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VALUE ANALYSIS AND SUBSTITUTE MATERIALS

Meeting of Department Purchasing Agents

Schenectady

January 4, 1951

Still is and always will be a component of "wasted cost" in our products that only Purchasing can take out.

Only one quick recent example today, then will discuss substitutions--the activity which is consuming most of our time.

EXAMPLE

Most requests from exact substitution, but we will provide a few generalities.

Don't let use allotment "get away" when purchased brass and copper parts are changed from brass to steel.

Increase delivery pressure on vendors to counter-act others and keep our share.

How can we best handle and make use of special vendors like Metal Textile Corporation who have 5 to 10 tons/day of copper "use"

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