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Aug. 30 1973

Mr Koji Kobayashi, Pres.  
Nippon Electric Co, Ltd.  
Tokyo.

Dear Mr Kobayashi;

Thank you for your much valued letter of July 3 1973.

We have benefited much by the acquaintance of men from your company and are much pleased that they have told you about it.

Mr Onozuka made important contributions during his attendance at our conference. More than that, he helped those of us who had had little prior experience with your countrymen, to become informed, to learn of the warmth of the good Japanese personality. This was an important factor in my moving my expected visit to Japan ahead, and enjoying it last year.

Mr Hamawaki, endeared himself to us as such a pleasant thoughtful and helpful host during our visit. We were indeed much honored and much helped by him.

We received and enjoyed many courtesies from Mr Shimura during our visit, and again this year at the Chicago conference were much benefitted by the discussions and thoughts which he presented. I much like the name "Value Innovation" which he presented, and the techniques which he is developing. Eleanor and I would have much enjoyed having him as a guest in our home, but, alas, we were driving across the country from Chicago, at the time, and could not fit into his schedule.

If I can assist any of your people at any time, I know that they will not hesitate to make their wishes known to me. When any of you are in the Washington DC area we will consider it an honor to be advised, so that we can extend the hospitality of our home.

Sincerely,

*Larry Miles*  
Larry Miles

**NEC**

**Nippon Electric Company, Limited**

33-1, Chiba Gochome, Minato-ku, Tokyo 108, Japan

KOJI KOBAYASHI  
PRESIDENT

July 3, 1973

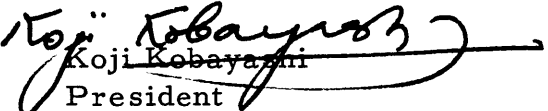
Mr. Lawrence D. Miles  
Sedgefield, R. T. 5, Box 840  
Easton, Maryland 21601  
U. S. A.

Dear Mr. Miles:

Mr. Shimura, who participated in your 1973 SAVE National Conference, has told me that the panel discussions were most interesting and the exchange of views with other participants proved very useful to him in being informed of the present status of other countries' activities in this field. He especially appreciated the opportunity given to him to report on NEC's Value Innovation. He would be more than happy if his report should have been of some interest to the attendees.

I wish to express to you my deep appreciation for all the courtesies and assistance which you have extended to Mr. Shimura and for the encouragement and guidance given to him. I wish you every success in your future conferences.

Sincerely yours,

  
Koji Kobayashi  
President

**NEC**  
**Nippon Electric Company, Limited**

7-15, Shiba Gochome, Minato-ku, Tokyo 108, Japan

June 15, 1973

Mr. and Mrs, Lawrence D. Miles  
Sedgefield, RT. 5, Box 840  
Easton, Maryland 21601.  
U. S. A.

Dear Mr. and Mrs. Miles:

After the very impressive and enlightening participation in the 1973 SAVE National Conference in May, I returned to Tokyo on May 26th and I am back to my office.

I have no adequate words to fully express my sincerest feeling of thanks for your thoughtful kindness.

Especially, I shall always remember your thoughtful and instructive advices I had after I finished my speech in the conference.

I reported to my president and general mager that you recognized our efforts for Value Innovation. They appreciate it very much.

I hope our closer relationship across the ocean and continent will last forever. Whenever you feel that I'd be of any help to you, please feel quite free to write me so. Then, I will be very happy to be at you service.

Our people, Mr. Hamawaki and Mr. Onozuka wanted me to convey their best regards.

Sincerely yours,

*Fumihiko Shimura*

Fumihiko Shimura  
Manager  
Value Innovation Department  
Purchasing Division

# NEC

## Nippon Electric Company, Limited

7-15, Shiba Gochome, Minato-ku, Tokyo 108, Japan

April 26, 1973

Mr. and Mrs. Lawrence D. Miles  
Sedgefield, R. 5, B-840  
Easton Maryland 21601  
U. S. A.

Dear Mr. and Mrs. Lawrence D. Miles:

We really hope that this letter will find you doing well in the most important VE/A activities in all over the world as an initiator.

We sometimes remember your enlightening speach we had in our company in last October and the deeply impressed SAVE Miami Conference in last June.

Now, this time, we received SAVE's letter inviting our people to participate in 1973 SAVE Chicago Conference.  
Our president decided to send Mr. Shimura to the conference.

Mr. Shimura (the man in the enclosed picture) is the manager of our VE department. Knowing to your previous letter that Mrs. Miles showed her interest on Japanese Dance (Nihon Buyo as we call) he should like to talk to you about it. His wife is a teacher of "Nihon Buyo".

It'd be most grateful if he could have an imformal meeting with you at the assembly hall of SAVE in Chicago on June 13. 14. or 15, or in Washington Area on May 16. or 17.

*will be at home*

*on 18th - 19th - etc -*

Sincerely yours,

*E. Hamawaki*

*F. Shimura*

*H. Onozuka*

E. Hamawaki General Manager.  
F. Shimura Manager.  
H. Onozuka Assistant Manager.

Value Engineering Department  
Nippon Electric Co.