

To Mr. L. D. Miles, Value Service  
Bldg. 32G - SCHENECTADY WORKS

Date 4/20/59

Dear Larry:

Thanks for your recent letter.

In response to your request,  
attached are some letters.

*File*

Best regards,

*Bill*  
W. L. Healy

# GENERAL ELECTRIC

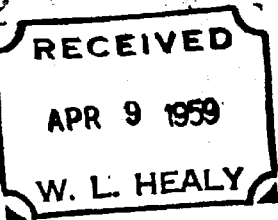
APPARATUS SALES DIVISION

MAIL ADDRESS:

140 Federal Street  
Boston, Massachusetts

SUBJECT

Boston Edison Company



COPIES:

A. Splittberger - Boston  
E. J. Delaney - Boston  
V. L. Cox - Phila. Works  
L. B. Gezon - Phila. Works  
S. R. Rives - Phila. Works  
R. C. Crawford - Phila. Works

April 8, 1959


~~Mr. W. L. Healy~~  
Laboratory Department  
Philadelphia Works

I want to take this opportunity to express the appreciation of all of us for the very fine story which you presented to this customer's engineers and draftsmen last Friday. Perhaps I should also include management in this group since, as you are well aware, several of the customer's engineering and drafting management were also present.

I realize that it probably was a rather rough day on you having to give a rather lengthy and comprehensive story twice in the same day. I can, however, assure you that the reactions of Ed Delaney and myself, and probably what is more important, the reactions of the customer's people who attended this session, should have compensated you for your hard day's work. We feel that this story was exactly what the customer's drafting groups required to start the ball rolling toward more simplified and more modern drafting procedures. I think you gathered from our discussions with the customer's management that a certain amount of internal work has been done along these lines but with limited success. It took your story to really get the ball rolling.

If it were possible, it would be nice for us to follow up in a couple of months or so and see if they have properly interpreted your story and are following the procedures exactly as you intended. A spot check such as this would get them back on the right path if by any chance there is any misinterpretation or deviation when they try to put some of these principals into actual practice.

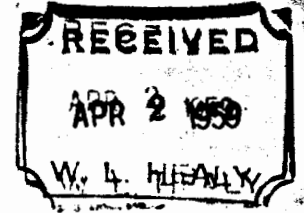
We would like to thank you once again for a very fine job and I feel certain it has brought us considerable good will with this customer.

  
H. L. Emmons  
SWITCHGEAR SPECIALIST  
PRODUCT SALES  
NEW ENGLAND DISTRICT  
HE/ed



STANDARDS ENGINEERS SOCIETY  
SYRACUSE SECTION

March 31, 1959



Mr. W. L. Healy  
General Electric Company  
6901 Elmwood Avenue  
Philadelphia 42, Pa.

Dear Bill:

Both personally and in behalf of the Syracuse Section, SES, I want to tell you how much we appreciated your visit with us at the March meeting of our Section.

Your presentation provoked a lot of discussion, and that is the mark of an excellent presentation.

We are grateful to GE for making your visit with us possible, and if "Progress is GE's Most Important Product" it is because they have men of your caliber working for them.

Kindest regards.

Cordially yours,

ARNOLD B. WHITE  
Section Director

ABW:mh

Reply:  
Research Center  
Carrier Corporation  
Carrier Parkway  
Syracuse 1, N.Y.

100-100

W. L. HEALEY

Very truly yours,

I hope Mr. Smith was aware of the meeting where we are taking an effort to help his organization find, effort and expense. I feel it is quite important that you bring it to his attention if you have not already done so.

Thank you for sending me a copy of your April 2 letter to Mr. Healey. I am glad Mr. Healey's presentation was so well accepted. We are glad to have him make these presentations as long as you can capitalize by obtaining more business for General Electric and, particularly, for this Division.

Dear Mr. Healey:

MR. E. L. HENSON  
Botanical Specialist  
Product Sales  
New England District  
BOSTON, MASS. OFFICE

Laboratory Department, Philadelphia  
April 10, 1959

W. L. Healey  
E. C. Crawford  
E. H. Hagan  
L. B. Gannon  
E. J. Dolan  
A. Spitzberger

RECEIVED  
APR 10 1959  
W. L. HEALEY

BOSTON EDISON COMPANY