

82-4

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Good Morning folks from Vt. to CA., from Boling Green to PA:

Just a letter to share our good life with you all.
Our health, physical and mental - super.
Summer bugs - used to be millions. I vacuumed them off the ceiling.
Gone. NO BUGS. Delightful! 2 elec. zappers on at nights do it.
Can have windows and/or doors open at nite.
Temperature - Summertime 75 to 95. We use Air. Cond. a little. Fans
much. Our thoughts are with our Phoenix folks 100 to 110! We make
out fine. Summer is a happy time - like the islands in winter.

Eleanors flower beds are in the finest bloom ever. Beauty, beauty,
beauty. My veg. garden - cucumbers, onions, tomatoes, dill OK.
Our "crab" routine is great. Fun to have something to anticipate
every day. How many? What size will they be? Our 2 traps get 5-8
good ones per day. Eleanor at once steams them, then picks beau-
tiful lump meat, usually each day, often at our cocktail hour.
Duke is working fine - but our crabbing pier and patio compete much
so it is potential rather than actual fun most of the time.
Pleasant "culture" with area people comes at just the right rate.
Yesterday crabcake feast and picnic with Edge Creek Boat Club.
Last Sunday Power Squadron Rondevous - charcoal steak etc.
Twice during the week - fun bridge with other couples.

Greatest of all is Eleanor's happiness. Smiles pretty and acts pretty
all day long - every day. Its the greatest thing imaginable!
She out-does even herself with superior and delicious food for ever
meal. Cooking for two seems to be an opportunity - not a problem
for her!

Jim, I got some more green paint and finished the pier which you so
nicely started.
Eleanor got me a new hammock to replace the other one which I wore ou

Have agreed to present "Theory and Practice of Value Engineering" in
Frankfurt Germany on Oct 21. Soon I'll write it and send it.
We have an interesting plan. Eleanor will be working on getting it
arranged during this week. We wish to fly to Athens on Oct 10
then on the 11th start a 7-day cruise of the Greek Islands.
It also goes thru the straits to Istanbul. It will be on the Stella
Solaris I believe.

Of course, before we go we will host the National Board of Dir. of th
Value Eng. Society, in Sept. About 30 come Wed eve. They stay in
nearby hotels. Starting Wed eve - thru Sat. midnight, Eleanor pro-
vides all of the beautiful food they can consume. Its Great!!

Then, come Nov. the pot is boiling a bit. We have been invited to
Brazil by a very enthusiastic company director of a Brazillian
Co. who wants to get lots more of the thinking of VE used. It
will probably jell out. November's spring down there.

So - now --- we've gotten a little re-acquainted again. Best to you a

Barry & Eleanor Hi - now we need everyone's help with your tips

AN EASY READING STORY FOR THE OPENER

Are there any "routine" purchases?

Opportunities lurk anywhere for the va skilled buyer

What could have been?

Look a little farther. Look a little deeper

Is your buying work exciting? Use the VA system and make it an exciting ^{gam}

What makes a game? Trying to do something that you have to be good and perhaps lucky to do.

Making a better score than someone else

Meeting the achievement of someone else and betterin

Ball games are won by 95 good steady high-grade actions and 5 superior and unusual plays. In your buying work, are you ~~making~~ the finding and making the superior ones?

One way is to follow a few small purchases thru to determine what function or use they serve

95% steady and good 5% brilliant

one brilliant buying action each day
go the second mile - do something unusual