



THE JAPAN STEEL WORKS, LTD.

HIROSHIMA PLANT

(K. K. NIHON SEIKOSHO HIROSHIMA SEISAKUSHO)

FUNAKOSHI-CHO, AKI-GUN, HIROSHIMA-KEN

JAPAN

HEAD OFFICE

12, I-CHOME, YURAKUCHO,

CHIYODA-KU, TOKYO

TELEPHONE:

HIROSHIMA 81-1211

Mr. & Mrs. L. D. Miles
Sedgefield Route 5
Easton, Maryland 21601
U. S. A.

March 14, 1973

Dear Mr. & Mrs. Miles:

How time flies! Neary five months have already passed since I had the pleasure of meeting you here, but I hope that you are both getting along well as ever.

As you are perhaps aware, Mr. Kitamura is scheduled to leave Japan on the 26th as a member of the "VE and Cost Reduction Study" World Tour Group. Mr. Kitamura has ably assisted me in the promotion of our Value Engineering program at our plant from its inception. I feel that the coming tour will be very beneficial to him as well as to our plant in gaining broader perspective in this field of endeavor, in which we look upon the United States as an ideal model.

This being the first trip abroad for Mr. Kitamura, he may often find himself feeling lost. I hope you will be kind enough to render him every possible assistance and guidance, which I personally would appreciate very much.

With very best wishes to you both,

Yours sincerely,

Takashi Oguri

Takashi Oguri

Managing Director and

General Manager

The Japan Steel Works, Ltd.

Hiroshima Plant

c.c. Mr. Carlos Fallon



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March 14, 1973

Mr. Carlos Fallon
1143 Loxford Terrace
Silver Spring, Maryland 20901
U. S. A.

Dear Mr. Fallon:

I hope this letter will find you in the best of health and trust that you are continuing to take an active part in Value Engineering as ever.

It is my great pleasure today to inform you that Mr. Yasuhiro Kitamura, Assistant General Manager of our plant here has become a member of the "VE and Cost Reduction Study" World Tour Group, which leaves Japan on March 26th. He has taken great interest in Value Engineering since we implemented the program here in 1967 and looks forward to the coming trip to the United States in particular.

Any guidance and assistance you may be kind enough to render him during his visit will be most highly appreciated by Mr. Kitamura as well as me.

Wishing you continued success and good luck,

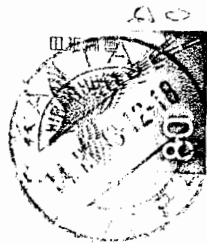
Yours sincerely,

Takashi Oguri
Takashi Oguri
Managing Director and
General Manager
The Japan Steel Works, Ltd.
Hiroshima Plant

c.c. Mr. & Mrs. L. D. Miles

Takashi Oguri

Managing Director and General Manager
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Japan



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Easton, Maryland 21601
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BY AIR MAIL
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