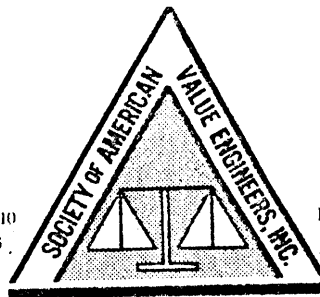


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October 1, 1976

NORTH EAST REGION NEWSLETTER

Your National Board of Directors completed another successful meeting at Larry Miles's home in Easton, Maryland. Larry and Eleanor really put out the red carpet at their beautiful estate each year for the Board of Directors. They are certainly a devoted and happy couple. It is especially meaningful for me to be with the Miles' since I received all my Value education from Larry and his staff 20 years ago.

President Carter brought the group to order at 9:00 AM on Friday September 17. Larry Miles spoke to us with some indepth comments about Purchasing Value Analysis. The following is his remarks.

"The Society has an opportunity area. I'm advising you now so it can be part of your next meeting agenda. When VA was born, it was in purchasing. It had a tremendous history there with spectacular results. To achieve use in the essential area of the Military the name Value Analysis was changed to Value Engineering. The engineering name was more appropriate there. This brought a great gain and was used at once in vital areas of the Military. Value Engineering personnel was staffed. However, this change also brought about a great loss. The society was formed in this environment and took the name of the Society of American Value Engineers. Although it was not intended, it shook out and left un-included the enormous field of Purchasing Value Analysis. Some excellent early work was done in Purchasing but they soon dropped the ball and it degraded to name only and then that disappeared. It languished for lack of knowledgeable, competent involved leadership.

Question: Is it timely for SAVE to create a "home" for purchasing people? A Branch? Training? Create and support a Purchasing Value Analysis program and grow purchasing people into it? Or what? Our many years of experience using the techniques in purchasing show that when used, the results from any buyer are staggering. Brook Elliot, Management Editor of Purchasing World influenced me to write a monthly column which I am doing starting with the September 1976 issue". End of Larry's remarks.

Those of you who have a Purchasing World magazine available may be interested in reading Larry's articles. Also, if you or your members have any ideas concerning the purchasing problem Larry discussed, let me know and I will bring them before the Board at the next meeting in December. In fact if you have anything, albeit gripe or whatever let me have it and I'll be happy to pass it on to the board.