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New York, August 12, 1957

Messrs. S.E. Harnes J. H. Jones
 L.M. Crawford W.V. O'Brien
 W.D. Allen R.W. Smith

[Handwritten signature: J. H. Jones]

Dear Messrs.:

At the Manufacturing Services Review, Larry Miles made one of his stimulating presentations on value analysis and developed for some of us his philosophy in regard to value pricing, using some very intriguing examples.

These value pricing concepts seem to me to be of great potential value and I hope that our product department people are familiar with Larry Miles' work in this area and are giving it thought for application to their work.

During his presentation Larry pointed out to us tabulations of the number of people who have been trained in value analysis work, and the number of top grade people and their locations in the Company. I was very much interested in the tabulation of these by Divisions, and you may be even more interested in the tabulations by Departments which we received from him at the same time. Tabulated below are Larry Miles' figures for the Apparatus Group by Divisions and attached are the tabulations by Department.

<u>Division</u>	<u>Trained</u>	<u>Professional Value Specialists</u>
Motor & Generator	342	8
Turbine	123	3
Transformer	237	5
Switchgear & Control	131	3
Canadian G.E.	75	10
	<u>1008</u>	<u>29</u>

Very truly yours,

Robert Paxton

Attached

APPARATUS GROUP

Canadian General Electric Co.

	<u>Trained</u>	<u>Professional Value Specialists</u>
Apparatus Dept.	29	4
Motor & Control	26	1
Industrial Products	10	1
Civilian Atomic Power	2	0
Electronic Equipment & Tube	2	1
Appliance & T-V Receiver	1	1
Lamp Dept.	1	0
Small Appliance	1	1
Power Transformer	1	1
Total	<u>73</u>	<u>10</u>

Copy to JS Keenan (Sep 57 to
 All Section Managers)