

October 13, 1947.

STRICTLY PRIVATE

Mr. H. L. Erlicher,  
 Vice President,  
 Purchasing Department,  
 General Electric Co.,  
 Schenectady, New York.

Dear Mr. Erlicher:-

I know that you are always interested in the performance of the various purchasing divisions of the General Electric Co., and particularly in their cooperation with and their relation to other units in the company. I am therefore taking the liberty of writing to you personally to express my observations of the performance of Mr. L. D. Miles, Purchasing Agent of the Locke Insulator Corp.

As Development Engineer in the Locke organization, I have, of course, had an opportunity to work with Mr. Miles on many occasions, involving new engineering materials, sources of supply, etc. I have always found Mr. Miles exceedingly cooperative and helpful, and he has never at any time let us down in any of our projects, even though some of them must have been a severe tax to his patience and a severe drain on his time. In fact I think that he has gone well beyond the requirements of his duty, and has always communicated to us any information which he gathered from suppliers or salesmen which he thought might be of interest to us. In this respect his early training as an engineer has undoubtedly been of great value since he recognized immediately the possible connections which might be made between our problems and the offerings of various suppliers.

In addition to his splendid cooperation with the engineering group on technical problems, I think Mr. Miles has done a very fine job in the normal operations of his department. I know of no time during this period of critical material shortages where our production has been curtailed due to failures of sources of supply. I may cite his one outstanding example, his development of an entirely new source of malleable iron (The Lehigh Foundries), at a time when malleable iron was to say the least a critical production item.

I could not close without saying that I have enjoyed my personal relationship with Mr. Miles very much. I am sure that his abilities and personality would fit well into the pattern of any engineering organization.

Very truly yours,

*H. L. Frey*  
 Chief Development Engineer.

HAFrey/LP