

### Business Review Features Article by Vandeneynde

Gene Vandeneynde, manager of R. L. Elstrom company, is author of a two-page article in the September edition of Oregon Business Review on the subject "Small Retail Stores Helped by Buying Offices."

Buying offices are a type of pool-buying. Says Vandeneynde: "Buying offices properly set up can perform the same services to a group of smaller retailers as the central buying office gives to the large chain store, and, at the same time, render service to the manufacturers with whom they deal."

"Good buying offices can assist manufacturers in the improvement of their lines, with suggestions on finishes, better construction, and features which will tend to make the merchandise a better value at little or no extra cost in manufacture and a much better value than the average dealer can buy individually."

"Buying offices are constantly in touch with manufacturers of all types—they are in a position to keep stores advised concerning new merchandise and on the future plans of manufacturers. They are able to determine if the manufacturer has the necessary equipment for the production of the merchandise he offers, what his past record of experience is, whether his financial condition is such that he is in a position to buy raw materials in the right quantities. Buying offices are kept constantly informed on new ideas and new sources of supply; they are always in touch with factories and understand production problems. This latter is important because many factories fail to deliver because of shortages of raw materials, installation of new machinery, or failure of subcontractors to fulfill their agreements. Buying offices can aid stores by making available definite delivery information upon which they can depend. They can advise in the selection of specification items that many individual stores cannot obtain."

Some manufacturers will take orders far in excess of their ability to produce, some attempt to go into types of merchandise in which they had no previous experience; information on such matters is readily available from the buying office to the members of the buying group."

The article further discusses the four types of buying offices, namely, the associated buying office, the independent, the store's own buying office, and the commission agency.

Advantages under proper operation and cooperation between store and buying office are discussed.

Small glass jars with screw-on tops make excellent containers for bolts, nails or similar items in the home workshop.

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