

56-12

SCHENECTADY, August 14, 1956

Mr. A. F. Vinson
Vice President-Manufacturing Services
NEW YORK OFFICE

Were you ever so resolute about something that grasping an unusual opportunity seemed more important "at the moment" than "keeping your job"?

Well, I am right now - and I like my job.

The "Cost Reduction" program is at loose ends at this instant. We know the Company needs a whole new approach and we know we could develop it. Perhaps a "Value Program"---with new concepts, new procedures, new practices---something that really uses the positive creative approach and skills of the Value Analysis program---something that would at least double the yield of the "out-moded cost reduction procedures". We want to study it, develop it, organize it, and lead it until it is "under its own power".

While I respect Bill's signal that we are not to grow this year and I understand and respect the reason back of it, this opportunity to benefit the Company---short, medium and long range---is the greatest one I have ever had and it drives me to write this letter.

I wanted to get Bill's blessing on my writing to you, but he's in Ft. Wayne today and I can't reach him and I think I must have it to you by Wednesday.

L. D. Miles
Manager - Value Analysis

LDM?JDF

*Today we met on this subject and all of our men are just as enthusiastic as I am - so I'll send this down via Bill -
Larry*