

## SYLVANIA

Sylvania Electric Products, Inc. A subsidiary of General Telephone & Electronics Corporation

Electronic Systems  
Division Headquarters  
63 Second Avenue, Waltham 54, Mass.

August 11, 1961

Lawrence D. Miles  
Manager of Value Services  
General Electric Company  
Schenectady, New York

Dear Larry:

Just to report the excellent progress we have made at Sylvania this year with Value Analysis and Engineering.

1. Trained 25 Value Engineers.
2. Trained 18 Value Engineering Instructors.
3. Completed 12 V/E 40 hour Seminars.
4. Saved almost 3/4 of a million dollars.
5. Trained 150 Electro-Mechanical Design Engineers in 40 hour V/E Seminars and additional 50 manufacturing and procurement people.

We are now using V/E in all phases of our business-using your techniques throughout.

All divisions of GT&E have also asked us for our help. Arrangements have been made to work on the whole operation. It looks as if it will be accepted.

Thank you for getting me started as a vendor of Value Analysis several years ago. I have done everything I can to promote this valuable management tool.

Cordially,

ROBERT J. GILLESPIE  
S. E. S. Divisional Value Engineering  
Coordinator