



BREVARD PLANT



FOTOFAX



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Cost Reduction Benefits All

As the one in control of how you spend your income, you wouldn't wait until you run out of money before you start economizing. That would be too late. Instead, you examine carefully what you pay out, especially for expensive items, on a continuous basis. In business, this is called "cost reduction".

Cost reduction to our Purchasing Section is an everyday effort. Each Buyer has been trained to develop and maintain a good cost reduction attitude. This has resulted in a steadily improving cost reduction program.



Steve Talmadge — Plant Buyer

Steve Talmadge, one of our plant Buyers, contributes directly to that effort. He persistently seeks alternate lower cost materials, optimum contract and service agreements with local vendors, combined freight shipments, and lowest fabrication costs through competitive bids. Steve states, through the cooperative efforts of others and a conscientious cost reduction attitude, he has saved 50 to 60 thousand dollars during the past year.

Here's a breakdown:

ITEM	SAVINGS
• Substitute Materials (gloves, paint brushes, etc.)	\$ 5,000
• Negotiated Prices (Janitor Supplies, Cardboard, bags)	25,000
• Contract Agreements (Alcohol, Filters, Storage)	10,000
• Freight Deliveries (Combined Shipments)	2,000
• Service Contracts (Typewriters, Calculators, Fork Trucks)	6,000
• Fabrications (Pallets, Machine Parts, etc.)	5,000
Total Savings/year	\$53,000

Steve strongly believes cost reduction is the responsibility of each employee and each dollar saved is a direct investment in his job security, his future, and consequently, the future of the Brevard Plant. He feels if all employees would relate cost reduction to their daily activities, as he has been taught to do, our total Plant effort would be greatly enhanced.

What part can you play? . . . Take a look at wasted time and materials . . . Give your supervision your ideas.

DUCO Has Good Year



Achieving a Sale.

DUCO, the Du Pont sponsored Junior Achievement Co., visited the Plant in March and went away with a double reward. They had an opportunity to see big business in operation and they had a chance to sell their product (a phone caddy) to several appreciative customers.

The DUCO Co. was very successful this year. Return on stockholders investment was 71.5% gross. Of this 10% went to stockholders. The remainder went to donations to the Brevard Rescue Squad, a college scholarship fund in memory of Ben Brewer, and annual report expenses.

Visitors are Coming

Visitors are beginning to take advantage of the Spring-like weather for traveling to WNC to see our modern x-ray film plant as well as its beautiful setting with picturesque mountains, waterfalls, and forests. We are proud of our operation, our location, and most important of the people who work hour-by-hour to keep a high quality product flowing to many of these same visitors.

(See pg. 4 for Visitor Photos)

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