

82-3

July 16, 1982

III Encontro Nacional De Administracao De Material  
Salvador, Bahia But.

Gentlemen;

Thank you for the kind invitation to attend the August 16 Congress. I regret that I am not able to attend, but hope that I will be able to greet you personally when I expect to be in your country in November.

Superior benefits in procurement and in Materials Management result from the use of some of the methods in the basic system. Extensive benefits are being produced in the overall qualities, costs, and productivity by companies, worldwide, which are starting to use them.

For industries with objectives of beating competition and maintaining high earnings, the specific methods of Value Analysis and Value Engineering are un-equaled.

Because I have met, and become acquainted with one of your group, Herbert Stukart, I feel sure that your conference will achieve meaningful benefits.

Sincerely,

Larry Miles

Originator of the  
Value Analysis/Engineering  
System and Methods.

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LAWRENCE MILES RT. 5, BOX 840  
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CONFIRMING OUR CONVERSATION;  
1) WE ARE HAPPY TO NOTE THAT YOU ARE WILLING TO COME TO BRAZIL  
IN NOVEMBER AND WE WILL START PREPARING THE PROGRAM.  
2) PLEASE SEND A MESSAGE, ADDRESSED TO  
III ENCONTRO NACIONAL DE ADMINISTRCAO DE MATERIAL SALVADOR,  
BAHIA BUT  
COL 5, 840 EASTONMD21601 1) 2)  
TLD304 PAGE 2/50  
THE ENVELOPE SHOULD BE ADDRESSED TO: STUKART POBOX  
2229 01000 SAOPAULO SP BRAZIL STATING: 2.1. THAT YOU ARE VERY  
SORRY THAT YOU COULD NOT COME TO THE CONGRESS. 2.2. THE IMPORTANCE  
OF VALUE ANALYSIS FOR MATERIAL MANAGEMENT AND FINALLY FOR THE  
PROFIT OF THE COMPANY. I AM ANXIOUSLY EXPECTING THE  
CALL 2229 01000 2.1. 2.2.  
TLD304 PAGE 3/15  
GREAT PLEASURE  
TO SEE ELANOR AND YOU HERE IN NOVEMBER. BEST WISHES AND REGARDS  
STUKART  
NNN  
1621 EST

01:52 EST

MGMCOMP