

January 2, 1964

**Mr. J. F. A. Gibson
Associated Electrical Industries Limited
Industrial Group
Rugby, Warwickshire, ENGLAND**

Dear John:

It was nice to have your letter and know of your activities and successes. Meanwhile, we have been "tending store" as best we know how here.

I certainly will pass your greetings along to Svein Hvamb and Phil Spinelli and may you have a 1964 which exceeds 1963 in every way.

Sincerely,

**L. D. Miles
Consultant - Value Service**

LDM:AMH

Copies to Svein Hvamb and Phil Spinelli

AEI

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Associated Electrical Industries Limited

INDUSTRIAL GROUP

Rugby, Warwickshire

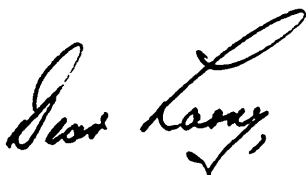
17th December, 1963.

L.D. Miles Esq.,
Manager,
Value Services,
General Electric Company,
Schenectady 5,
NEW YORK, U.S.A.

Your reference:

Our reference:

Extension: 234



It seems now quite a long time ago that I had the pleasure of sitting in your office and talking Value Analysis. Since then our activities in this field have gone ahead at a pace which I think is very encouraging. We now have fully established exercises running in at least five locations and the interest is growing all the time.

It is possible that you might be interested to know that my own activities in trying to spread interest have meant that I have stood on my feet to talk about the subject no less than twenty times since my visit to you. Naturally, most of these talks have been inside AEI, but a few have been by invitation outside the Company, including talks in collaboration with my consultant friends at the Business School attached to one of our universities.

My short visit to you was really most valuable indeed to me and I am constantly grateful for the time that you and your colleagues spent in talking over the subject.

Continued

Please accept my most sincere good wishes for a very happy Christmas and your continued prosperity in the new year. Perhaps you would also be good enough to pass on these good wishes to those of your colleagues that I met and in particular to Sven Hvamb and Phil Spinelli.

Very sincerely
John Gibson