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# Meetings and seminars: Management services in Mexico City, Personnel Selection Seminar, Long Range Planning-Marketing Seminar

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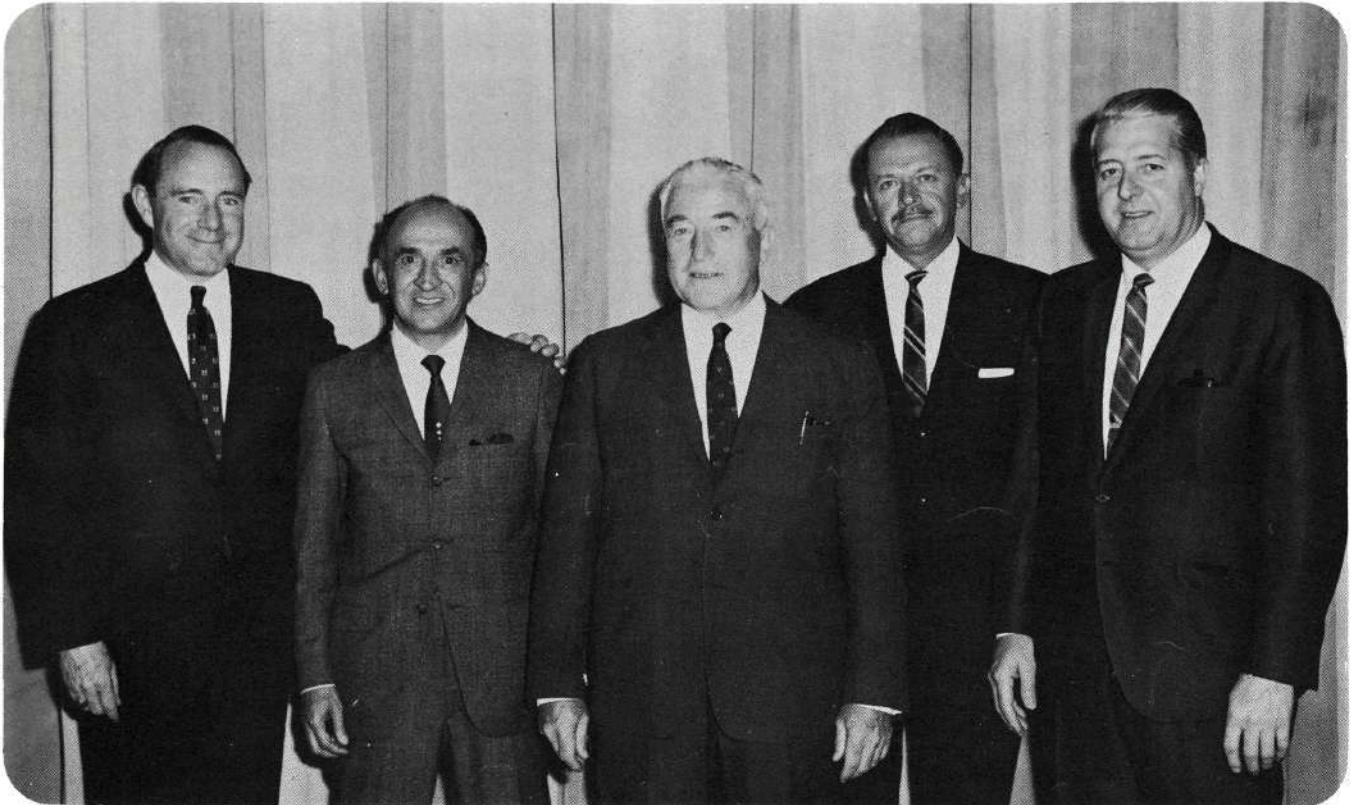
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# Management Services in Mexico City



*CRANE*

*GALAZ*

*WILSON*

*CARSTENS*

*JENNINGS*

A new association to provide more extensive services to management was inaugurated at a meeting in Mexico City when partners and staff men from TRB&S in the United States began working with the management services group of our member firm on a continuing basis. Among those present to introduce this new joint arrangement were Antonio Galaz, managing director of the new firm and partner in charge of our Mexico City audit firm; Donald W. Jennings, national director of management services; John A. Wilson, international coordinating partner; Roger Crane, principal in charge of the Advanced Business Systems office; Enrique Carstens, partner in our Mexico City firm; and James Lawrence and William James, our first "men on the spot" in Mexico City.

**A special feature on the activities of this group will appear in a future edition of the Quarterly.**

# Personnel Selection Seminar



TRB&S partners, consultants and personnel directors attended workshop sessions in Chicago as part of a seminar covering the latest developments in personnel selection. After the seminar Gordon Armbruster, the firm's director of personnel services, held a special meeting with our staff of professional search consultants to discuss problems relative to the growth of this department. Shown above are John S. Tracy, Jr. from San Francisco, Dulany Foster from New York, Dr. Armbruster, Joseph B. Ryan from Los Angeles, Sarason D. Liebler from New York, and John C. W. Schaie from Detroit. The discussions covered our services to clients and included such things as management selection, organization planning, executive development and compensation programs.

# Long Range Planning-Marketing Seminar



CRAIGHEAD, DICKSON  
TRB&S in Detroit

REID

MARLATT

DONAT

KEELER

PINC

BRYAN

At the recent management services training session in Detroit there were a number of speakers from firms other than TRB&S. George Donat, Director of Commercial Development at Parke, Davis & Co., spoke on "Corporate Planning". Albert C. Dickson, Jr., Vice President of National Bank of Detroit, spoke on "The Need for Corporate Financial Planning: A Bankers View". Dr. Bruce Pinc, Director of the Center for Application of Sciences and Technology at Wayne State University, spoke on "The Impact of Technological Change on the Planning Process". John V. Bryan, Director of Marketing and Corporate Development Planning at The Bendix Corporation, spoke on "Corporate Planning". Owen F. Keeler, Management of Product Planning Services at Chrysler Corporation, spoke on "Product Planning". Richard Marlatt, Treasurer of BRAD, Inc., spoke on "Corporate Planning for the Entrepreneur". Paul M. Reid, Executive Director of the Detroit Metropolitan Area Regional Planning Commission, spoke on "Governmental Planning."