

November 17, 1965  
2715 - 29th Street, S. E.  
Washington, D. C. 20020

Mr. L. C. Michelson  
Director of Public Arrairs  
Republic Steel Corporation  
P. O. Box 6778  
Cleveland, Ohio 44101

Dear Gene,

Thank you so much for the check and for the good words you are saying about the book.

You go right ahead and use those samples in your management program. When it is convenient, send me a list of them so that I may check my supply; then I will know whether or not we can permanently spare them. In the meantime, go ahead and make good use of them.

Warmest regards,

L. D. Miles

LDM:hr



# REPUBLIC STEEL CORPORATION

GENERAL OFFICES: REPUBLIC BUILDING

CLEVELAND, OHIO

L. C. MICHELON  
DIRECTOR OF PUBLIC AFFAIRS

B. R. BENNETT  
ASSISTANT DIRECTOR OF  
PUBLIC AFFAIRS

MAIL ADDRESS  
POST OFFICE BOX 6778  
CLEVELAND, OHIO 44101

November 8, 1965

Mr. Larry D. Miles  
2715 - 29th Street, S. E.  
Washington, D. C.

Dear Larry:

Well, we got the Value Analysis show redone and apparently in good style.

I really don't know what we would have done without your samples and cooperation in this whole area, Larry.

I wrote to McGraw-Hill, and got their permission to adapt the several sections of the first chapter of your book. I hope that reference to it will stimulate its sales, thus giving you back additional income for your very valuable cooperation.

We're running a little management program for the National Metal Trades here in Cleveland, and I'm planning on incorporating a conference on Value Analysis since I think it will of particular value for first-line supervisors. Can we purchase the samples you sent me? Or do you have a duplicate set that you might be willing to sell us? I don't believe a conference, without samples, would be particularly useful and therefore would appreciate the samples you sent or any others that might permit us to give a person a preliminary view of what Value Analysis is all about.

I'm sending this letter to both addresses, in case you're in between the two.

With best personal regards,

A handwritten signature in cursive script, appearing to read "Gene".

Gene Michelon

LCM:hc



October 19, 1965

McGraw-Hill Book Company, Inc.  
330 West Forty-Second Street  
New York 36, New York

Attention: Permissions Desk

Gentlemen:

Mr. Lawrence D. Miles, author of your textbook, "Techniques of Value Analysis and Engineering," has been cooperating closely with me in reviewing the enclosed script for a chapter on Value Analysis that will appear in a book I am coauthoring for publication in January.

The first part of the chapter is adapted from several parts of Mr. Miles' book, and I have included the credit to him and McGraw-Hill in the manner shown.

I would appreciate your formal permission to adapt the material with the footnoting indicated.

Sincerely,

LCM:hc

L. C. Michelon

Enclosure



# REPUBLIC STEEL CORPORATION

GENERAL OFFICES: REPUBLIC BUILDING

CLEVELAND, OHIO

L. C. MICHELON  
DIRECTOR OF PUBLIC AFFAIRS

B. R. BENNETT  
ASSISTANT DIRECTOR OF  
PUBLIC AFFAIRS

MAIL ADDRESS  
POST OFFICE BOX 6778  
CLEVELAND, OHIO 44101

Mr. Larry D. Miles  
MILES ASSOCIATES  
1499 Keyes Avenue  
Schenectady, New York 12309

October 25, 1965

Dear Larry:

I had some very bad news from South Carolina. Apparently, they were trying to dub a duplicate tape from the master I made on Value Analysis, and somehow erased my entire presentation. The tragedy is that this was one of the best conferences I did on television.

Now the problem is I must ask you again to borrow your samples so as to make the tape all over again. I hope you can spare the same parts for me, and I am making out an invoice for you in the amount of \$100.

Also, I wanted you to know that I have sent the chapter on Value Analysis that appears in our forthcoming book to McGraw-Hill, to obtain their permission for making the adaptations from your book. I think this will further stimulate the sales of your book on "Techniques of Value Analysis and Engineering" all over again, and I certainly hope so.

Cordially,

A handwritten signature in cursive script, appearing to read "Gene Michelon".

Gene Michelon

LCM:hc

Enclosure