The Fourth Annual Procurement Conference: Purchasing with an International Flavor
Purchasing with an international flavor will be the attraction this year at the fourth annual Procurement Conference in Dayton, Ohio, Oct. 7 and 8. Co-sponsored by the Dayton association of Purchasing Agents and the University of Dayton, the two day program at the Patterson Memorial Center will bring together a conference "regular" and another well-known figure in the field both of whom have been sampling the international phase of procurement.

Dr. Howard Lewis, who has directed the conferences each of the past three, will be back again, this time being joined by Stuart F. Heinritz, retired editor of *Purchasing*. Mr. Heinritz, currently spending several months in consulting with Japanese industry and in conducting a series of purchasing seminars in Japan under the auspices of the U.S. International Cooperation Administration (ICA) and the Japanese Productivity Center.

Mr. Heinritz will address the conference on "The Universal Language of Purchasing." He will develop, according to current plans, the basic principles underlying effective procurement and the means of advancing purchasing sciences. He will base his comments on first-hand observation of buying practices in Europe and the Orient as well as in American industry.

Dr. Lewis has spent the past several months skipping all over the globe conducting seminars, workshops, and special courses for professional organizations, universities and other groups. His travels since April, 1959, have taken him to Oxford, Paris, Milan, Leige, and Heidelberg, as well as Nova Scotia and many parts of the United States.

Together, Dr. Lewis and Mr. Heinritz should provide one of the most complete pictures available on today's purchasing scene.
Also on the fourth annual program will be a session which should provide much food for thought for top management. This will deal with "Procurement Methods Economics Through Electronic Data Processing Techniques."

The conference is fortunate in that the co-sponsoring University of Dayton has one of the most complete electronic computer facilities available anywhere and the man in charge of the Business Methods Automation section of the operation will be on the program to discuss this important topic. John R. Nolting will be the speaker.

Other topics: "Tools for Value Analysis"; "Effecting Savings Through an Organized Approach to Source Selection"; "Are You a Buyer or a Materials Manager?"; "Cost-Saving Buying Suggestions for Small Companies"; and others.

Another familiar face to those who have attended recent sessions of the conference belongs to Ted Thompson, chairman of the professional development committee in the Dayton association, chairman for professional development for the N.A.P.A.'s sixth district and immediate past vice president of the sixth district. Ted, who along with D.A.R.A. president Clarence Johnson, has done much toward coordinating this program between the professional group and the University, will lead a brainstorming session on cost reduction ideas.

With its special appeal to top management and its international flavor this year, the conference should bring even more purchasing personnel to Dayton in October than in past years. The meeting place—Patterson Memorial Center—is a pleasant old homestead near the University campus. It is most conducive to serious thought and work. And those two elements will combine in making this a successful program.

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