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November 25, 1955

Mr. P. E. Laliberte
Sales Department

SUBJECT: SIDEWINDER PROPOSAL

On Friday, November 18, 1955, H. Franczek, Product Design Engineering, and J. Prendergast, Value Analysis Section, were assigned to the Sidewinder Task Force. They were charged with the responsibility of evaluating the subassemblies which comprise the Sidewinder, per existing Philco drawings. The study was to be conducted with the purpose of presenting a proposal to the Navy of a program of manufacture and assembly wholly within the General Electric Company.

The Navy Task Force was said to be impressed with L.M.E.E.'s excellent facilities as an assembly operation. They were further impressed that through the coordination of L.M.E.E. with other operating departments of General Electric, this missile could be mass produced on a second source basis wholly within the General Electric Company. However, in anticipation of competitive bidding, it was recommended that this committee also indicate other possible sources for components and assemblies.

In view of the short time allotted for this survey, the committee solicited the aid of the Value Analysis Services Section of the Manufacturing Services Division for assistance in evaluating and correlating an effective proposal. Mr. Larry Miles, Manager of the Central Value Analysis Unit, made available to the committee the services of a Survey Specialist, Mr. Charles Zimmers.

Mr. Zimmers studied the drawings on this project with the committee and made many recommendations as to potential sources of manufacturing and assembly. Mr. Zimmers also solicited the services of Mr. Wray Reger of the General Engineering Laboratory to assist this committee on their proposal as regards General Electric Company services available for extensive research in the areas of engineering and manufacturing. Complete utilization of these facilities could be applied to an economic solution of mass producing these missiles in the areas of methods and materials. It is the opinion of the committee, as explained in the text of the proposal, that one of our greatest selling points is this vast storehouse of "know-how" at our disposal in Schenectady.

Mr. Ralph Roberts, Senior Coil Engineer, General Engineering Laboratory, was consulted and he provided the writers with much pertinent data on the toroid winding techniques. Mr. Roberts also brought out the contributions that could be made by West Lynn because of their 25 years of experience in this field.


The enthusiasm and genuine interest that the aforementioned people have taken in assisting us in this endeavor is certainly commendable and they have strongly indicated their desire to aid us in pursuing this project to a successful completion.

It would have been impossible to effectively complete this "Sales-Appeal Brochure of G. E. Facilities" without the co-operation and assistance of the various personnel which we are listing.

The Value Analysis Services Section in Schenectady was especially outstanding in this respect. Mr. Larry Miles, Manager of this group, made available to us the services of his facilities and personnel.

The other people whom we personally contacted to assist us in preparing this proposal are as follows:

<u>Name</u>	<u>Title</u>	<u>Location</u>	<u>Specialty</u>
L. D. Miles	Manager	Value Analysis Serv. Sect.	Value Analysis
C. J. Zimmers	Specialist	" " " "	Mfg. Methods & Tech.
W. R. Reger	Specialist	General Engineering Lab.	Publicity
Ralph Roberts	Senior Coil Eng.	" " "	Toroid Coils
Dr. R.A. Koller	Research Assoc.	Knolls Atomic Lab.	Light Prod. Studies
Dr. L. Apker	Manager	Semiconductors Studies Sect.	
		Gen. Physics Research Dept.	Semiconductors
		General Engineering Lab.	
G. Street, Jr.	Engineer	Mechanical Eng. Lab.	Auxiliary Thermal Systems
		General Engineering Lab.	
A.H. Canada	Manager	Eng., Physics. & Anal. Lab.	Optics & Color Engineering
		General Engineering Lab.	
E.J. Gebauer	Specialist	A. & O.S. Purchasing Sect.	Purchasing


 H. J. Franczek


 J. F. Prendergast