

**GENERAL ELECTRIC**  
GENERAL ELECTRIC COMPANY  
SWITCHGEAR BUSINESS DEPARTMENT  
6901 ELMWOOD AVENUE, PHILADELPHIA, PA. 19142

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CHARLES E. BEDFORD  
GENERAL MANAGER

June 2, 1982

Mr. Larry D. Miles  
Sedgefield Rt. 5  
Box 840  
Easton, Maryland 21601

Dear Larry,

Time passes quickly - as I recalled that our paths crossed about 30 years ago when you gave a seminar on Value Analysis to a group of us in Medium Steam Turbine in Lynn, Mass.

Now I find that the expert wisdom and your approaches are needed to be instilled in a new generation of people in one of our electrical product businesses at our Burlington, Iowa plant - and - I would appreciate your counsel on how you might help us.

I have tried several times to reach you by phone but without success, and I would appreciate your contacting me to determine how you might help us.

Very truly yours,

*Charlie*

C. E. Bedford

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Telephone: (215) 726-3611