

# Purchasing Agents Association of Eastern New York

AFFILIATED WITH THE NATIONAL ASSOCIATION OF PURCHASING AGENTS



October 22/48

National Director  
HAROLD H. FRAIR  
*Glens Falls Insurance Company  
Glens Falls, N. Y.*

President  
RICHARD H. VAN LAER  
*Hudson Valley Paper Company  
Albany 1, N. Y.*

Vice President  
A. READ COLE  
*Tobin Packing Company, Inc.  
Albany 1, N. Y.*

Secretary  
FRANK J. MARTIN  
*Adirondack Foundries and Steel, Inc.  
Watervliet, N. Y.*

Treasurer  
HARRY T. LIEBERMAN  
*The Woodward Company  
Albany 1, N. Y.*

Executive Committee

WILLIAM B. GARDNER  
*Socony-Vacuum Oil Co., Inc.  
Albany 1, N. Y.*

CHARLES J. McENIRY  
*Division of Standards and Purchase  
State of New York  
Albany 1, N. Y.*

LESTER W. ARMITAGE  
*Broadalbin Knitting Co., Inc.  
Broadalbin, N. Y.*

Mr. L. D. Miles  
Value Analysis Division of  
General Electric Company  
Schenectady, New York

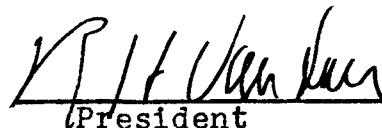
Dear Larry:

I want to thank you again for coming over last night and addressing our Association. I know that all of the members present got a lot out of your talk.

Your examples of items on which you have made tremendous saving by making some slight change in specifications were extremely interesting, and I know many of our members will apply these principles to some of the products they are buying and derive a practical benefit therefrom.

Very truly yours,

PURCHASING AGENTS ASSOCIATION  
of EASTERN NEW YORK

  
President

RHV:JM  
CC: Harry Erlicher

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# Purchasing Agents Association of Eastern New York

AFFILIATED WITH THE NATIONAL ASSOCIATION OF PURCHASING AGENTS



48-6

*M. L. Miles*  
*Special Agent*  
*Glens Falls Insurance Company*  
*Glens Falls, N. Y.*

National Director  
HAROLD H. FRAIR  
Glens Falls Insurance Company  
Glens Falls, N. Y.

## OCTOBER MEETING

President  
RICHARD H. VAN LAER  
Hudson Valley Paper Company  
Albany 1, N. Y.

Thursday  
Oct. 21st, 1948

AT 6:30 P.M.

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Vice President  
A. READ COLE  
Tobin Packing Company, Inc.  
Albany 1, N. Y.

### WOLFERTS ROOST COUNTRY CLUB

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Secretary  
FRANK J. MARTIN  
Adirondack Foundries and Steel, Inc.  
Watervliet, N. Y.

Treasurer  
HARRY T. LIEBERMAN  
The Woodward Company  
Albany 1, N. Y.

The main feature of this meeting will be a talk by

Mr. L.D. (Larry) Miles,  
Chief of Valve Analysis Division  
General Electric Purchasing Department

#### Executive Committee

WILLIAM B. GARDNER  
Socony-Vacuum Oil Co., Inc.  
Albany 1, N. Y.

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Broadalbin Knitting Co., Inc.  
Broadalbin, N. Y.

Subject: "Buyer can and must get value"

There will also be Commodity Reports and Discussions and you are asked to come prepared to share your knowledge of conditions in your industry with your fellow members.

Please return the enclosed card promptly to Mr. A. Read Cole.

Your Secretary.

Frank J. Martin.