing sector has been the center of strength of the American economy and its prospects for future growth. Nonetheless, manufacturing faces several forces that have sparked a period of transformation:

- Global pressures are squeezing U.S. manufacturers as they face brutal competition from around the world.
- Relentless advances in technology have infused every aspect of manufacturing – from design and production to inventory management, delivery and service.
- Demographic shifts portend great change ahead.

In addition, a long-term manufacturing employment and skills crisis is developing, one with ominous implications for the economy and national security. A study of workforce issues in manufacturing was conducted by the National Association of Manufacturers at the onset of last year's recession. The study revealed that more than 80 percent of the surveyed manufacturers reported a "moderate to serious" shortage of qualified job applicants—even though manufacturing was suffering serious layoffs. In sum, what manufacturing is facing is not a lack of employees, but a shortfall of highly qualified employees with specific educational backgrounds and skills.

These problems can be attributed to the following causes:

- American Youth Are 'Turned Off' by Modern Manufacturing
- Our Education System is a Weak Link

## The Good News

The reality of manufacturing is vastly different from its image. Today's manufacturing provides varied jobs and careers with above-average wages and benefits. Manufacturing is also a major source of high-tech innovation, wealth creation and exciting career opportunities.



## The Challenge

To remain strong and continue to thrive in a highly competitive environment, U.S. manufacturing must surmount many challenges. High on that list is a need to attract a new generation of manufacturing employees prepared for 21<sup>st</sup> century jobs. Research results have shown that manufacturing is severely challenged by an old, negative image; and education and training system that does not understand or promote careers in manufacturing; and public policies that are not supportive of a robust manufacturing sector.

Manufacturing industries must quickly address this problem. Other industries and sectors such as health care are organizing to address similar skills issues. The urgent goal is to energize and focus the sector's many resources to solve its common problem.

To that end, what can members of the Lowcountry Manufacturers Council do to improve the situation in the Lowcountry and throughout South Carolina?

- 1) **Contribute funds and be a sponsor of the LMC Workforce Development Certification Program created in partnership with the Trident One-Stop Career Center and Trident Technical College. Your sponsorship will support the implementation of this much-needed program. Sponsorships start at \$500, which is a small investment to help create a qualified pool of skilled employees. Thank you to Charleston County for being the first to contribute funds to get this program started!**
- 2) **Get involved with the "Manufacturing is Cool" Panel which educates area high school students about the opportunities that exist in manufacturing careers. This program takes a minimal time and energy investment, yet has the promise of great returns.**
- 3) **Support Trident Technical College's "Manufacturing Summer Camp" for area middle school students. The LMC is looking at ways to expand this program so that more of the Tri-County's youth are exposed to careers in manufacturing.**
- 4) **Become active with the LMC's Education and Training Committee. This committee is a strong and energized group that welcomes new members with ideas, enthusiasm and a willingness to get involved to make a difference.**

For more information about any of these opportunities, please contact Jennifer Robson at 843-805-3010 or [jobson@charlestonchamber.org](mailto:jobson@charlestonchamber.org). Additional information can also be found by visiting [www.lmcsc.org](http://www.lmcsc.org).

Printed in part from the National Association of Manufacturers report "Keeping America Competitive — How a Talent Shortage Threatens U.S. Manufacturing — Executive Summary." To view the full report, visit [www.nam.org](http://www.nam.org).

Lowcountry Manufacturers Council  
2003-2004 Board of Directors

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**Gene Walls**, The Post and Courier  
**Rebecca Ufkes**, UEC Electronics

The LMC Welcomes the  
Following New Member:

**AGFA Corporation**

## Member Spotlight: The Richards Group

"Highly Differentiated, Profitable, Niche Market Companies" is the idea on which entrepreneur Mark W. Richards founded his company. Started in 1990, The Richards Group builds interesting and profitable companies from the ground up. Their objective is to create a portfolio of highly differentiated businesses focused on serving profitable niches in a unique way.

### Their Concept

Over 98% of all companies in the United States have sales less than \$1 million per year and employ less than 3 people. Companies with revenues greater than \$1 billion make up less than 1 tenth of 1% of the businesses in this country. Instead of fighting this reality, The Richards Group embraces it. They figure that there are just a few billion dollar ideas in the world. However, they believe there are tens of thousands of \$5 million to \$10 million ideas floating around -ideas for products and services that will serve a small but extremely profitable niche.

Their company focus, therefore, is to build a multitude of highly differentiated, profitable, niche market companies providing goods and services of value to others. Over the years they have developed systems to identify opportunities that have a high probability of success. They created unique systems to effectively market their companies' products and services, manage back office functions, and manage operations in an efficient and effective manner. This lets them make an above average profit on a niche business because we can spread certain costs over several entities.

The Richards Group includes the following companies:

### TransBulk Systems, Inc.

Designs, installs and manages bulk loading and unloading systems for petrochemical and agrichemical companies around the world. These turnkey systems improve our clients ability to safely, efficiently and effectively load and unload dry and liquid bulk materials from rail cars, tankers, barges and bulk trucks.



### PolyClean USA, LLC

Optically separates contaminated plastic pellets at our clients facilities using state of the art, mobile polymer sorting systems. We designed and built the systems and operate them across the nation.



### ProTech Liner Systems, Inc.

Designs and manufacturers liner systems for sea containers for shipping noxious and hazardous materials.

### Vector Boats, LLC

Designs and manufactures a line of high performance tunnel hull bass fishing boats.



To learn more about The Richards Group and its subsidiaries, visit them online at [www.richardsgroup.com](http://www.richardsgroup.com), or contact Mark Richards at (843) 747-3435.

Congratulations to the 2004 Silver Crescent Award Nominees, which include the following LMC Members:

Medium Manufacturing:

**AstenJohnson**

\*

**Charleston Marine Containers Inc.**

\*

**Rhodia**

Large Manufacturing:

**Nucor Steel**

The award is presented annually during the "Salute to Manufacturing" part of the Automated Manufacturing Exposition (May 12, 2004). The South Carolina Silver Crescent Award for Manufacturing Excellence was established in 2002 to recognize outstanding manufacturers in the state, based on their economic impact, commitment to the workforce, and involvement and contributions to their communities. For more information visit [www.salutetomanufacturing.com](http://www.salutetomanufacturing.com).

## First Carolina Insurance Associates Inc. Offers New Internet Product to Clients

First Carolina has increased their value-added services by putting the power of the Internet at each of their clients' fingertips with MyWave. MyWave is an Internet-based client center that gives you and your employees real-time access to First Carolina's products and services. Log on and you will find a customized homepage designed to keep you up to date on all the latest news and information that will make your job easier.

**Document Posting Center** - Your representative can post important documents and resources to your MyWave homepage. Posted documents are categorized and instantly accessible with a simple click.

**Loss Control** - The Loss control area of MyWave contains the OSHA log Analysis Online as a fast and convenient way to track and analyze OSHA injuries and illnesses.

**Community** - Use the community section to share resources and information with other MyWave users from companies of all types and sizes. Post questions, answer questions and subscribe to specific types of topics.

**Resource Library** - Links, articles and other resources for a wide variety of insurance and other related topics.

**Online Services** - An interactive module which allows you to request certificates of insurance, motor vehicle reports, and auto identification cards. Also allows you to add or delete drivers or vehicles and file auto, general liability, and property claim reports.

**HealthShop** - With MyWave's HealthShop, you will receive comprehensive online content, as well as ready-to-print newsletters and tip sheets that will help educate you about the importance of making health care decisions carefully. HealthShop covers everything from how to treat a cold or the flu at home, to guidelines for making important decisions like choosing a doctor or signing an advance health care directive.

To learn more about First Carolina Insurance Associates and its programs, contact Larry McKeenan at 843-569-1888 or [lmckeenan@firstcarolinains.com](mailto:lmckeenan@firstcarolinains.com).  
[www.firstcarolinains.com](http://www.firstcarolinains.com)





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## **Serving Manufacturers in the Lowcountry and throughout South Carolina**

### Upcoming Events:

Thursday, April 29  
Member Appreciation Reception  
5:00 - 7:00 p.m., Woodlands Resort & Inn  
(You must RSVP for this event)

Thursday, May 13  
Board of Directors Meeting  
7:30 a.m., AstenJohnson

Thursday, May 20  
Education & Training Committee Meeting  
8:30 a.m., Trident Technical College

Wednesday, May 29  
Waste Management Program Kickoff Luncheon  
Noon, Charleston Metro Chamber

### **JUNE: LMC WASTE MANAGEMENT MONTH**

Thursday, June 17  
Education & Training Committee Meeting  
8:30 a.m., Charleston Metro Chamber

Tuesday, June 29  
Manufacturers Roundtable Lunch Meeting  
Noon, North Towne Grill & Seafood

## MEMBER APPRECIATION RECEPTION

### *Legislative Gathering &*

HOSTED IN PARTNERSHIP WITH THE  
S.C. MANUFACTURERS ALLIANCE.

*Thursday, April 29, 2004*

*5:00 - 7:00 p.m.*

*at*

*Woodlands*  
RESORT & INN

*RSVP by April 23 to 843-805-3010 or jrobson@charlestonchamber.org.*

The Lowcountry Manufacturers Council is a local nonprofit organization, comprised of and representing the needs of the greater Charleston manufacturing community, as well as members throughout South Carolina. In each issue of *Network News*, we will print announcements about LMC member companies. Advertising opportunities are also available. To include your news, learn more about the LMC, or inquire about advertising, contact Jennifer Robson at (843) 805-3010, email [contactus@lmcsc.org](mailto:contactus@lmcsc.org), or visit the LMC online at [www.lmcsc.org](http://www.lmcsc.org).

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