

Philadelphia, November 4, 1954

10-3-54

Mr. W. O. Kyte
LOS ANGELES OFFICE

Would you like to have this kind of information supplied
to the customer?

L. D. Miles/M
Att.

2115
Mr. R. D. Webster, P. A.
Convair Division
General Dynamics Corporation
Post Office Box 1011
Pomona, California

Starting with the Purchasing function our company centrally included Traffic, then Inventory Control, then a Market Study Group, then Value Analysis activities.

It then seemed that the name "Purchasing" for the entire group might more appropriately be called "Materials" because it concerned itself not only with the purchasing of materials but with helping to select proper materials for use, their scheduling, their transportation and everything affecting them.

The lineup then became - a Materials Department having sections under the heading of Purchasing, Inventory Control, Traffic, and Value Analysis with the Market Study activity operating under the "Purchasing" section.

The people who were in charge of the original "Purchasing" operation, of course, were in charge of the "Materials" operation when the change in names was effected.

The function of the Value Analysis Section is better described in the reprint attached.

L. D. MILES, Manager
Value Analysis Services

CONVAIR

A DIVISION OF GENERAL DYNAMICS CORPORATION



POST OFFICE BOX 1011
POMONA, CALIFORNIA
TEL. LYCOMING 9-5111

20 September 1954

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

Dear Sir:

Last May during the Purchasing seminar at the University of California, Los Angeles, I heard your talk on "Value Analysis of Materials."

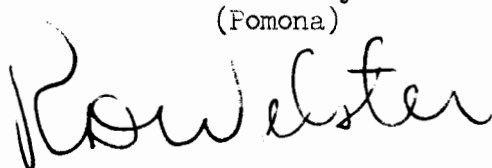
Since that time, I have given considerable thought to the possibility of adapting ~~or suggesting the adaptation~~ of such a program at our facility.

If it is possible, I would appreciate receiving ^{information} an outline of the particular functions your department performs, and any other data pertaining to this over-all operation.

Thanking you in advance for any consideration that you may give to this request, I remain,

Very truly yours,

CONVAIR
A Division of General Dynamics Corporation
(Pomona)


R. D. Webster
Purchasing Agent

RDW:fs