

# PROFESSIONAL DEVELOPMENT CLINIC



A MANAGEMENT APPROACH TO  
SELECTED PROCUREMENT PROBLEMS  
OFFERED BY  
THE  
PURCHASING AGENTS' ASSOCIATION  
OF LOS ANGELES

Six Sessions  
Each Tuesday Evening  
Beginning January 19, 1960

UNION OIL CENTER  
460 So. Boylston  
Los Angeles

# WHAT IS YOUR PROFESSIONAL IQ?

Outstanding Lecturers Will Help You Determine—Do You Have a Management Approach to

## YOUR JOB?



DR. HAROLD KOONTZ  
Professor of Business Policy  
University of California



## PROFESSIONAL DEVELOPMENT CLINIC

## INVENTORY?



ROBERT J. BARRY  
President  
Barry & Company

## DATA PROCESSING? (For Large and Small Departments)

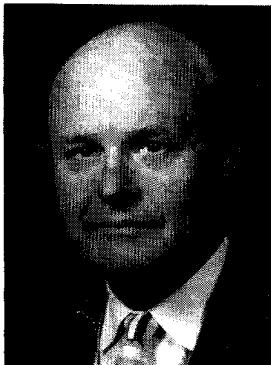


H. WARREN WHITE  
Manager  
Data Processing Planning  
Lockheed Aircraft, Inc.



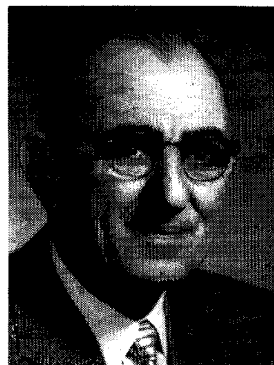
JOE A. PODOVANI  
Procurement Research Specialist  
Columbia Geneva Steel Co.

## VALUE ANALYSIS?



L. H. MILES  
Manager, Value Analysis  
General Electric Co.

## PROFIT IMPROVEMENT?



GEORGE ALJIAN  
Vice President  
C & H Sugar Refining Corp.

## EXECUTIVE DEVELOPMENT?



W. T. REYNOLDS  
Director of Purchases  
Metropolitan Transit Authority

The above nationally recognized authorities will make a real contribution to the development of more profit in your procurement and greater efficiency from space age management tools.

## PLAN TO ATTEND THIS OUTSTANDING SERIES

Invite engineers, manufacturing and quality control people and others in your organization who will benefit from a better working knowledge of purchasing management principles.

Fill out the registration blank—return it with check—TODAY



ARTHUR G. PEARSON  
Chairman  
Professional Development  
P.A. Assoc. of L.A.

**PROFESSIONAL  
DEVELOPMENT  
CLINIC**

*A Management Approach to  
Selected Procurement Problems*

A Certificate Series  
Offered by

The Professional Development Committee of  
The Purchasing Agents' Association  
of Los Angeles



C. S. PERKINS  
President  
Purchasing Agents'  
Association of Los Angeles

**TIME:** Each Tuesday from 7:00 to 9:15 beginning on Tuesday, January 19, 1960 and continuing for SIX evenings. Closing session is February 23, 1960.

**PLACE:** Union Oil Center Auditorium — 460 Boylston Street, Los Angeles.

**COST:** \$15.00 per person includes all necessary supplies (Parking is free to registrants)

**OPEN TO:** Purchasing Management people and to any who feel that a better knowledge of Professional Purchasing Technique will be to their interest and to their company's profit.

**REGISTRATION:** Advance registration with check is required. Use the blank below. (Call the Association Office at MAdison 3-1149 for additional blanks or for more information)

**PARKING:** Plenty of free parking is available to registrants inside the new Union Center Garage.

**PROFESSIONAL  
DEVELOPMENT  
CLINIC**

**A MANAGEMENT APPROACH  
TO SELECTED PROCUREMENT  
PROBLEMS**

REGISTRATION      \$15.00 PER PERSON

Name.....

Position.....

**PLEASE PRINT**

Company..... TYPE OF BUSINESS.....

Address..... PHONE NO. ....

ALSO please enroll the following from my company:

Name..... Position.....

Name..... Position.....

Name..... Position.....

Check in amount of..... is attached. (\$15 per person fee covers all costs including parking)

Make check payable to and mail to Purchasing Agents' Association of Los Angeles, 412 West 6th Street (Room 1122) Los Angeles 14, Calif.

(over)

# THE UNION OIL CENTER IS EASY TO REACH

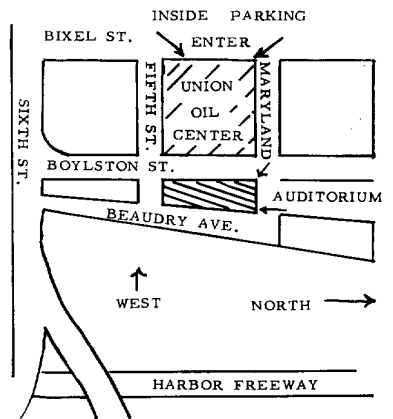


UNION OIL CENTER  
460 South Boylston St.  
Los Angeles

Union Oil Center is located on the west side of the Harbor Freeway, south of the Los Angeles Interchange.

If you're coming from the Interchange, turn off on Beaudry. If you are driving north on the freeway, take the Third Street turnoff.

The parking entrance is on Bixel between Fifth and Maryland Streets.



FREE INSIDE PARKING  
From 6:30 to 10:00 PM  
For Registrants only

AFTER YOU ARRIVE — watch for the signs which will direct you to the auditorium

PURCHASING AGENTS' ASSOCIATION OF LOS ANGELES

412 W. 6th Street • Los Angeles 14

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