

3/21/80

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May D. Warzocha, C.P.M.
National President
Purchasing Management Assn.

Dear May:

What a treat to be able to meet and to know you, and to hear your message! More power to you!

Your knowledge, mental organization and charm bring much needed benefits to purchasing.

Our Value Analysis and Engineering profession knows the enormously profitable results when buyers learn and use the real VA buying techniques.

I want to be sure you know how supportive they are to your work. At the Washington meeting the following attended:

Ernie Bouey, National President of the Soc. of Am. Val E
Richard Bradyhouse, National Vice-Pres for Purchasing and
Walter Witthita, National Vice-Pres. Communications.
and myself, first Natl President and originator of
the Value Analysis Technique.

If you could possibly "show-horn" into your over-crowded schedule, time to ~~bet~~ ~~from~~ from Ed Pierman, one of the file copies of CUTTING COSTS BY ANALYZING VALUES * ITS ONLY 80 pages - and peruse it, you would probably be delighted with its potential for helping buyers learn the specific function based VA buying approaches.

Best of success to you in whatever you do next,

Larry Miles

