

November 15, 1963

**Mr. Arthur G. Trudeau
Gulf Research and Development Company
P. O. Drawer 2038
Pittsburgh, Pennsylvania 15230**

Dear Mr. Trudeau:

I much appreciate communication of the type which accompanied your October 12th letter and the confidence which you expressed in so doing.

Sincerely,

**L. D. Miles
Manager - Value Service**

LDM:AMH

Gulf Research & Development Company

Arthur G. Trudeau
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P. O. Drawer 2038
Pittsburgh ~~Pa.~~ Pa.
15230

October 12, 1963

PERSONAL

Mr. L. D. Miles
Manager of Value Services
General Electric Company
One River Road
Schenectady 5, New York 12305

Dear Mr. Miles:

I have just returned from an extended trip and find your kind letter of August 29 together with your interesting paper "Value Engineering in Product Design to Improve World Competitive Position". I want to thank you for your continuing helpfulness to us.

For your particular information, I am attaching a letter to Dr. Philip Marvin of the American Management Association in which you will find I have given certain credit and made certain reference to you. It may be that you will be hearing from Dr. Marvin in this regard or should you desire to initiate any correspondence with him I know he would be most receptive, as some of us have been trying to get the AMA interested in Value Engineering and analysis.

We shall still look forward to a visit from you at your convenience and will be happy to extend an invitation at any time you might suggest.

With kind regards,

Sincerely,


Arthur G. Trudeau

AGT:LC
Att.



October 12, 1963

Mr. Philip Marvin
American Management Association, Inc.
135 West 50th Street
New York, N.Y. 10020

Dear Phil:

I am merely passing through Pittsburgh after an interesting trip to Europe and am on my way to our budget meeting at Boca Raton. I want to take time, however, to thank you for the information you sent me regarding the handling of unsolicited suggestions by several different corporations. The material is most interesting and I am appreciative of your efforts in our behalf.

Secondly, let me acknowledge your letter of October 9 regarding the scheduling of the briefing session in Los Angeles for December 12. I will be glad to receive information or any guidance you might be able to furnish that would be helpful in handling this session.

Lastly, I note that Dr. O'Donnell responded to your letter of September 3 with respect to Value Engineering. This was a case where Gulf was searching out the experience of General Electric and du Pont, who have done considerable work in this field. I am just getting our program under way. Another concern that has done extensive work with the Army in connection with the Pershing program is Martin-Marietta.

While I headed Research and Development in the Army, I directed a symposium with respect to Value Engineering and the report of this symposium would be available through my old office in Washington. If there is anything I can do to assist you in this matter, please let me know.

So far as individuals who are extremely knowledgeable in this field, I would refer you to Mr. Larry Miles, Manager of Value Services, General Electric Company, Schenectady, New York. Larry has fought an uphill battle for 15 years to get such a program recognized, and G.E. is now one of the leaders. Incidentally,

10/12/63

Arthur G. Trudeau

Philip Marvin, AMA

2

Mr. Miles will shortly be retiring from G.E., I believe, and could be of real assistance to you in preparing programs in his field of expertise.

It is good to be in contact with you again, and I send you warm personal regards.

Sincerely,

Arthur G. Trudeau

AGT:LC