

GENERAL  ELECTRIC

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INDUSTRY CONTROL DEPARTMENT  
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Hal Jones - Room 158

Roanoke - August 31, 1959

M. L. E. Miles  
Manufacturing Services Division  
SCHENECTADY, N. Y.

Dear Larry:

We were pleased to have the opportunity to review our cooperative Value Control program with Messrs. Miller, Chambers, Fontaine, Hvamb and yourself on your recent visit to Roanoke.

It is our opinion that this Value "Control" approach offers several advantages over value analysis in designing products for producibility and for improved costs.

Among these advantages is the important one of using a value standard for a specific function as a measurement guide. This enables us to put all parts of a design in proper perspective and permits us to concentrate on those items offering the greatest potential savings.

A second and perhaps even more important advantage is that Value Control being a multi-function effort greatly improves the working relations between functions by introducing ideas and improvements early enough to be incorporated before either drawings are done or manufacturing tools are fabricated.

We are enthused with the results to date, and we urge you to complete your basic value standards as early as possible, as this will permit us to make faster progress.

Very truly yours,

B. W. Mahoney  
General Manager

BWM/c