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Bud Brogan

Dear Bud;

My notice of the Washington DC Purchasing Management Ass'n, of which I am a member brings the good information that you have the opportunity on the 20th to teach some good Purchasing VA voncepts. Congratulations, and Good Achievement to you.

Unfortunately I'll be unable to come, as I will be in Canton Ohio to conduct a half day seminar on the use of VA approaches in Purchasing for the Canton NAPM ,on the am of the 21st.

I'll enclose a couple of things. Bits and parts of them might be useful to you in making some of your points.

I dont know whether you get the PURCHASING WORLD magazine. To "play safe", I'll assume not and send you copies of tear sheets from the latest 6 months issues. You might find an example or two in them, which will "prove your points". You can remember Bud that EVERY EXAMPLE USED IS THE RESULT OF PURCHASING INITIATIVE AND ACTION.

Meanwhile, I'll also enclose a sheet naming 10 Special VA Purchasing approaches (which I believe you've already seen in the "stuff" I submitted to SAVE). If you choose you might tell them that I will present these techniques with instructions for their use and examples of their use at the Washington SAVE 1979.

Eleanor also sends her BEST to you and Dotty,

Sincerely,

Larry Miles

PROCESSED
MARCH 20th
ASSOCIATION
of



R.S.V.P. DEADLINE IS FRIDAY, MARCH 16th !!!

Dear Member:

" The Great Blizzard of '79 " will be the topic of conversation at the March 20th meeting of P.M.A.W. to be held at the Golden Ox Restaurant, 1615 L Street, N.W., Washington, D.C. Seriously though, your Dinner Committee sincerely regrets having to cancel our last monthly meeting, and hope that the 59 people who said they'd come then, will now want to attend our March meeting.

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Early Bird Program: 5:30PM - PAL #50

" Buying Contract Services "

Social Hour : 6:00PM - In the Lounge

Dinner : 7:00PM - STEAK ' N FRIES !!!!!

Meeting : 8:00PM - Absolutely the last chapter of " Fire & Brimstone " on the April 12th C.A.S.E., from John Hartman

Guest Speaker : Mr. A. Brogan, on " Value Analysis "

Please come early for a seat at the Early Bird Program-they are increasingly harder to get!

Dinner starts promptly at 7:00PM; lets allow our speaker the courtesy of ample time to present his program.....

See you there!!!

Washington, D.C.

