

SCHENECTADY, February 23, 1955

Handwritten initials

Mr. M. E. Sherman
Industrial Sales
BOSTON OFFICE

In response to your inquiry of February 17th, we are enclosing eight sets of our two reprints and eight copies of the speech given by Mr. Miles in California.

It would be helpful to us if you dropped us a line from time to time and let us know what companies are receiving this literature. We would be happy to supply whatever you need, as the occasions arise.

(Miss) Anne Mayell
Secretary to L. D. Miles
Manager - Value Analysis

M/
Enc.

GENERAL ELECTRIC

APPARATUS SALES DIVISION

SUBJECT

VALUE ANALYSTS

COPIES:

BOSTON- February 17, 1956.

Miss Anne Mayell,
Value Analysis Services Section,
Materials Services Department,
SCHEMECTADY.

Dear Miss Mayell:

Last month you very kindly sent us some reprints and copies of talks given by Mr. Miles on the subject of Value Analysis, and we now are coming to you once more for an additional supply to fill the increasing number of requests we are getting from customers for this information.

Ultrasonic Corporation of Cambridge, Mass., seems to have an insatiable requirement for Mr. Miles' articles, and have asked us for three more copies, while another very good customer - Pneumatic Scale Corporation, Ltd., of Quincy, Mass. - ~~are requesting two copies.~~

We hope your supply of the reprints is holding up, as we should appreciate it if you would send us six or eight more sets which we can use in answer to the many requests we are receiving.

Thanks much for your interest and trouble.

Cordially yours,


Industrial Sales
BOSTON OFFICE

W. Sherman:s