

November 15, 1963

Mr. J. R. Vogan
Manager of Material Control
Fairbanks, Morse & Company
701 Lawton Avenue
Beloit, Wisconsin

Dear Joe:

It was most gratifying to have your nice letter and to know that some of the principles included in our value analysis techniques were so immediately given useful consideration.

Sincerely,

L. D. Miles
Manager - Value Service

LDM:AMH

FAIRBANKS MORSE

A MAJOR INDUSTRIAL COMPONENT OF

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FAIRBANKS, MORSE & CO.

Beloit Group

701 LAWTON AVENUE, BELOIT, WISCONSIN

October 14, 1963

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Mr. L. D. Miles
Manager of Value Services
General Electric Company
1 River Road
Schenectady, New York

Dear Larry:

We are sincerely grateful and pleased that you could come to visit us in Beloit last Wednesday. Without a single exception all comments were enthusiastic. You will probably be interested to know that the very next day two of our chief product engineers used some of what they learned from your talk. One rejected an engineering change because the cost was too high for the function being performed, and the other told a vendor we would not pay anything extra for some special insulation on a lead since it was only functioning as a cable. So you can see you really communicated with us.

Again, thanks very much.

Very truly yours,


J. R. Vogar
Manager of Material Control

JRV:aez