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NORTON COMPANY

WORCESTER 6, MASSACHUSETTS

GEORGE D. SEGUIN
GENERAL PURCHASING AGENT

January 11, 1955

Mr. L. D. Miles
Mgr., Value Analysis
General Electric Company
1 River Road
Schenectady 5, New York

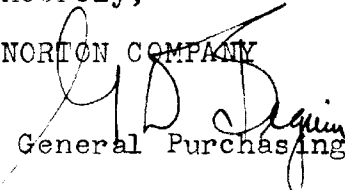
Dear Mr. Miles:

It certainly was a pleasure to meet you last night and the talk that you gave to our Group was very stimulating. I don't know when I've been to a meeting where the attention was as good as was given to you last night. Everyone seemed to get a lot out of it and I think the response after the formal talk was excellent.

Thanks again for coming and sharing some of the secrets of Value Analysis with us.

Sincerely,

NORTON COMPANY


General Purchasing Agent

G. D. Seguin
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