

MAIL ADDRESS:

31 St. James Avenue
Boston 17, Mass

CC:


C.W. Bryant-Schenectady
R.A. Osborne-Syracuse

SUBJECT

March 15, 1963

*1 book
MOM*

Mr. L. D. Miles
Manager - Value Service
Materials Service
SCHENECTADY



Dear Larry:

Thank you for enhancing the reputation of our Company by making an outstanding presentation to the Society for Advancement of Management in the Faculty Club facilities of MIT. Just to be sure I was not bias, I talked with quite a few members of the audience and found that they were as pleased as I with your concise and understandable talk on this controversial subject. The Boston Chapter meets once a month and is very choosy in selecting guest speakers. I know you will be pleased to hear that you have drawn the largest crowd this year - more than 90 people. The members of this organization range in stature from presidents of companies down to people whom you would probably call specialists who must qualify as prospective managers. The audience included a generous number of ISO and CSO customers.

I had asked Bob Grady who is Manager of the Industrial Sales District, New England Area because his kind of customers are well represented and Paul Wood because his major customer, Raytheon, has several members in the organization. The feedback they obtained, also, was most complimentary.

Attached is a copy of the notice sent to members which announced you as the guest speaker for this meeting.

Although you will get official thanks from the Society, I did want you to know that your fellow employees benefit from your activity and we certainly are grateful.

O.J. Schopp
O.J. Schopp, District Manager
ELECTRONIC&ELECTRIC PRODUCT MANUFACTURERS SALES
NORTHEASTERN REGION AREA

OJS:ets

Att.