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**GENERAL ELECTRIC**

MEASUREMENTS AND INDUSTRIAL  
PRODUCTS DIVISION

SUBJECT

*Bill Bryant  
Value Analysis  
11/4*

COPIES: Mr. J. W. Belanger

920 Western Avenue  
RIVER WORKS, W. Lynn, Mass.  
October 28, 1957

Mr. Halbert B. Miller  
Vice President-Manufacturing Services  
NEW YORK

Dear Mr. Miller:

Over the last several years we have had many occasions to write, expressing our appreciation for the assistance given our operating components by Larry Miles and his Value Analysis team. Apparently there are still opportunities for applying the principles of Value Analysis and one of the best illustrations of this is the success of the Seminar recently completed at Somersworth. The people up there are extremely enthusiastic about the results of this and the new way of thinking it has brought about in connection with their design and cost reduction problems.

I am attaching copy of Bruce Gravitt's October 22nd letter which expresses this more completely, and in his own words. Again, orchids to Larry Miles and his associates.

Yours very truly,

H. E. Strang

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SUBJECT

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VALUE ANALYSIS SEMINAR

Meter Department  
Somersworth, N. H.  
October 22, 1957

Mr. Harold E. Strang  
Vice President and General Manager  
Measurements and Industrial Products Division  
River Works, W. Lynn, Mass.

Dear Mr. Strang:

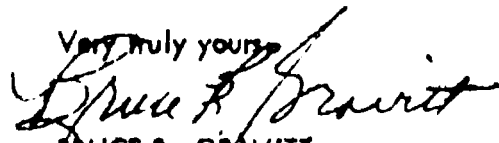
As you know, the Value Analysis Seminar conducted by Value Analysis Service was recently completed here at Somersworth. I believe it is safe to say that no program or presentation has received more widespread enthusiasm throughout the Department than this Seminar. Sixty Department employees representing all functions participated in the program and they are all extremely enthusiastic about the philosophy and techniques of value analysis.

While the tangible results of the Seminar are impressive, of far more importance to the Company is the inquiring attitude instilled in the participants. This should prove a continuing source of valuable suggestions and savings during future years.

Many of the participants in this program were technical engineers and we had some reservations about what their attitude would be toward the value analysis precepts. In actuality, they participated wholeheartedly in the program, freely criticized and recommended improvements in each other's designs and were vitally interested in effecting the maximum savings possible. I sincerely feel that their participation in this Seminar dispelled any doubt as to the open-mindedness of our engineers.

Full credit for the excellence of this program, of course, should be given to Larry Miles and his associates in Value Analysis Service. The sincerity and enthusiasm with which they conducted the Seminar was contagious and assured the success of the program.

Very truly yours,

  
BRUCE B. GRAVITT  
Manager-Marketing

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