

Value Service - Schenectady
April 10, 1964

Mr. E. J. Rezabeck
Equipment Industries Sales
CHICAGO, ILLINOIS

Dear Gene:

It was very thoughtful of you to send me the memo concerning the success of Joe Vogan and his value analysis program.

As you well know, I guess, we put a considerable of investment of energy into these various things and always wonder which are worthwhile. It is very gratifying to know that this one is bring benefit to our customers.

L. D. Miles
Consultant - Value Service

LDM:AMH

MAIL ADDRESS:

Chicago, April 8, 1964

CC:
SM Vance, Chicago Ofc.
JM Delfs, Chicago Ofc.

SUBJECT

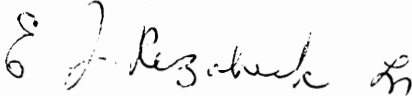
FAIRBANKS, MORSE & CO.
VALUE ANALYSIS

Mr. L. D. Miles
Consultant - Value Service
SCHENECTADY WORKS

Dear Larry:

I thought you would be interested in knowing that Fairbanks, Morse is proceeding with another Value Analysis Program covering the next lower level of management and supervisory personnel. They had a very successful program a few months ago and Joe Vogan, their Manager of Material Control, again recently expressed his appreciation for your interest and presence last fall in kicking off their program on the right foot.

Very truly yours,



E. J. Rezabeck, EQUIPMENT INDUSTRIES SALES
EJR/ln

