



CHARLES PARIS, Purchasing Supervisor (seated), surrounded by his Stenographers, **HELEN McMAHAN** (left) and **ANN KITTS** (right), and Buyers, **AL COWAN** (left) and **STEVE TALMADGE**.

The Plant "Tightwads"

Our Purchasing Department is a thrift-conscious group which spends only about \$2.2 million a year. Of course, \$2.2 million isn't pocket change, but since they spend the money for maintenance and supplies, they could be paying a lot more. (The \$2.2 million figure does not include purchases of raw materials or new equipment for the plant.)

Purchasing Departments at Du Pont plants work constantly to hold down expenditures for supplies and services and to make certain the company gets the best value for its money. Charles Paris, Purchasing Supervisor, explains why at the Brevard plant, spending money isn't an easy task:

"We place some 900 to a thousand purchase orders a month," he says, "and more than half of these purchases are made on a competitive basis. Most of the remaining orders are for proprietary items, such as spare parts, where the number of suppliers is very limited."

The job of finding the best prices is made tougher by the nature

of our major product—x-ray film. For example, packaging materials must be free of all contamination to avoid inducing defects into the film, and much of the process equipment must have a special finish.

Despite the restrictions, Paris and his buyers, Al Cowan and recent addition Steve Talmadge, find ways and means of holding down expenditures. For example, they keep a sharp eye on vendors' cash discounts and shipping rates; even a slight difference in these items can amount to substantial savings because of the plants large-volume orders. At times, they have gone looking for suppliers close to the plant, rather than letting the salesmen come to them.

"We like to keep our business in North Carolina, whenever we can," Charlie explains, "and vendors close to the plant may often give us a better price and much better service."

The Purchasing Department maintains a library of catalogues for supplies and materials. Whenever a

new item is ordered, they search the catalogues, call vendors, and compare prices. Often, substantial savings result.

Lower prices are obtained by buying in bulk and ordering by full standard packages. These savings are often as much as five to ten per cent. Our Purchasing Department takes advantage of the lower prices that occur at certain times of the year. Much of the fuel oil for the power plant, for instance, is purchased in the summer. Sometimes, their vantage point allows them to spot cost-cutting methods that involve manufacturing operations.

These and other methods used by Du Pont's Purchasing Departments help keep the lid on the company's total procurement costs. Such cost-consciousness, of course, is a virtue any time, and it is the responsibility of all employees, but the men who buy for the plants play a unique role in helping improve the company's financial outlook.

ADVANCED TRAINING for Fire Brigade

Members of the Brevard Du Pont plant Fire Brigade attended a four evening practical training course at the Brevard Fire Department training grounds. This course was presented by the Asheville-Buncombe Technical

Institute for the Western North Carolina Fireman's Association. The Brigade members joined with firemen from many locations in learning and practicing fire-fighting techniques.



Firemen battling the scorching heat of the gasoline-fed "flange-fire" at the Brevard Fire Department Training Grounds.

MERRY CHRISTMAS

FOTOFAX

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