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L. D. Miles

60 buyers...also...enr. mgrs., engr., mfg. people...prox. 100

1948 Winne

No qual. det.

Perf. A. - V. A. (Misconceptions poorer quality
(We all do VA WORK (good eng.
(good mfg.
(good purch.

Better alternates

Startled - quantities, type of work - size -
Examples --

Value -
Clock

Function -

Evaluate by compr.

Blast, then refine

Answers best sources

6 reasons

Lack info
Lack idea
Temp. cond.

Wrong beliefs
Habit
Attitude

Military

Across board

How org. -- what work content

"Some extra purchasing slant included")

Mr. Thompson (GE Sales Mgr.) attended.