

GENERAL  ELECTRIC

Bridgeport, October 11, 1948

to AS

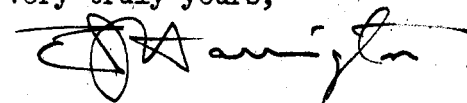
Mr. H. L. Erlicher
Vice President
Purchasing Dept.
SCHEMECTADY

Dear Harry:

I wish to express my thanks and appreciation for the very good job which Larry Miles did in explaining your approach to the value analysis problems in our meeting in Bridgeport on October 7. Larry's program was one of the best that I have experienced in a long time. It developed considerable enthusiasm as well as the determination to do better in all of our manufacturing and purchasing people. I expect that we will see the results of his fine work here in Bridgeport for a long time.

I should like to have Larry come back here again before too long in order to give our own value analysis people a good start in the right direction as soon as we have selected the candidates for this position. We expect to have one value analysis man for each division, and more if we can find that several can advance the program more rapidly than one.

Very truly yours,



E. J. HARRINGTON

EJH:acm

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H. L. ERLICHER

L.D. Miles 10 Oct. 21
Larry - Very good!!!
Suggest you file