

Aug. 31, 1982

Mr Herbert Lowe Stukart, Dir.
K Industries
Kiabin Do Parana
de Celulose SA
Rue Formosa 367 18 Andar
01049 Sao Paulo SP

Dear Herbert;

It has been many weeks since we dined with you and your charming wife in Los Angeles, and again in Mass. but Eleanor and I so often re-discuss the pleasantness we enjoyed.

Our plans are complete to fly to Athens on Oct. 10, then board the Stella Solaris of the Sun Line for a weeks cruise around the Greek Islands and up to Istanbul. We then go to Frankfurt and present a second stage of our technology in a repeat performance to a group there, on the 21st. Then, after a few days - home again.

Meanwhile we have high anticipation of our opportunities and pleasures in Brazil in Nov.

I can now follow through on my wish for you to have all three chapters of my story to PURCHASING WORLD magazine on Quality Circles. Here are #s 2 and 3 of the three part group.

To help me a little in thinking and planning the materials and thoughts I bring to Brazil, I'll ask a few questions. Just give me your general "beliefs" now, if situations change, it wont matter.

Roughly, how will the interests of those to whom I speak divide?

- A. Purchasing and Procurement.
- B. Engineering and Manufacturing.
- C. Management.

In any presentation I can include material that best meets the experience, needs and interests of any of the three.

I am assuming that my letter with the general information for which you asked got through, or you would have repeated the request.

Best of Success to You.

Larry Miles

SOLVE YOUR PROBLEMS BETTER AND QUICKER

Prepared For FLOTILIA 4-5, U.S. COAST GUARD AUXILIARY, 6 July 1982

From "DOUBLING THE PRODUCTIVITY OF THE HUMAN MIND" 8A010.

ALWAYS FULLY DO

1. DECIDE "EXACTLY WHAT ARE WE TRYING TO DO"
2. GET KNOWLEDGE
 - * GENERAL
 - * FUNCTION
 - * COST/FUNCTION
3. STATE SOLUTION WANTED TO INDIVIDUAL PROBLEMS SUCCINCTLY,
EACH STARTED WITH THE PHRASE "HOW MIGHT WE ---"
4. HAVE INTENSE CREATIVITY
5. DEVELOP BEST OPTIONS

THIS COMPUTER-LIKE SYSTEM

PREVENTS

- * ACTING ON PARTIAL INFORMATION
- * DOING WHAT "EXPERIENCE" DICTATES
- * USING ONLY THINKING FROM THE PAST
- * USING BASICALLY OLD APPROACHES

GETS

- * MORE CREATIVE AND INNOVATIVE IDEAS
- * NEW APPROACHES
- * FULL KNOWLEDGE OF NEEDED FUNCTIONS AND RELATIVE COSTS
- * MUCH BETTER OVERALL THINKING

...LHM...