

CIRCUIT PROTECTIVE DEVICES DEPARTMENT

**GENERAL  ELECTRIC**

~~TRUMBULL COMPONENTS DEPARTMENT~~

SUBJECT

COPIES:

*10/10  
Very good study  
LSM*

PLAINVILLE, April 15, 1957


Mr. Larry D. Miles, Manager  
Value Analysis Services  
Building #32  
Schenectady, New York

Dear Larry:

I had the pleasure of listening to Dusty Fowlkes' presentation here on April 5th. Just want to let you know that, in my opinion, he did a most outstanding job.

The comments from all who attended were good. Of course, there are always a few cynical people in any audience who haven't been sold on Value Analysis. But education is a slow process and if we keep banging away long enough, we should eventually cover the field.

Anyway, congratulations on the wonderful job that you and your assistants are doing in this most important work.

  
E. S. Kellam  
Purchasing Agent

ESK:F

**GENERAL ELECTRIC**  
CIRCUIT PROTECTIVE DEVICES DEPARTMENT  
SUBJECT

*file*  
*Very good study*  
*RM*

COPIES: A. Konow

Plainville, April 17, 1957

Mr. Larry Miles, Manager  
Value Analysis Services  
Building #32G  
General Electric Company  
SCHENECTADY

Dear Larry:

On April 5th we had the very distinct pleasure of presenting your Mr. J. K. "Dusty" Fowlkes and his "bag of tricks" to some 90 to 100 of our Engineering, Manufacturing, Purchasing and Accounting personnel. This was actually the first formal Value Analysis effort of this type presented here at C.P.D.D. and was extremely well received. The response from all who attended has been gratifying, to say the least, and is a testimony to the wonderful job that "Dusty" did.

I want to take this opportunity to extend my appreciation and the appreciation of our management to "Dusty" for this particular job and to you and the rest of your organization for the much needed work you are doing.

We plan to participate in the May Company-wide Seminar and also the Product Group #1 Meeting at Peterboro. We shall look for you at both.

Sincerely,

*G. R. Buys*

G. R. Buys  
Value Analysis  
CIRCUIT PROTECTIVE DEVICES DEPARTMENT

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