

GENERAL ELECTRIC

COMPANY

ELECTRONIC COMPONENTS

DIVISION

RECTIFIER COMPONENTS
DEPARTMENT

11840 WEST OLYMPIC BOULEVARD, LOS ANGELES, CALIFORNIA . . . TELEPHONE GR 9-7763

February 1, 1963

Mr. Larry D. Miles
General Electric Company
1 River Road
Schenectady 5, New York

Dear Mr. Miles:

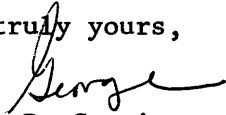
Your talk to the Bendix-Pacific management people last week was of very great interest to me. Even though you were talking about Value Engineering, it seemed to me that some of your comments were equally applicable to other business functions.

As an example, you mentioned that one question that the value engineer should always ask about equipment and a specific part in that equipment is "What is it's function?" Certainly in thinking about the work to be done in a business office whether it be in marketing, manufacturing, or engineering, the same question might be asked regarding procedures. What is the function or the purpose of the procedure? As a result of your talk, you have given me certain perceptiveness toward the function of work to be performed. No longer will I be bound by what has been done before, but will look at it in the light of what is to be done from here on.

After talking with several of the Bendix-Pacific people, I find that your message was very well received. Further, it has helped our component in our relationship with the Bendix people. We now have a substantial order up with them, which I now feel confident we will be able to obtain.

Thanks again for your time and message.

Very truly yours,


George R. Curtiss
Manager - Sales

GRC:f

*Curtiss
1/2/63*