

To

Hall Tufty

L. D. MILES

SEDGEFIELD

RTE. 5, BOX 640

EASTON, MD. 21601

Ph. 301 - 622-3271

11 8 78

DATE

SUBJECT

Dear Hal;

We're back again from an exciting and very successful trip. We took a couple of days and ran up to Suoel Korea too.

Thank you for the return of the "Parker Papers", and for the new issue of Value Digest.

Enclosed for your information and use as you may wish is an english translation copy of the Japanese 11th Annual SJVE conference program.

The breadth of their coverage of VE is very important. I expect the attendees received much of usable value. I have their book of speeches, but of course it is in Japanese.

Their facility could accomodate 700 persons. They cut-off registrations after that point and operated with a full-house.

You may want to send a copy of it to the Washington 1979 SAVE Planners, for suggestions to them.

Best Regards

Larry

To

Mr. Ke Lewis

L. D. MILES

SEDGEFIELD

RTE. 5, BOX 840

EASTON, MD. 21601

Ph. 301 - 822-3271

NOV 15 1978

DATE

SUBJECT

map  
with DC  
& Sedgefield

Good Morning;

Kindly provide a copy to Mr. Vero-  
and all others to whom they might  
be helpful -

Thank you

Sincerely,  
Larry Miles

To

Mr Akira Kodama  
IBAM

L. D. MILES

SEDFIELD

RTE. 5, BOX 840

EASTON, MD. 21601

Ph. 301 - 822-3271

11 8 78

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Dear Mr Kodama;

For flawless arrangements, thoughtfulness and execution, Eleanor and I thank you.

From my rather vague letter of preferences, further changed by our "last minute" emotional stresses, you put together exactly the best schedule for us.

The result was that we had adequate rest periods while in Japan, we returned in the best of health, we have a feeling of satisfaction that we provided some useful approaches to some deserving people in this world of increasing competition.

Throughout all, great values came to us from the warmth of personal friendships on all occasions. Many Thanks and much Appreciation, we send to you, your associates, and those with whom you made such fine arrangements.

Sincerely,

Larry and Eleanor Miles

KWIK-MEMO

FORM KW-30 CARL CO. LISBON OHIO

FOUR

To

Mr Akira Kodama  
IBAM

L. D. MILES

SEDFIELD

RTE. 5, BOX 840

EASTON, MD. 21601

Ph. 301 - 822-3271

Nov. 8, 1978

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Dear Mr Kodama:

In Nagoya, we were met at the train by the gentleman you introduced to us in Tokyo, and others. We were taken to the Nagoya Castle Hotel to a beautiful 10th floor suite facing the castle. After a little rest, we were taken to an interesting restaurant and served a delightful evening long Japanese dinner. Every minute was great.

In the morning, Mr Ryosuke Koga and our delighting friend and former interpreter, Mitsuko Matsuno, took us to the fascinating flower show and castle. We enjoyed it greatly.

After a very pleasant lunch we found a very well set up meeting room with about 30 attendees. Our interpreter, Mr Noriyuki Murata was a very superior communicator and also easy for me to work with. I felt that we were probably communicating well to the group. A fine experience.

Our visit was made an experience of high pleasure by the thoughtfulness helpfulness and friendship of Mr Yuki Mastura and Tsutomu Hibi in addition to Mr Ryosuke Koga, Mr Noriyuki Murata and Mrs Mitsuko Matsuno. And - others, whose names I do not recall, contributed.

Would you express our appreciation to those who were our hosts on such a joyous occasion. The beautiful Hotel Suite, the delighting Japanese dinner, the Japanese lunch, the sightseeing and others. Kayaba Industries and others.

Sincerely, Larry and Eleanor Miles

KWIK-MEMO

FORM 44-38 CARL CO., LISBON, OHIO

FOLD

To

Akira Kodama,  
IBAM

Dear Mr Kodama;

L. D. MILES

SEDGEFIELD

RTE. 5, BOX 640

EASTON, MD. 21601

Ph. 301 - 822-3271

11 8 78

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

To help Japanese Purchasing People to fully understand the 10 examples used to illustrate the 10 Function Buying Principles in my recent talk, I enclose the following references.

Page numbers refer to the FIRST EDITION of my book, already available in Japanese language. Japanese translation unless otherwise stated.

- ITEM 1 "Dust Cover". No picture so I cannot identify the translation page, but the description in my FIRST EDITION is on page 49.
- 2 Page No. 94.
  - 3 Again, in the English copy of the FIRST EDITION page 75.
  - 4 Page 229.229
  - 5 " 232
  - 6 " 47
  - 7 " 346, top of page.
  - 8 " 142
  - 9 " 81 and 82
  - 10 " 113.

Sincerely,

Larry Miles

FOLD

To

Professor Tamai  
IBAM

Courtesy Akira Kodama

L. D. MILES

SEDFIELD

RTE. 5, BOX 640

EASTON, MD. 21601

PH. 301 - 822-3271

11 8 78

DATE

SUBJECT

Dear Professor Tamai;

It was very pleasant to be with you again and to enjoy your friendship.

And, thank you much for the part which allows me to use a flash with my fine new camera. I now have an electronic flash. It all seems to work beautifully. Soon I'll have a film developed, then I'll really know how "I'm doing".

It will bring some real advances forward in the superior Japanese Value Engineering programs when they can use the orderly teaching and "doing" arrangements of the techniques in the Second Edition. I will certainly, during November as you requested, provide a "Forward", and a picture. Thank you.

I certainly hope and expect that you will find your VE consulting work with OLYMPUS ~~TO~~ be both interesting and valuable to you and to them.

Sincerely,

Larry Miles

To

Mr Narasaki  
IBAM

Courtesy Akira Kodama

L. D. MILES

SEDGEFIELD

RTE. 5, BOX 640

EASTON, MD. 21601

Ph. 301 - 622-3271

11 8 78

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Dear Mr Narasaki;

Words can convey an expression of evaluation and appreciation for your work, your helpfulness and your friendship. You were GREAT.

Your organization of arrangements and details, your absolute responsibility, your thoroughness, your thoughtfulness, your punctuality - all absolutely 100%.

As an interpreter, you were very easy to work with. You readily understood me, and all indications were that you were getting my meanings across to the audience.

It is a great source of satisfaction to us to see you grow in skills, responsibility and competence.

Sincerely,

Larry and Eleanor Miles

FOLD

**NEC** Nippon Electric Co., Ltd.

**YUKIO SATO**

ASSOCIATE SENIOR VICE PRESIDENT  
AND DIRECTOR

33-1 SHIBA GOCHOME  
MINATO-KU, TOKYO 108, JAPAN  
TEL (03) 454-1111

**NEC** 日本電気コストコンサルティング株式会社

総務部長 *Mgr. General Admin. Dept.*

塩田光男  
*Mitsuo Shiota*

東京都港区芝二丁目31-25(日電別館)〒105  
TEL (03) 455-1111 (大代表)  
直通 (03) 454-2751~3

**NEC** *5th And Kusno*  
Cost Consultants, Ltd.

*HAMAWAKI Sp*  
**FUMIHIKO SHIMURA** *Guide*  
VICE PRESIDENT AND  
DIRECTOR

NICHIDEN BETSUKAN BUILDING,  
31-25, SHIBA NICHOME, MINATO-KU,  
TOKYO 105, JAPAN  
TEL (03) 454-2751



# NEC 日本電気株式会社

取締役  
製造管理部長

佐藤 幸雄

東京都港区芝五丁目33-1(日本電気本社ビル)〒108

TEL (03) 454 - 1111 (大代表)

## 業務品目

- ・ 製品のコストダウンと機能の向上
- ・ 製造工程の改善と省力化
- ・ 創造力開発
- ・ 信頼性の向上
- ・ 正しいコストのとらえ方  
等 企業内の種々の分野にわたる  
機能向上とコストダウンの  
実地指導教育訓練をお引受けします。

# NEC 日本電気コストコンサルティング株式会社

取締役

志村 文彦

東京都港区芝二丁目31-25(日電別館)〒105

TEL (03) 455 - 1111 (大代表)

直通 (03) 454 - 2751 ~ 3

TO

Akira Kodama  
IBAM

L. D. MR

SEDGEFIELD

RTE. 5, BOX 848

EASTON, MD. 21601

Ph. 301 - 822-3271

FOLD

Nov. 8 1978

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Dear Mr Kodama;

As opportunity presents itself, would you express for us, our deep appreciation to the many people at Nippon Electric Co. Ltd. for their arrangements, companionship, friendship and courtesies which made our experience with them such a high pleasure.

The interested attentive audience, and the exciting delighting dinner in the company club were exhilarating.

We much enjoyed getting to know Mr Yukio Sato, Mr Mitsuo Shiota and Mr Hamawaki, and it was great to renew acquaintance with Mr Shimura.

There may also have been others whose names we do not recall. If so we express appreciation to them also.

With Warmest Greetings,

Larry and Eleanor Miles

To

Akira Kodama  
IBAM

L. D. MILES

SEDFIELD

RTE. 5, BOX 840

EASTON, MD. 21801

Ph. 301 - 822-3271

11 8 78

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Dear Mr Kodama;

For the camera, and the thoughtfulness in the award, Eleanor and I thank you all very, very much. It is a fine camera, and we like pictures. We much appreciate it, and the group who sent it.

Professor Tamai provided the attachment for a flash, we got an electronic flash, also a wide angle alternative lens, and a filter to make the clouds beautiful.

Now, with great anticipation, we have finished one roll of film and are almost "holding our breath" until it comes back, developed. Until then, I don't feel safe to "bragg". After that, maybe I will.

Our Warmest Greetings,

Larry and Eleanor

KWIK-MEMO

FORM 14-51 CARL CO. LISBON, OHIO

FOLD

To

Toshio Tanaka  
IBAM

Courtesy Akira Kodama

L. D. MILES

SEDGEFIELD

RTE. 5, BOX 840

EASTON, MD. 21601

Ph. 301 - 822-3271

11 8 78

DATE \_\_\_\_\_ SUBJECT \_\_\_\_\_

Dear Toshio Tanaka;

One of the treats in coming to Japan, is the opportunity to share more experiences with you. Fortunately, we were greatly so blessed again this time.

THANK YOU.

In making Mr Narasaki available to us, and in yourself joining us and helping us on a number of occasions, you brought genuine pleasure.

--- even up to the last minute, when you and Mr Kodama even paid our 2000 yen airport tax at departure from Tokyo. GREAT! - and continued good success to you.

Sincerely,

Larry and Eleanor Miles