

Schenectady, May 25, 1950

Mr. W. A. Sredenschek:

In the discussion that followed the Value Analysis meeting with the Industrial Heating Group, Eddy Dam made a considerable point of the fact that he had tried to get better value as follows but that the Legal Department will not allow it:

By ordering a larger quantity--perhaps 100 of an item which is required only at the rate of 10 per month--and giving the supplier a bona fide firm order for the hundred to be shipped at stated times to different locations.

(Sometimes they were shipped to Schenectady, sometimes out to a job location ready for assembly with the furnace.)

It is his understanding from the Legal Department that he cannot do this. Do you understand likewise?

L. D. Miles

LDM:AFM

Schenectady, June 16, 1950

Mr. George Shell:

In the discussion that followed the Value Analysis meeting with the Industrial Heating Group, Eddy Damm made a considerable point of the fact that he had tried to get better value as follows but that the Legal Department will not allow it:

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(Sometimes they were shipped to Schenectady, sometimes out to a job location ready for assembly with the furnace.)

It is his understanding from the Legal Department that he cannot do this. Do you understand likewise?

L. D. Miles

LDM:ARM