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## Partner from South Africa visits U. S.

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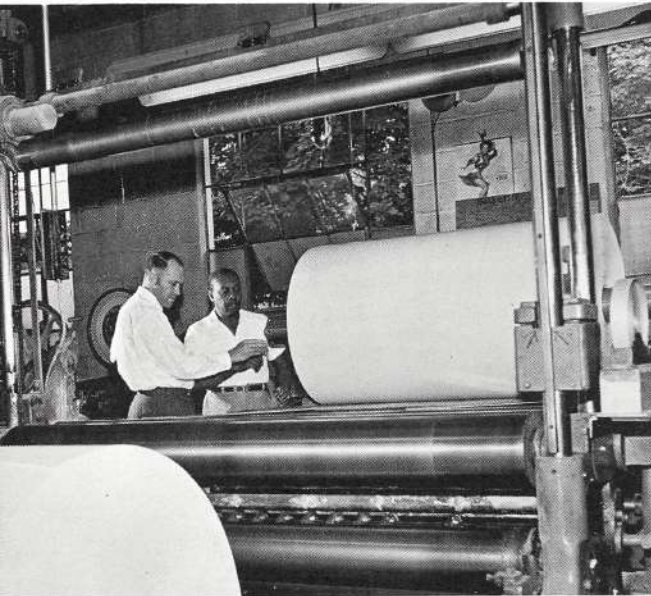
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# PARTNER FROM SOUTH AFRICA VISITS U. S.



1.

THE AMERICAN TAG COMPANY in Belleville, New Jersey, manufactures shipping tags, merchandise tags, labels, specialized forms and paperwork systems for national distribution . . . and in addition to all of these, they also served recently as a training ground for our partner from Johannesburg.

When his office was ready to initiate a formal management services program, Brian Crawford Harrison came to the United States to observe our management services operations, particularly those in inventory control. He studied various techniques and procedures for almost seven months, including the selection and training of personnel, the development of management services work, and the carrying out of specific engagements.

Mr. Harrison helped the American Tag Company (client of the New York office), install a Profitability Accounting system. Because of the comprehensive nature of this system and the number of functions affected by it, he felt this was an excellent opportunity for a bird's eye view of an American company's operations. The photographs on these pages show him as he learned how an engagement is conducted.

Most of Mr. Harrison's time was spent in New York, Detroit, Rochester and Montreal. He did, however, make a short tour of the Western states and also spent a few days in our Chicago and Milwaukee offices.



2.



3.



*Brian Harrison*

**1.** Slitting machine cuts large rolls of paper into narrow strips. Mr. Harrison is inquiring about the slitting operation to determine what costs are incurred and what would constitute a good measure of this cost.

**2.** Brian Harrison and Nicholas Kunycky as they tour the American Tag Company in Belleville, New Jersey.

**3.** Brian Harrison confers with Nicholas Kunycky of our New York Office, who supervised the engagement.

**4.** Composition lockup—here type that will appear on the tags is prepared.

**5.** Knowledge of the extent of the product lines is necessary to the work. Controller William Miller is giving some indication of the different types of products made by American Tag.

*Johannesburg's Brian Harrison  
Studies Management Services Here*

