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August 12, 1959

Mr. Larry Miles
General Electric Company
Value Analysis Service Department
1 River Road
Schenectady 5, New York

Dear Larry:

I certainly appreciate your taking the time to discuss Value Analysis with us at Southern California Gas Company today. It was extremely beneficial to me from a company standpoint and also from the standpoint of representing the National Association of Purchasing Agents committee. Your thoughts were most helpful and I certainly enjoyed getting to know you a little better.

Best regards,



Harlan E. Eastman, Chairman
Value Analysis-Standardization
District #1, N.A.P.A.

HEE/dh