

54-18

November 4, 1954

Wm. F. Henn, Manager  
Philadelphia Office  
1405 Locust Street  
Philadelphia 2, Pennsylvania

Dear Mr. Henn:

The attached inquiry from Stainless, Inc., N. Wales, Pa. is self-explanatory. Would you like to have someone provide to Mr. Gusewicz the attached information and offer our services in case you would like to provide more.

Very truly yours,

L. D. Miles, Manager  
Value Analysis Services

LDM:h

**STAINLESS • INC.**  
NORTH WALES, PA.



September 16, 1954

General Electric Company  
Schenectady, New York

Gentlemen:

According to an article in the Wall Street Journal, we understand that you people have a very fine program called Value Analysis which, in fact, has become both an inspiration and a model for other firms.

If this is not intruding, is there any way <sup>that we can learn about it</sup> I ~~could get some of this information?~~

I might add that we are suppliers of material to General Electric in Syracuse and in Utica.

Sincerely yours,

STAINLESS, INC.

Walter L.  Guzewicz

WLG/rmw