

GENERAL  ELECTRIC



SUBJECT

COPIES:

CW Bryant, Schenectady

Pittsfield, Mass.
March 18, 1955

Mr. L. D. Miles, Manager
Value Analysis
Value Analysis Services Section
Materials Services Department
Schenectady, New York

Dear Larry:

Very complimentary reaction to the excellent job you, Roy Fountain, Doug Eagan, and Harold Coughlin did yesterday in presenting your Value Analysis Program to 250 key employees of the Naval Ordnance Department continues to flow into my office this morning. We have never had a presentation in the Department which was so enthusiastically received. Our Section Managers join with me in again expressing our very genuine appreciation of the splendid job you did for us.

We can ill afford to let this enthusiasm decline, for as we pointed out to you yesterday, we must make use of every tool available in reducing manufacturing costs so that our products will continue to sell in the highly-competitive market. You can expect an early request from us for additional assistance - both in more extensive seminars, and personnel to help us get a real Value Analysis Program under way.

It was a real pleasure to spend a few relaxing moments with you last evening and I hope you and Doug arrived home safely and at a reasonable hour.

Yours sincerely,

WBB

W. B. Booth, General Manager
Naval Ordnance Department
O. P. No. 1 - 223, Tel. 496

WBB/IR