

**1** Murray Detlor, assistant to the Purchasing Agent, interviews all incoming salesmen and company representatives, uncovering new products which may be useful to D-H.

## Purchasing and Subcontract

# Gearing Procurement to Rapid

By R. A. Carlton

**P**ROCUREMENT at de Havilland Canada is geared not only to provide a smooth flow of the materials and parts currently required, but to speed the study and introduction of new products and methods. It is significant in this respect that over some six years of Beaver production more than 1,000 modifications have already been introduced.

### Proprietary Parts

Indicative of this constant influx of new ideas is the steady flow of technical and sales representatives to the doors of the new plant. The incoming salesman is shown to the office of the purchasing agent, Robert Imrie, or that of his assistant, Murray Detlor. Here his products and their possible applications at de Havilland are dis-

cussed. After consulting the buyer responsible for this particular field, and possibly contacting Prof. Loudon, DH's Product Engineer, samples may be requested for further study. In addition, Prof. Loudon searches the manufacturers' brochures and aviation periodicals for new ideas and products.

The sample products are tested by Design Engineering, and their potential usefulness is reviewed. If the part or material can be incorporated to advantage, the necessary drawings are then forwarded to Production Engineering, who break them down and make out the process cards, issuing bills of material and purchase requisitions. Procurement is then in the hands of the Purchasing Department, who complete the necessary arrangements.

### Subcontracting

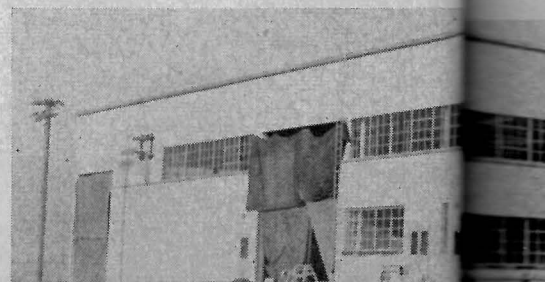
From the drawing boards of de Havilland's design engineers come



ROBERT IMRIE  
D-H Purchasing Agent.



W. D. HUNTER  
Director of Engineering.





**2** Professor T. Loudon, Product Engineer, interviews salesmen and searches the periodicals for new ideas and products.



**3** Engineering Department undertakes the study of new products and production techniques for application at D-H.

tract Procedures at de Havilland:

## d Technical Advances

buyer specifications for a wide variety of particular fabricated parts. While some of these will eventually be built in Prof. DH's own well-equipped machine shops, many can be more economically Prof. fabricated by specialists or smaller factories. This process of subcontracting begins in the Production Engineering Department, where the best and most economical method of producing each part is determined. The decision as to whether or not a part should be built outside DH rests with a planning group who consider the production skills and economics involved.

### Quality Control

Rigid control of quality begins in the earliest stages of procurement. Qualified de Havilland technicians visit prospective subcontractors to report on size and facilities of shops, type and quality of machinery, and production procedures. If a contract is issued, the materials needed for fabrication will be supplied by de

Havilland, ensuring a uniformly high standard. With each shipment the subcontractor issues a statement certifying that the parts have been made from the materials supplied. Later, in the vast receiving bay at DH's new plant, all incoming orders are segregated until they have been carefully inspected and compared with the original drawings from which they were made.

This same degree of care is maintained in the inspection of raw materials and bought out parts.

The story behind the purchase of any item or material reveals a procurement pattern designed to introduce as rapidly as possible the latest advances in aviation engineering and production.

**6** Parts are stored until required on the production line. This new warehouse is part of expansion necessitated by Grumman project.



**4** George Burlison, Subcontracts Manager, arranges for the purchase and delivery of all parts made outside the factory to a de Havilland drawing.

**5** RIGID QUALITY CONTROL ensures uniformly high standard.

