

FLINT & WALLING MFG. CO. INC.
Pumps and Water Systems
90 No. Oak St., Kendallville, Ind.

Richard R. Cole
President

January 19, 1959

Mr. Ralph J. Cordiner, President
General Electric Company
Schenectady 5, New York

Dear Mr. Cordiner:

It is a far, far better thing you have done than has ever been done before. I do not wish to be enigmatical, but to tell you how keenly we at Flint and Walling appreciate the fine seminar that your Mr. Ed Bush and Mr. Paul Binder helped us hold on your sterling Value Analysis program.

The sterling presentation was a stimulus to every one that had the opportunity to participate therein - it was the spark of a new department that is functioning gratifyingly - our appreciation is beyond words to express.

With kindest personal regards,

Sincerely,

Richard R. Cole

RRC
AHF

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Mr. E. S. Bush
c/o General Electric Company
3750 N. Meridian St.
Indianapolis, Ind.

Dear Ed:

Words are a poor medium to express my appreciation for what you have done for us - and to us.

I wish to reiterate how stimulating it is to see people catch fire and start to learn again. I include myself in that category. Suffice it to say that the new department is functioning splendidly - a bit impatient but getting good cooperation from all other departments - I am very happy with them and believe that when Paul is here again he will find that some progress has been made.

I feel that I have made a very fine new friend and value that friendship accordingly.

Regards,

Richard R. Cole

RRC
AHF

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