

GENERAL  ELECTRIC

C O M P A N Y

MATERIALS SERVICES DEPARTMENT

**1 River Road
SCHENECTADY 5, N. Y.**

April 15, 1955

Mr. A. Douglas Dodge
Prod. Asst.
Veeder-Root Incorporated
Hartford 2, Connecticut

Dear Mr. Dodge:

Your inquiry originally directed to the "Director of Personnel" has come to me.

We are attaching three published articles that we have on Value Analysis, hoping they will arrive on time to be some assistance in your program.

Very truly yours,

R. E. Fountain
Value Analysis Services

REF/f
Enc.

VEEDER-ROOT INCORPORATED

HARTFORD 2 · CONNECTICUT · U. S. A.

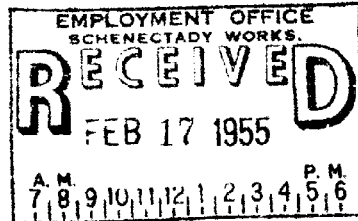
TELEPHONE JACKSON 7-7201

CABLES "CYCLO" HARTFORD

February 15, 1955

*Mr Hutchinson
we have not
acknowledged,
ADH
4/9/55*

Director of Personnel
General Electric Company
Schenectady, New York



Dear Sir:

I understand that among the job classifications in G.E. is one commonly referred to as "Value Analyst". My informant says this is a man charged with liason between the various departments and functions within the company and the salesmen from the outside.

I am unable to obtain any detailed information in this area, so I am writing in the hope you will be able to provide a job write-up, giving specifics. There seems, on the surface, to be a need for such a job here in Veeder-Root, and I am in the process of writing up the problem and presenting my solution, incorporating my concept of a "Value Analyst" as expressed in brief above, to our management.

*Senior
us*

Should you be kind enough to supply the information I need, I would be most grateful.

Sincerely,

A. Douglas Dodge
Prod. Asst.

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