

"Make sure there is a good balance between rewarding and recognizing both current performance and improvements. People who do well today but aren't improving won't help your team or organization to get better. Anyone who's not continually improving will become a liability."
-- Jim Clemmer

APPRECIATION A special thanks to Roanoke Trade Services for their generous contribution towards presenting CWIT's membership application to OWIT in Calgary, Canada.

Check It Out



The **Organization of Women in International Trade (OWIT)** is a nonprofit professional organization designed to promote women doing business in international trade by providing networking and educational opportunities. Our members include women and men doing business in all facets of international trade.

Web address: <http://owit.org>

FIELD TRIP to Nucor Steel plant tour is scheduled for October 14.

CWIT Officers

Chairman

Jacqueline Adamson
Roanoke Trade Services

Vice-Chair

Ann Watts
US Dept of Commerce/
Export Assistance Center

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Lynn Anne Christensen,
Morgan Stanley

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Pam Everitt, SCSPA

Communications

Dagny Dogger, Argents

Arrangements

Elaine Chandler, Hipage

Membership

Chris Johnson, Bosch

Publications

Jacky Sassard, SCSPA

Historian

Honey Exline, C-Truck

WELCOME Donnie Barnes of BMW as she present an overview of Foreign Trade Zones at September's meeting.

CONTACT For more information about CWIT, email Dagny Dogger at ddogger@argents.com or visit CWIT's website at: <http://www.scspa.com/cwit/cwit.asp>

Click the calendar to view upcoming events:



A Note from Our President

Considered an investment in CWIT's future and following considerable discussion, our Board-of-Directors voted to apply for membership to the Organization of Women in International Trade (OWIT). The board concluded that being a part of OWIT as a local chapter will increase our own credibility, provide access to many more renowned speakers in international fields, and create more networking opportunities with other OWIT members. To achieve membership, OWIT requires a representative from the organization to present the application for membership in person. Through the efforts of the CWIT and Roanoke Trade Services, Inc., I will present CWIT for membership at the annual OWIT conference in Calgary, Alberta, Canada on September 10, 2003. I have also been asked to serve on a panel at the OWIT conference and to give a presentation entitled "Mitigating Risk in Today's Global Environment." Since expressing an interest in membership, OWIT has inquired about CWIT hosting the OWIT international conference in 2004; we will begin discussions about this following my return. In my absence, Vice Chair Ann Watts, of the US Dept of Commerce/ Export Assistance Center, will preside at CWIT's September meeting.

Gaining an Advantage

Steve Ward, Managing partner of Global Connections, gave a thought provoking presentation on "Using Supply Chain Management to Create a Competitive Advantage" at CWIT's monthly meeting held at the Radisson Hotel on June 10, 2003.

Mr. Ward defined supply chain management as "The linking of the firms in a company's supply chain thru business process change enabled by technology for the purpose of synchronizing supply and demand while enhancing customer satisfaction." The results for a company that develops a core competency in supply chain management are a stronger balance sheet, shorter cash to cash cycle times, better fixed asset utilization and increased profitability.

Mr. Ward further explained that one key to improved supply chain management is better demand forecasting. Rather than each functional discipline (marketing, sales, manufacturing, purchasing) all developing their own demand forecast, produce only one forecast and, to the extent possible, source the demand data from the final customer. This requires more collaboration with customers in terms of sharing data.

Finally, Mr. Ward stressed an organization wanting to design and implement a new supply chain strategy must think in terms of process change, organizational structure and lastly technology.

Email Mr. Ward at: s_nward@msn.com

Featured Member



Pamela Zaresk

Interim Area Port Director, Charleston, South Carolina

Background:

Ms. Pamela Zaresk serves as Port Director of the Bureau of Customs

and Border Protection (formerly the U.S. Customs Service). In her current capacity she is responsible for all operations in the lowcountry involving the inspectional functions of the Customs Service, Border Patrol, INS and USDA's APHIS sections. This is in addition to commercial cargo, military cargo and international passenger operations involving all imported and exported personnel and cargo.

Recent Accomplishments: Successfully lead the Bureau of Customs and Border Protection through the initial stages of merging three federal entities from three different Departments into one unified work force under a whole new entity - the Bureau of Customs and Border Protection.

Affiliations: A member of the East Side Community Development Corporation; Propeller Club, and Charleston Women in International Trade.

Web address: <http://cbp.gov>

