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~~MILES ASSOCIATES INC.  
BOX 4740  
WASHINGTON, D. C. 20020~~

1/22/81

Dalton Cook, Exec. Secy.  
PMA Washington FC

Dear Dalton;

Your Jan 15 letter makes barrells of good sense. Living 90 miles away certainly does limit my attend ance drastically at your good meetings. I was delighted to receive the notice that Mae Warzocha would be your speaker, and much liked coming and encouraging some or our Society of Value Eners. officers also to come.

I am, altho semi-retired, mentally very active in the purchasing arena. I am trying to contribute real profit making purchasing procedures to buying people, by each month writing a page of purchasing techniques and resulting examples for PURCHASING WORLD Magazine. I also prepare a column for the same purpose for the monthly news magazine of the State of Washington PMA. I'll enclose a copy of a few.

It is real great to be an honored member of your association. I like to know what you are doing, and to be able to suggest attendance at some of the special events.

It probably makes best sense for you to stop sending to me the information on the regular dinner and luncheon meetings, but continue sending news and other special information so that I may take the initiative to be included in some.

By the way, isnt there a possibility that it would be constructive for you to regularly include some knowledge of the Value Analysis Buying Techniques and their use in your publications, as the state of Wash. does?

Warmest Regards,

Larry Miles