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RAVIA CORPORATION OF AMERICA
RCA VICTOR DIVISION
GARDEN CITY, NEW JERSEY

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October 25, 1950

Mr. L. D. Miles, Manager
Value Analysis Division
Purchasing Department
General Electric Company
Schenectady, New York

Dear Mr. Miles:

The members of the Philadelphia Purchasing Agents' Association, the Educational Committee, and members of the Administration Class, wish to express their sincere thanks for your very enlightening and informative discussion on "Value Analysis and Quality Control for Effective Buying". I know that one derives great pleasure from a job well done, and there can be no doubt in your mind that your talk was well received, as evidenced by the discussion period that followed.

About twenty of the members have expressed their desire to obtain whatever additional information you may have regarding Value Analysis, and I would appreciate your forwarding this to my attention here at RCA Victor. I will see that the members receive the information requested.

If you will let us know of any expenses incurred as a result of your visit to Philadelphia, we will be glad to take care of them.

Once again, our sincere thanks for a job well done.

Very truly yours,

Handwritten signature of H. M. Zimmermann

H. M. Zimmermann
Purchasing Agent

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OCT 30 1950
PURCHASING DEPT.

November 2, 1950

Mr. H. M. Zimmermann
Purchasing Agent
Radio Corporation of America
RCA Victor Division
Camden 2, New Jersey

Dear Mr. Zimmermann:

Thank you for your letter of October 25.
We are enclosing thirty copies of an article
on Value Analysis which I am sure will be of
interest to you and the others who have re-
quested additional information.

If we can be of further assistance to
you in any way, please do not hesitate to
call on us.

Very truly yours,

GENERAL ELECTRIC COMPANY

L. D. Miles
PURCHASING DEPARTMENT
Value Analysis Division

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November 24, 1950

Mr. H. M. Zimmermann
Purchasing Agent
Radio Corporation of America
RCA Victor Division
Camden 2, New Jersey

Dear Mr. Zimmerman:

We are pleased to send you under separate cover 25 copies of a question-and-answer series which covers the fundamentals of the Value Analysis operation, as requested by you when we were in Philadelphia.

Best personal regards.

Very truly yours,

GENERAL ELECTRIC COMPANY

L. D. Miles
PURCHASING DEPARTMENT
Value Analysis Division

LDM:AFM