

Oct 5 1876

Mr Akira Kodama, Secy. Genl. SJVE

Dear Mr Kodama;

Your much valued letter arrived yesterday.

We are very much pleased that our good friend Ichiro Ueno can continue to serve in this valuable program.

Knowing when your conference in Osaka was to be held, I "jumped the gun", and had already sent my greetings.

I was pleased and somewhat startled by your comment that Japanese industrialists "have been discovering wider areas of VA/VN applications."

This exactly parallels our observations in this country.

The benefits of this step-by-step system which produces more results from the human mind in less time is now developing along 5 thrust lines.

1. Engineering and Manufacturing Cost Benefits.
2. Purchasing cost benefits.
3. Administrative cost benefits
4. Construction design and cost benefits
5. Benefits to performance oriented design problems.  
(design to lower weight, smaller size, or higher performance).

and because

Because of my own extensive purchasing experience in using the techniques to "buy function", that profitable area has been lagging in this country, I have elected to become involved and to write a monthly column for PURCHASING WORLD magazine, as you observed by the copies I sent to you.

I will also send to you a xerox copy of my appraisal of the usage in this country compared to the potential.

Best of Success and Warmest Regards,

Larry Miles