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Spec. Comm.

Value Service - Schenectady
November 11, 1959

Mr. Glenn Warren
BLDG. #273

Thank you, Glenn, for the important help you have provided to our Value program in your November 2nd letter addressed to Mr. Miller.

L. D. Miles/M

Schenectady, November 2, 1959

**Subject: Value Analysis Presentation at the
ASME Management Executives Conference**

**Mr. H.B. Miller, Vice President
Manufacturing Services
General Electric Company
570 Lexington Avenue
New York 22, New York**

Dear Hal:

At the ASME Management Executives Conference which was recently held at Skytop, Pennsylvania, four Westinghouse people headed by Mr. W.W. Sproul, Vice President, Westinghouse Electric Corporation, presented a very effective story on the work they are doing throughout their Divisions on the subject of "Management of Costs in the '60s". It was very well received, but from the few statements which they made with respect to saving of material costs it looked as though they were amateurs compared to what Mr. L.D. Miles has worked out in connection with the so-called General Electric Value Analysis program.

So far as I know, this has never been presented at an ASME meeting although on this point I may be incompletely informed but, in any event, I do not believe it has been presented at a Management Executive Conference. When I mentioned this to Mr. H.A. Bogle of the duPont Company he said he would like to consider such a presentation for the October 1960 meeting. Mr. Bogle is the 1960 Chairman of the Executive Committee of the ASME Management Division.

I told him I would contact the proper people in the General Electric Company to see whether or not such a program could be put on, and it seems to me that such a program would make a worth while contribution as well as enhance the standing and prestige of the General Electric Company.

This ASME Management Executives Conference is a meeting held once a year at the Skytop Club and is now in its 14th year. ASME members who are in the relatively top management areas of their respective companies are invited, and with the exception of a few people from the larger companies most of these people, 50 to 70 in number, are Vice Presidents or Presidents of smaller companies.

Mr. E.B. Miller, November 2, 1959

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Mr. Marshall, Management Consultation Services, is also a member of the Executive Committee of the Management Division and will be Chairman in 1962.

I am enclosing a list of the conferees at this last conference, together with a brochure regarding it.

Very truly yours,

Glenn B. Warren

GBW:tg
encl.

cc: M. Anderson
W.S. Ginn
L.D. Miles —
H.A. Bogle
O.B. Schier, II