

Dobler, Donald W. and David N. Burt; *Purchasing and Supply Management: Text and Cases*, 6th Ed., 2002, Tata McGraw-Hill Publishing Company Ltd., pp. 963, Price Rs. 315/-

The book has been divided into nine parts. Part I deals with the functions of purchasing and supply management and explains the meaning of purchasing and how and why it is being considered a profession. The areas covered are the role of purchasing and supply management business, the objectives and policies of purchasing as well as the operating procedures and computer based systems and organization. Part II of the book is about decisions like what to buy, from whom to buy and what price to pay. The factors to be considered are the quality of the product, detailed specifications, design, material, method of manufacture, performance specifications, brand name, trade name etc.

Part III of the book containing seven chapters about the sources of supply, (domestic as well as international), the cost and the prevailing uncertainties in the market. Part IV is devoted to some special purchases, capital equipment and services. Part V is on post award activities and management of supplier relations and for quality. Planning and controlling major projects are explained by means of GANTT charts, PERT and CPM. The concept of total quality management is also addressed.

The most important part is part VI dealing with materials management which we all know is very critical to productivity and successful working of an enterprise. It includes production planning, inventory management, ware house and stores management and transportation. Part VII is devoted to general management responsibilities. The reader gets to know a great deal about developing and managing the buying plan and the volume and time spread of plans. The author attends to value analysis and value engineering aspects also.

An uniform Sales Act and Foreign corrupt practices Act are also briefly touched upon. The last chapter gives an outline of ethical and professional standards. Part VIII is devoted to the purchases for institutions and governmental organizations. The similarities on the purchasing done by non-profit organizations and government institutions and by industries are spelt out. The last part of the book includes case studies and their analysis.