

# L. D. MILES TO SPEAK

## Purchasing Agents To Hear Value Analyst

L. D. Miles, value analysis consultant for General Electric Co. of Schenectady, N. Y., will speak to the Memphis Association for Purchasing Agents Tuesday night in a 6 o'clock meeting at the Colonial Country Club.

He will discuss the basic technology of value analysis. Design engineers, purchasing agents and value analysis technicians from more than 100 firms will attend.

During the past decade, Mr. Miles has created and developed techniques for identification and



Mr. Miles

elimination of industry's unnecessary costs. He authored "Techniques of Value Analysis and Engineering," considered by many the textbook of the profession. In the January, 1964 Reader's Digest, an article, "Biggest Thing Since Mass Production," described his methods.

R. R. Daubs of Ivers & Pond Piano Co. is president of the association.