

## **HARRY L. ERLICHER AWARD**

The Harry L. Erlicher Award was established to honor Harry L. Erlicher, and will be presented to purchasing managers, purchasing agents, buyers, etc. who by precept, example and outstanding service have contributed to the advancement of purchasing in ISM NJ/NJ Forum of the Institute of Supply Management.

The Award was approved by the District VIII Council at its Spring Council Meeting held in Rochester, New York on March 16, 1960. The District Council voted to establish the District Award in honor of Harry L. Erlicher, Vice President of Purchasing for General Electric Company, Schenectady, New York, member of Eastern New York Association, for his meritorious service and many contributions to the District and the Purchasing Profession.

Among his many contributions to the District and National was the development of a system approach to the investigation of the function/cost aspect of existing materials specifications, then and now known as Value Analysis and/or Value Engineering.

Harry L. Erlicher, then Vice President of Purchasing for the General Electric Company, observed that many of the required substitutions, during the World War II period, resulted not only in reduced costs but also in functional product improvement. Consequently Mr. Erlicher assigned to Mr. Larry D. Miles, a member of his department, the task of developing a systematic approach to the investigation of the function coast aspect of existing materials specifications. Mr. Miles not only met this challenge successfully, but subsequently pioneered the scientific procurement concept General Electric Company called "Value Analysis". In 1954 the U.S. Navy Bureau of Ships adopted a modified version of General Electric's value analysis concept. In its application the Navy directed its efforts primarily at cost avoidance during the initial engineering design stage and called the program "Value Engineering", even though it embodied the same concepts and techniques as General Electric's "Value Analysis Program".

Harry L. Erlicher became the first recipient of the District Award. The plaque was presented to him at the District Workshop held in Albany, New York, June 1960.

## **TYPE OF AWARD**

The award is granted annually to a member of an ISM affiliated association within ISM NJ/NJ Forum, who is in good standing with his/her Local Association and with the ISM

## **AWARD COMMITTEE**

The Award Committee will be the ISM NJ/NJ Forum Executive Committee.

### **ELIGIBILITY**

- 1.) All members of ISM NJ/NJ Forum in good standing locally and nationally including former members except:
  - A.) Anyone presently engaged in selling.
  - B.) Paid employees of associations unless working in purchasing.

### **SELECTION**

- 1.) The Chair of the District Executive Committee shall mail on or about the time of the Fall Council Meeting, the standard nomination form (see sample form page 8.3) with letter of transmittal to each Affiliate Representative in the ISM NJ/NJ Forum.
- 2.) Each Association in the ISM NJ/NJ Forum is eligible to submit one name on the standard nomination form properly filled out in duplicate and mailed to the Chair of the Award Committee prior to February 1, (See Minutes Council Meeting 2/9/78).
- 3.) All names of those nominated shall be confidential.
- 4.) The ISM NJ/NJ Forum Executive Committee shall select from nominations the most acceptable candidate. The vote of the ISM NJ/NJ Forum Executive Committee must be unanimous.
- 5.) When a choice has been made, the Treasurer of the ISM NJ/NJ Forum Executive Committee shall have the authority to order the Award.
- 6.) Nominations will be considered for three (3) years including the year in which they are submitted. All records pertaining to the nominations and selection of the recipient shall be kept in the ISM NJ/NJ Forum Council Secretary's and/or Treasurer's permanent file.
- 7.) No award shall be made if in the opinion of the ISM NJ/NJ Forum Executive Committee there appears to be no qualified candidate for the award.

**NOMINATION FORM FOR THE DISTRICT VIII HARRY L. ERLICHER AWARD**  
*(SAMPLE FORM)*

To: \_\_\_\_\_ Date: \_\_\_\_\_  
ISM NJ/NJ Forum Chair

From: \_\_\_\_\_ DNA \_\_\_\_\_  
(Name) (Association)

Re: Nomination of \_\_\_\_\_ for District VIII Harry L. Erlicher Award  
(Name)

The Board of Directors of \_\_\_\_\_ on \_\_\_\_\_  
(Association) (Date)

voted affirmatively to recommend \_\_\_\_\_ for consideration  
(Name)

to receive ISM NJ/NJ Forum's most prestigious and distinguished HARRY L. ERLICHER  
AWARD. Our recommendation is based upon exemplary service to the profession of purchasing  
as indicated below and reflected in biography/resume attached:

\_\_\_\_\_ Number of years in purchasing: \_\_\_\_\_

\_\_\_\_\_ Number of years membership in ISM: \_\_\_\_\_

Submitting Association: \_\_\_\_\_

Other ISM Association: \_\_\_\_\_

Other Purchasing Associations: \_\_\_\_\_

\_\_\_\_\_ Certifications:

C.P.M. \_\_\_\_\_  
(Year)

C.P.M. Recertification(s): \_\_\_\_\_  
(Each as appropriate)

C.P.M. Lifetime \_\_\_\_\_  
(Year)

Other Certifications: \_\_\_\_\_  
(Specify each)

\_\_\_\_\_ Positions held: (list only)

Current ISM Association: \_\_\_\_\_

Other ISMM Association: \_\_\_\_\_

ISM NJ/NJ Forum: \_\_\_\_\_

Other ISM Districts: \_\_\_\_\_

Other Purchasing Associations: \_\_\_\_\_

**NOMINATION FORM FOR THE DISTRICT VIII HARRY L. ERLICHER AWARD**  
*(SAMPLE FORM CONTINUED)*

To: \_\_\_\_\_ Date: \_\_\_\_\_  
ISM NJ/NJ Forum Chair

From: \_\_\_\_\_ DNA

\_\_\_\_\_  
(Name) (Association)  
Re: Nomination of \_\_\_\_\_ for District VIII Harry L. Erlicher Award.

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**\* Contribution(s) to ISM position(s):** (Describe and cite data as appropriate)

*(Use additional page(s) if more space is needed)*

\_\_\_\_\_

**\* Contributions to the Purchasing Profession:**  
(Cite articles written; workshop, seminar, pre-dinner and dinner presentations, teaching experience, etc.)

*(Use additional page(s) if more space is needed)*

\_\_\_\_\_

**\* Contributions to work place/position/employer(s):**  
(Cite Systems developed, organization management, unique projects, etc.)

*(Use additional page(s) if more space is needed)*