

NORTHROP AIRCRAFT, INC.

56-4

CABLE ADDRESS "NORAIR"



IN REPLY REFER TO:

NORTHROP FIELD
HAWTHORNE, CALIFORNIA

15 March 1956

General Electric Company
570 Lexington Avenue
New York, New York

Attention: Mr. C. W. Bryant, Manager of Materiel
Manufacturing Service

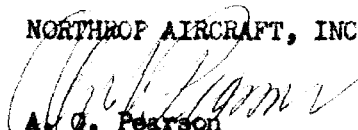
Dear Mr. Bryant:

We want to take this occasion to add our names to the long list of those who have been privileged to benefit from the unselfish efforts of your Larry Miles.

On Friday afternoon, 9 March 1956, his presentation on Value Analysis showed many of us at Northrop Aircraft a new insight into product improvement and cost reduction. Before an audience composed of buying supervisors, a representative of our Engineering Division and a representative of our Manufacturing Division, Larry Miles sold Value Analysis and proved to all of us that "progress" is General Electric's most important product.

It was indeed kind of Larry to take time out from his stay in California, I know at an inconvenience to himself, to share his knowledge with our people. We know that Larry's visit has helped Northrop as well as the defense effort. We indeed feel fortunate to have had a man of so much ability make this presentation.

NORTHROP AIRCRAFT, INC.


A. G. Pearson
Staff Assistant
Procurement Research

AGP:ee

cc: W. A. Sredenschek
L. Miles ✓
Note: Photo attached.