

Professional & Reference Division

McGraw-Hill Book Company

1221 Avenue of the Americas
New York, New York 10020



April 30, 1984

L.D. Miles
Sedgefield
Route 5, Box 840
Easton, MD 21601

Re: TECHNIQUES OF VALUE ANALYSIS
AND ENGINEERING

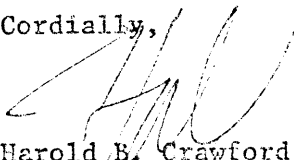
Dear Larry:

We need to touch bases once again on the possibility of developing a third edition of your excellent book. During our telephone conversations I do believe I asked you to put together a plan for the revision. The various newspaper articles you've sent are very interesting and impressive; but we do need some specifics. Please describe as completely as possible the ways you will change and update the book. A section-by-section run-down would be particularly helpful. In addition, you should indicate how the market for the book has changed since the second edition was published. We've sold about 13,500 copies of the 2/e since it was published in 1972. We need to be convinced that we will do better than that with a new edition.

I'm pleased to also tell you that your new McGraw-Hill editor will be on board with us on May 14. Her name is Betty Sun and I'm sure you will enjoy working with her. Please send your Third Edition proposal to her. I'll be filling her in on our discussions in the meantime.

We look forward to hearing from you soon.

Cordially,



Harold B. Crawford
Editor in Chief
Technical Books

P.S. I do hope you've received the 20 copies of the Second Edition you ordered. In answer to your question we currently have approximately 793 copies in stock.

cc: Betty Sun