

Manufacturers Gather for 2nd LMC "Member Appreciation" Golf Event



Players from Metalworx take a break between holes (above). LMC Members enjoying the BBQ dinner, the course, and the First Carolina team celebrates their first place finish (far right, from top to bottom).

More than 100 golfers came out to Wescott Plantation Golf Club for the second year in a row to participate in the LMC's golf event, which is offered to the membership in order to say "thank you" for their support and commitment to the needs and interests of manufacturers in the Lowcountry and across the state.

Golfers enjoyed a wonderful day on the course and an opportunity for networking and socializing. Special to this year's event were free event golf shirts for all players, as well as two opportunities to win a cash prize. Thanks to the support of First Carolina Insurance Associates, members could putt for a chance to win

\$5,000 on the putting green prior to the start of play, and they had one chance to win if they got a hole-in-one on an Oak Forest course par three. Unfortunately, no one went home that much richer at this year's event.

Following 18 holes of golf, Captain's Choice style, players returned to the clubhouse for plenty of drinks, BBQ and the chance to win many prizes and take home plenty of giveaways.

An initiative of the LMC Member Benefit Programs Committee (*see box below*), the event is made possible by the support of the Member Benefit Program partners (*see page two*). Their generous support allowed LMC members to enjoy the entire event at no cost.

Thank you to our event sponsors:



Committee Name Changes Reflect Efforts to Better Serve Manufacturers

The **Workforce Development Committee** is the new name for the group previously known as the Education & Training Committee. Under the leadership of committee chairman Terry Shrum of the Robert Bosch Corp., the committee remains focused on addressing local industry's need for more skilled employees and a better workforce in the region. Committee members felt that "Workforce Development" better conveyed their desire to not only establish new training programs, but to also work closely with the school systems and local businesses to better prepare the region's youth for employment in the manufacturing sector.

The committee which oversees all cost-savings partnerships, as well as public awareness initiatives, will now be known as the **Member Benefit Programs Committee**. Formerly known as the Affinity Committee, the group felt that the committee name was not clearly understood, nor did it adequately reflect the beneficial programs they offer. Learn more about the Member Benefit Programs on page two.

To get more involved in either of these two established LMC committees, or to participate in the newly formed Marketing/Membership Committee and Events Committee, please contact Jennifer DeWitt at 843-805-3010 or jdewitt@charlestonchamber.org.

Member Benefit Programs

Special savings and benefits are offered to LMC members by the following program partners:

Health Insurance Plan

The LMC is very proud of its health insurance program for manufacturers, which has realized more than \$2 million in group savings. The program, spearheaded in 1999 by the LMC for manufacturers in the lowcountry region of South Carolina, was expanded

to make health insurance coverage available for manufacturers statewide who are members of the LMC. The program currently provides coverage to over 4,000 employees in South Carolina.



Programs are offered through Gibson & Associates - www.gibsonandassociatessc.com. For more information, contact David Gibson at (800) 733-3391, Ext. 209.



A Proactive Workers' Compensation Plan

First Carolina Insurance Associates, Inc. understands manufacturing, the issues and risks that threaten day-to-day operations, as well as the long-term health of the company. Using our unique Risk Reduction System, our clients reduce their total cost of risk, make their account more attractive to the insurance marketplace and increase their profits. We provide risk management solutions for employee safety and claims management as well as other services including, but not limited to: **Disaster Preparedness & Recovery Planning, Claims Review, Safety Committee Support, Products Liability Control, Business Income Evaluation, Insurance to Value Audits.**



Contact Larry McKeenan at First Carolina at 843.569.1888 or lmckeenan@firstcarolinains.com to find out more about this exclusive risk management and insurance system. Visit them online at www.firstcarolinains.com.

Ancillary Group Products



The NoelTaylor Agency specializes in Ancillary Group Products, such as supplemental insurance programs. Agency representatives will be contacting LMC members in the near future in order to explain what they are offering local manufacturers and their employees. The many and varied programs that they provide are designed to enhance a company's existing benefit programs at no additional cost. In many instances, companies will save dollars on benefits already being paid for. The NoelTaylor Agency is based in Columbia, SC, and can be reached toll free at 1-800-342-9825. You may also contact Lamar or Sandy Brabham at nta@bellsouthnet.

Corporate Apparel and Promotional Products

Image Network is a family owned manufacturer of textiles for Corporate Custom Apparel, Casual Resort-Wear, and Christian fashion-wear. They also offer Advertising Specialty items to fulfill all your corporate branding needs. The many benefits and savings to LMC Members include: Corporate Branding (Embroidered apparel, Screen-printed apparel, Imprinted promotional products); Employee recognition (Awards, Incentives); Holiday items (Customer appreciation gifts, Employee Gifts, Custom imprinted stationary); Graphic Designers on staff



For a complete detailed list of products and services available to LMC Members, call their office and ask for the Dedicated LMC Account Manager at 843.554.3840 or LMCAffinity@imagenetwork.biz. Visit them online at www.imagenetwork.biz.

Shipping Services



UniShippers partners with carriers such as DHL, Southeastern Freight Lines, Roadway and Yellow to handle customer's shipments. Unishippers offers customized shipping solutions based on individual business needs. Last year they saved their customers over 20% on more than 12 million shipments. They offer process guidance for developing a profit center from shipping revenue.

Please directly contact Deborah Mahanay, 904-631-5312 or Janice Aultman, 904-349-1346 for your free business and transportation analysis today. Visit them online at www.unishippers.com

Member Benefit Programs are established and managed by the LMC Member Benefits Committee (formerly the Affinity Committee). If you are interested in being involved with the committee, the selection of program partners, or the creation of other informative or educational programs, please contact the committee chair, Mike Leatherwood at 843-744-4500, Ext. 201 or mikelwood@leatherwoodmfg.com.

Meet the Newest LMC Members

CHP

Carolina Heating Products, Inc. is a designer and manufacturer of electric resistance heating elements and a distributor of various hardware and controls for the heating, air conditioning, appliance, and kiln industries. CHP is working constantly to stay on the leading edge of technology, and to offer improvements in cost- and energy-efficiency, as well as invention of new products.

The facility is located at 1135 Bowman Rd. #522A, Mt. Pleasant, SC 29464. To learn more, contact Rick Farrell at 843-849-1843 or info@carolinaheatingproducts.com. Visit them online at www.carolinaheatingproducts.com.

*DRIWOOD

Driwood Moulding Company offers ornamental mouldings and architectural millwork. Precision processes used in the manufacturing of Driwood Period Mouldings enable them to replicate the intricate hand-carved work of the original woodcrafters and actually enhance the beauty achieved from age-old styles of authentic woodwork, and they are affordably priced.

For more information, contact Randell Gelzer at P.O. Box 1729, Florence, South Carolina 29503, (843) 669-2478 / (843) 662-0541 or sales@driwood.com.



technology and research to counter impro-

Force Protection, Inc. is the world's leading manufacturer of ballistic- and blast-protected vehicles, which have been used to support armed forces and security personnel in Iraq, Afghanistan, Kosovo and other hot spots around the globe. Force Protection also has become the nation's leading center for blast protection vised explosive devices (IEDs).

Built for a variety of missions and designed for rapid adaptation, Force Protection's specialty vehicles provide the solution for a 360-degree battlefield where the "front line" is on all sides. From the soldier on the ground to government and military leaders in Washington, the message is clear: Force Protection offers a proven, tested solution to the problem of IEDs, land mines, roadside bombs, and hostile fire.

They are located at 9801 Hwy 78 in Ladson, SC. Contact them at 843-740-7015 or online at www.forceprotection.net.

*HBD/Thermoid Industries

HBD / Thermoid® delivers top-quality automotive and industrial hose, industrial and aviation ducting, power transmission belts, coated fabrics, conveyor belting, rubber bands, and covered rolls to thousands of industries across the world. Since 1903, they've helped manufacturers, distributors, retailers and end users overcome challenging operating obstacles through their innovative and durable solutions. Visit them online at www.hdbthermoid.com.



ing handles both

McKinley Crating has been serving the Low Country and the Midlands of South Carolina since the 1980s. Crating and packaging services have been their core competency. Under current ownership, they have also been able to provide customers with an array of value added services.

Through the commercial crating division, they have the capabilities to handle projects of almost any size. Compliant with all international wood requirements, McKinley Crating handles both domestic and international packaging.

Their facility is located at 7370-B East Spartan Blvd. in North Charleston, SC. For more information contact Bruce Wissinger at (843) 207-7044 or bwissinger@mckinleycrating.com. Visit them online at www.mckinleycrating.com.



Preferred Sourcing has grown quickly to become a leader in the third party quality inspection industry. Using the latest digital and web-based technology, Preferred Sourcing delivers professional services to the automotive industry, including part quality inspection, sorting, containment, sequencing, quality assurance training, quality engineering and supplier quality development.

The firm's local plant is located at 3 Corporate Parkway in Goose Creek, SC, where they offer modular, value added assembly and rework of automotive components, and manipulating and re-fabricating components in rework areas. For more information about Preferred Sourcing, contact Paul Montaturro at (843) 696-5593 or visit them online at www.preferredsourcing.com.



T&B Tube is a source for cut-to-length mechanical tubing. They strive to meet or exceed their customer's needs by being the most flexible and reliable tube provider. They service a wide range of industries including furniture, housewares, lawn & garden, automotive and tube fabricators.

The parent office is located in South Holland, Illinois, and the southern facility is located at 7350 E Spartan Blvd. North Charleston, SC 29418. To learn more contact Jack Jones or John Glasgow at 843.767.9965, or visit online at www.tbtube.com.

All new LMC members will be profiled in the LMC newsletter. Do you know a manufacturer who would like to be featured in the next issue? Contact Jennifer DeWitt at jdewitt@charlestonchamber.org or 843-805-3010 with membership referrals.

*Denotes Associate Member.



P.O. Box 975
Charleston, SC 29402-0975
www.lmcsc.org

Serving Manufacturers in the Lowcountry and throughout South Carolina

LMC Calendar of Events

Advanced registration is recommended for all events.

To sign up to attend an event, please email Jennifer DeWitt at jdewitt@charlestonchamber.org, or by phone at 843-805-3010.

"Best Practice" Plant Tour: OSHA Success Story

Date: Wednesday, May 24, 2006; 8:30 - 10:00 a.m.

Location: Multiplastics/Curd Enterprises Plant Tour · 476 Long Point Rd. · Mount Pleasant

Cost: FREE

Format: Company introduction and explanation of "Best Practice" followed by plant tour. *Find out how Curd Enterprises was recognized by OSHA's S.C. Department of Labor, Licensing and Regulation (LLR) for their achievement in the area of safety management programs. They became an OSHA Safety and Health Achievement Recognition Program (SHARP) site in February, 2005, following months of working with LLR representatives.*

Cultural Change Management in a Manufacturing Environment - Presented by representatives from Robert Bosch Corporation

Date: Wednesday, June 7, 2006; 1:30 - 3:00 p.m.

Time: 1:30 - 3:00 p.m.

Location: Robert Bosch Corporation, 8101 Dorchester Road, Charleston, SC

Cost: Free

Format: Brief tour of the facility followed by a presentation and Q&A session. *The only consistent thing in manufacturing is change. Find out how Robert Bosch Corporation is managing change and embracing it to improve their corporate culture, management structure and manufacturing operations. The discussion will provide insight into the methods that Bosch has utilized to continue their "Leadership Cultural transformation into Lean Manufacturing."*

Disaster Preparedness Seminar hosted by First Carolina Insurance Associates

Date: Thursday, June 15, 2006; 7:30 - 8:00 a.m. Breakfast, 8:00 - 9:00 a.m. Program

Location: Harbour Club - Downtown Charleston

Cost: FREE

Format: Continental breakfast followed by presentation and Q&A.

Contact Meredith Adams at 843.569.1888 or madams@firstcarolinains.com to register or for more information.

Viable Vision - Transforming Total Sales into Net Profits - Presented by Gerald I. Kendall, Author and Speaker

This presentation is for anyone responsible for increasing the profitability of their business. Gerry Kendall combines the Theory of Constraints with real life examples of its power to transform complex problems into clear, commonsense executables that will increase the profitability of your business. All attendees will receive a free copy of Mr. Kendall's book, "Viable Vision."

Date: Thursday, June 22, 2006

Time: 7:30 a.m. - Registration and Breakfast; 8:30 a.m. - 10:30 a.m. - Presentation followed by Q&A

Location: Sheraton North Charleston · 4770 Goer Drive · North Charleston SC · (843) 747-1900

Cost: **FREE for LMC members**; \$45 for non-LMC members payable in advance or at the door by cash, check or credit card. *Advanced registration is required as space is limited.*

Format: Hot breakfast provided followed by speaker's presentation and Q&A.

Learn more by visiting www.tocinternational.com.