

Apr 1970

Operations Research Society of South Africa  
Operasionele Navorsingsvereniging van Suid Afrika

---

Posbus ~~3214~~, 3982  
Johannesburg,  
Transvaal,  
SUID AFRIKA.

P.O. Box ~~3214~~ 3982  
Johannesburg,  
Transvaal,  
SOUTH AFRICA.

BULLETIN

INTERNATIONAL EVENTS

The Operational Research Institute of the Universities of Lancaster and Sussex is running (a) a course on Operational Research for Production Management (12 - 14 May), and (b) a conference on Long Term Planning (11 - 14 May).

REMINDER

Please make an effort to complete the membership application forms and either post them or bring them to your local Chapter meeting.

ADVERTISEMENTS

The bulletin will accept advertisements in three categories :


- (a) ORSSA members who are looking or OR job vacancies may advertise.
- (b) Employers may advertise for OR and related personnel.
- (c) Companies selling an OR service may use the Bulletin to reach the specific people in the country who may be interested.

For advertising rates contact the Editor.

---

ADVERTISEMENT

NOTICES



**OPERATIONS  
RESEARCH  
OFFICERS**

Here is an opportunity to apply Operations Research in one of the largest industrial concerns in Southern Africa. The Operations Research Group in our Management Services Department has vacancies for **two** Operations Research Officers. The main qualifications are energy and enthusiasm, but we also require a university degree and at least some familiarity with Operations Research techniques.

For the **first** position we are looking for a man with a working knowledge of mathematical programming and a background preferably in chemical engineering but certainly in one of the fields of science, engineering or applied mathematics.

For the **second** position the man should have

a background in economics and/or accounting and a strong mathematical bent.

For **both** posts practical experience in Operations Research, while not an absolute requirement, would be a strong recommendation — as would be a familiarity with computers.

To the right man we can offer hard work, a good salary, 4 weeks annual leave, an annual bonus, and medical and pension fund benefits.

If you're interested come along and hear about our current and future plans. Contact Jim Buttery at 836-2301, or write to him

c/o AFRICAN EXPLOSIVES AND  
CHEMICAL INDUSTRIES LIMITED  
P.O. Box 1122,  
Johannesburg.

It is still not too late for us to organise a contingent to attend the following two conferences:

OPERATIONAL RESEARCH SOCIETY  
1970 Annual Conference  
June 29 - July 1, 1970

and

THE INSTITUTE OF  
MANAGEMENT SCIENCE  
XVII International Conference  
July 1 - July 3, 1970.

Both conferences will be held at Imperial College, London.

B.O.A.C. have offered us a reduction in fares. Any interested persons are asked to contact the Secretary.

CHANGE OF ADDRESS

We have recently obtained our own postal box. All correspondence should in future be addressed to:-

The Secretary  
O.R.S.A.S.  
P.O. Box 3982  
Johannesburg.

Ons het onlangs ons eie posbus verkry. Rig asseblief in die vervolg alle korrespondensie aan:-

Die Sekretaris  
O.R.S.A.S.  
Posbus 3982  
Johannesburg.

PRETORIA TAK

van

DIE OPERASIONELE NAVORSINGSVEREENIGING VAN  
SUID AFRIKA

Die stigtingsvergadering van die Pretoria Tak van ONSA is gehou op 19 Maart 1970, waartydens Dr. J.D. Roode 'n lesing oor „Langtermynsbeplannings Probleme" gehou het. Die bestuur van die tak vir 1970 is soos volg saamgestel:

Voorsitter	: Dr. J.D. Roode
Onder Voorsitter	: Dr. R.J. v.d. Heever
Sekretaris	: Mnr. G. de W. de Kock
Penningsmeester	: Mnr. Coetzee
Addisionele Lid	: Mnr. A. Heller

Die vergadering het die grondwet van die tak goedgekeur en sal dit aan ONSA voorlê.

Die volgende vergadering van die Pretoria tak sal gehou word op Woensdag 29 April 1970 om 8. n.m.

Dr. P.W. de Lange van I.C.L. wat onlangs, tydens 'n oorsese besoek, samesprekings met nywerheidskonsultante gevoer het, sal 'n oorsig gee van die aard van toepassing van Operasionele Navorsing in Nywerhede in Italia en Frankryk, asook in internasionale organisasies.

## NEWS FROM THE JOHANNESBURG CHAPTER

### LAST MEETING

Mr. R. Hills introduced "HOCUS" to the audience in a humorous and well presented lecture. HOCUS (which stands for "Hand or Computer Universal Simulator") was designed in order to bridge the information gap that seems to exist between the man-who-has-the-problem (Management), the man-who-has-the-answer (O.R. Man) and the man-who-implements-the-answer (Computer Programmer). The technique developed by Mr. R. Hills enables management to become directly involved in the construction of the simulation.

This has three advantages : (i) Misunderstandings between the Manager and O.R. worker is avoided or reduced to a minimum, (ii) The Manager's experience can be directly exploited in the creation of this model (iii) The Manager acquires confidence in the model and its results, as he himself helped to produce it.

### NEXT MEETING

Date: 15th April, 1970.  
Venue: University of the Witwatersrand, Geology Building,  
Room G201.  
Time: 8.00 p.m.  
Speaker: Mr. Trevor Winer.

After reading Physics at Wits, Mr. Winer joined ICT as a trainee programmer. One of his first assignments was to program an LP simplex algorithm so that it could be squeezed into a first generation 1201 computer. He spent 8 years with ICT, where as Technical Services Manager he was for a number of years responsible for software, specialist applications, systems engineering and operations research packages.

He then joined RAVE as DP Manager.

Mr. Winer is now a Director of Systems Programming (Pty.) Limited. (SPL).

Subject: An Incentive Model in the Retail Industry.

The talk will describe a bonus scheme whose basic aim is to provide incentives for salesmen to sell according to company policy or according to some short term tactics.

A computerised "model" is used which is simple and non-mathematical. The significant characteristic of the model is that it is not a model of a process but of a policy.

Basically, policy is translated into computer procedures, which exert psychological and financial pressure on the staff to adhere to the policy.

Advantages of the system are that it shortens the time between Management decisions and their implementation. It simplifies the communication of decisions. It creates up to date standards against which to measure staff and sales performance.

The model has many controls which make it receptive to changes of policy.

#### NEXT MEETING + 1

Date: 20th May, 1970.  
Venue: University of the Witwatersrand, Geology Building,  
Room G 201.  
Time: 8.00 p.m.

#### SPEAKERS AND PAPERS

It is sometimes difficult for the Chapter's Committee to find suitable speakers for the monthly meetings. The members of the Chapters are invited to suggest names of possible speakers and/or topics for discussion. Any member who wishes to present a lecture on a subject should contact the Secretary of the Chapter in order to make the necessary arrangements.

Exchange of lecturers between Chapters is also encouraged.