



DEPARTMENT OF THE NAVY
BUREAU OF SHIPS
WASHINGTON 25, D. C.

IN REPLY REFER TO

QM/General Electric
Ser 109-229

31 OCT 1955

Mr. Henry V. Erben
Vice President
Apparatus Group
General Electric Company
570 Lexington Avenue
New York, New York

Dear Mr. Erben:

Four Value Engineers from Bureau of Ships activities have just returned from the Value Analysis Seminar managed by Mr. Larry Miles of the Value Analysis Unit in Schenectady. They are unanimous in their praise of the Seminar and the knowledge they gained from it. I am sure that this knowledge will aid us immeasurably in furthering our efforts to obtain better Naval ships at less cost through application of Value Analysis techniques. We in the Bureau of Ships are most grateful to you for the policy which allows us to participate, and through you extend to Mr. Miles our thanks for the splendid program he set up. All but one of these engineers are experienced Value Analysts and we hope that by mutual exchange of ideas they may, in some small measure, have aided your program and its projects by infusing ideas outside the General Electric Company's normal methods of attack.

Value Analysis seems to be "paying off" in the Divisions where it is being practiced and we are impressed with the results General Electric is obtaining in commercial products and some of the divisions manufacturing military hardware. We selfishly hope that it will permeate into all of them so that Government work particularly in those components for ship application will benefit as fully by its application.

Sincerely yours,

Copy to:
General Electric Company
Suite 1014, Wyatt Building
Washington 5, D.C.

A. G. Mumma
Rear Admiral, USN
Chief of Bureau

Mr. Larry Miles
General Electric Company
Schenectady, New York