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A.T. Kearney & Company

135 South La Salle Street

Chicago 3

November 5, 1957

Telephone STate 2-2868

Mr. Lawrence D. Miles
Manager of Value Analysis
General Electric Company
1 River Road
Schenectady, New York

Dear Mr. Miles:

You will receive a letter from the Industrial Management Society thanking you for the excellent presentation which you made during the recent convention. However, in addition to that I want to tell you how much I enjoyed meeting you and hearing of the startling results which are obtained by the techniques and the organization which you have developed in your Company.

The attendance at the session where you spoke, and particularly at the "person to person" session afterward was indicative of the interest in your subject and the value placed upon it by those by those who listened.

Thank you again for your generosity in giving up your time and energy to be with us.

Cordially,

Frank Buese

Frank Buese

FB:ph