

Spec. Comments

63-32

September 27, 1963

Mr. E. S. Thompson
Defense Programs Operation
General Electric Company
3325 Wilshire Boulevard
Los Angeles 5, California

Dear Mr. Thompson:

Mr. H. B. Miller has seen your letter of September 20th, and has asked me to acknowledge it for both of us in his current absence.

Naturally, we are pleased that Larry Miles has fostered the name of General Electric in connection with the Value Symposiums that have been conducted in five locations throughout the country. I attended the conference in New York and there was no doubt that General Electric was given considerable credit as the originator of Value Analysis work under Larry Miles.

It is my personal feeling that General Electric has not exploited its leadership and opportunities in this field, as it appears to me would have been possible through greater use and publicity when seeking contracts in the Product Departments. I do not believe we should let this opportunity pass without further action on the company's part.

Thanks for your expression of appreciation for Larry's contribution.

Very truly yours,

C. W. B.

C. W. Bryant
Manager - Materials Service

cc:

Messrs. H. B. Miller
N. Burgess
L. D. Miles ✓

dl

GENERAL ELECTRIC

DEFENSE PROGRAMS OPERATION
3325 WILSHIRE BLVD.
LOS ANGELES 5, CALIF.

20 September 1963

SUBJECT

CW Bryant
Will you pls acknowledge this for both of us
Thanks
NSP
9/23/63

Handwritten signature
RECEIVED
SEP 21 1963

COPIES: N. Burgess - WILSHIRE
CW Bryant - NEW YORK

RECEIVED
SEP 23 1963
W. H. MILLER

Mr. HB Miller, Vice President
Manufacturing Services
570 Lexington
NEW YORK

The enthusiastic response from the high level members of Aerospace & Defense industry in Southern California to the Value Symposium, conducted by the Department of Defense and NSIA on 18 September here in Los Angeles, prompts me to tell you about the outstanding job which has been done by Larry Miles in his Value Service work.

The Deputy Assistant Secretary of Defense - George Fouch, Brig. Gen. J. A. Goshorn - U.S. Army, and Brig. Gen. M. C. Smith - U.S. Air Force, had very nice things to say about Larry in their formal presentations.

Larry's presentation was, as usual, well prepared and I know it was well received.

On the following day Larry spent the morning briefing our DPO Sales Representatives on the five Value Symposia which have been conducted in Washington, Dallas, New York, Chicago, and Los Angeles, and clarified for all of them the meaning of the new Value Engineering clauses now appearing in ASPR and which are a requirement for all government contracts negotiated after 1 September this year.

Larry also had a talk with Col. R. E. Sims, USAF, Space Systems Division, at lunch yesterday and I know that our reputation has been enhanced by the discussion they had. Col. Sims is responsible for the procurement of some one billion dollars worth of Research and Development contracts.

On several occasions during the past few years we have arranged for Larry to talk to high level and working level people in our major aerospace customer organizations and all of them have now followed the initial presentation by establishing strong and capable Value Engineering components in their companies.

I want you to know that we deeply appreciate all the things that Larry has done for us here.

ES Thompson

ES Thompson