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Hotpoint Inc.

5600 W. TAYLOR STREET, CHICAGO 44, ILLINOIS

A GENERAL ELECTRIC AFFILIATE

December 7, 1950

Mr. L. D. Miles
General Electric Company
Purchasing Department
1 River Road
Schenectady, New York

Dear Larry:

Thanks for your letter of November 24. We are pleased to have had a small opportunity to show our appreciation for the most educational evening you gave us.

Am looking forward to receiving a transcript of your talk.

Sincerely,

Manager
General Purchasing Division

Harold A. Berry
MGH

... Pioneer of the All-Electric Kitchen ...

RANGES • WATER HEATERS • REFRIGERATORS • FREEZERS • DISHWASHERS • DISPOSALS
CLOTHES WASHERS • DRYERS • IRONERS • CABINETS AND SINKS

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December 11, 1950

Mr. H. A. Berry, mgr.
General Purchasing Division
Hotpoint, Inc.
5600 W. Taylor Street
Chicago 44, Illinois

Dear Harold:

Attached is a copy of the reprint of the Value Analysis presentation given in Cleveland which substantially covers the material used in Chicago.

A few other items were covered informally. If it would assist for me to prepare an abstract of them from my notes, I will do so; otherwise, you may properly consider that this is substantially the talk used.

Very truly yours,

GENERAL ELECTRIC COMPANY

L. D. Miles
PURCHASING DEPARTMENT
Value Analysis Division

LDM:AFM

Att. (1)