

57-13

GENERAL  ELECTRIC

SUBJECT

COPIES:

CW Bryant - NYO

SHELBYVILLE, INDIANA, July 30, 1957

Mr. L. D. Miles, Mgr.
Value Analysis
Materials Service
SCHENECTADY

Dear Larry:

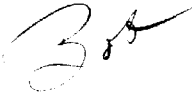
Within a few days following the completion of Value Analysis Seminar here I wrote to Art Vinson. I have just discovered that I neglected to write the most important letter of all -- that, of course, is to you.

You witnessed and, as a matter of fact, were largely responsible for the interest and enthusiasm which was displayed by all of the participants in the Seminar. This interest and enthusiasm could not have been sustained throughout the entire period unless those participating recognized the real worth of the Course and the benefits which they were receiving. I am sure you must take a great deal of satisfaction from the kind of reaction you saw in Shelbyville, and I suppose that is about the only "thanks" you care to receive. I believe the reports we heard at the Elks Club expressed better than words the appreciation of the Industrial Heating Department for the opportunity we had to become acquainted with Value Analysis.

I suppose Mike has reported to you that the following week we met with our component managers to acquaint them with the modus operandi of Value Analysis from this point forward. We have assigned three men to this program on a full time basis and intend to follow this work very actively.

Thanks again for all your help, and now that the Seminar has been completed, I am especially glad that you took the trouble to sell me on the idea.

Sincerely,



R. B. Hanna

RBH/nd