

1960

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VASCO

TREASURE HUNT



NOVEMBER MEETING

**Purchasing Agents' Association
of Philadelphia, Inc.**

Thursday Evening

NOVEMBER 10, 1960

Bellevue-Stratford Hotel




MEMBERS - - - \$4.50
GUESTS - - - \$5.50

Come One! - Come All!

to the

VASCO TREASURE HUNT

Learn . . . what savings can be obtained through the use of Value Analysis-Standardization . . . and how you can stimulate Value Analysis-Standardization techniques in your department and company . . .

Hear . . . "Mr. Value Analysis" 

See . . . displays, case histories, strip films . . .

Enjoy . . . bar facilities from 5:30 to 7:30 p.m. — buffet supper — and many surprises in store.

Speaker:

LAWRENCE D. MILES

Lawrence D. Miles is manager—Value Service, General Electric Company. He was graduated from the University of Nebraska in 1931 with a degree of electrical engineer. He came to General Electric as a design engineer.

In 1938, Mr. Miles transferred to the purchasing department. For four years during World War II, he was assigned as purchasing agent for the Locke Insulator Division of General Electric in Baltimore, Maryland.

In 1947, he was recalled to the Schenectady Office to organize an activity which would bring better value on a wide scale into the use of materials. This activity was called Value Analysis.

With a small group of engineers in General Electric, he developed methods and techniques which have enabled engineering and manufacturing personnel to eliminate millions of dollars of "non-working" cost from the Company's products.

In recognition of this achievement, the Company in 1949 presented him its highest award for extra achievement, known as the Charles A. Coffin award, given in memory of the Company's first president.

Because of the effectiveness of the Value Analysis techniques in identifying unnecessary costs, he was in 1958 awarded the Navy Distinguished Public Service Award.

Mr. Miles is the recognized authority on Value Analysis and Engineering in this country.