


APPLIANCE AND  
MERCHANDISE DEPARTMENT  
GENERAL  ELECTRIC  
COMPANY  
BRIDGEPORT 2, CONN.

103

49-5

Bridgeport, November 19, 1948

Mr. H. M. Richmond  
Purchasing Department  
Electric Vacuum Cleaner Division  
CLEVELAND WORKS

Dear Harry:

This reply to your letter of October 11th has certainly been greatly delayed and for no good reason, which makes it worse.

I am sure that Larry Miles would be more than glad to make his presentation on Value Analysis as a basis for cost reduction to your group in Cleveland. If, at the same time, you would like to have N. J. Curlee and myself present our Cost Analysis program as a basis for getting cost reductions, I am sure we could arrange that too.

If you would like to arrange this directly with L. D. Miles at Schenectady, I certainly give you my blessing, or if you would like to have me do it, I would be glad to do it for you.

  
L. D. NUTTER, ASSISTANT MANAGER  
PURCHASING DIVISION

LDN:ALC

cc: LD Miles, Schenectady ←

Schenectady, January 25, 1949

Mr. H. M. Richmond  
Purchasing Department  
Electric Vacuum Cleaner Division  
CLEVELAND WORKS

Following the suggestions in the exchange of correspondence between you and Mr. Nutter, would you like to arrange a meeting for somewhere near the middle of February in which we could bring the story of "Value Analysis" to a group of the people in your plant?

If it could be arranged so that Mr. Nutter could also be present, it would be very desirable.

PURCHASING DEPARTMENT

L. D. Miles  
Value Analysis Division

LDM:AEM

CC: L. D. Nutter--Bridgeport