



**ORDNANCE DEPARTMENT**  
OF THE DEFENSE ELECTRONICS DIVISION

100 PLASTICS AVE., PITTSFIELD, MASS. . . . . TELEPHONE HILLCREST 3-3561

September 12, 1962

CC: C.W. Bryant  
W.R. Burrows


Mr. L.D. Miles, Manager  
Value Services  
Bldg. 32G, Room 200  
Schenectady

Dear Larry:

It was a real pleasure for me and my group to meet with you in Minneapolis last Sunday night. Our bull-session on VE was priceless in my judgement. I should like to express my thanks to you for coming to Minneapolis and addressing Control Data Corporation Management on the subject of Value Engineering. From all accounts, you captivated the audience and definitely have made our job easier.

As you know, CDC has a major subcontract with us on the Polaris Program; the figures are over four million dollars. It is our earnest hope that we will be able to, not only make significant cost improvements on this subcontract by using the GE sponsored Value Analysis Seminar as a vehicle, but also to enhance the Company image in the eyes of our customer and subcontractors.

Thanks again for an outstanding job.

  
J.H. Martin, Manager  
Value Engineering  
Room #2091, Ext. 3191

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