

VENCONVAVE PVT. LTD.
CONSULTANTS IN VALUE ANALYSIS/VALUE ENGINEERING



12/999/1021

August 14, 1980

Mr. Lawrence B. Hiles,
"Sedgefield"
Route 5, Easton,
Maryland 21601,
U.S.A.

Dear Larry,

It was my privilege and pleasure to have been able to meet you every time I visited the US to attend the SAVE conferences in the last few years. It was you who gave me prompt help and advice early in 197 to increase the popularity of VE in India. That seed has now grown into a small plant in the form of the Indian Value Engg. Society (INVE) which is just 3 years old. It was my good fortune that during the period I functioned as its Founder-Secretary/Director - Communications Editor-in-chief of its quarterly magazine 'INVAVE', we could cross the following mile stones:-

1. The first-ever VE exhibition held in India (at New Delhi) March 4th, 1979
2. The first-ever National Conference to be held in India on VE and attended by over 110 delegates (at New Delhi) March 14 to 16, 1980
3. Six editions of the magazine, 'INVAVE' plus INVEST Conference Proceedings, 1980 brought out successfully.
4. Publication of a composite VE workbook in 80 pages (donated to INVEST)
etc. etc.

You will no doubt feel happy that the VA/VE movement has spread to the east and to developing countries like India. Though I am at present no longer the secretary of 'INVEST' nor do I hold any office in the Governing Body of the Society, I am glad to say that others fitter and better have taken over charge and the Society should grow in a big way in the coming years. In fact, on a parallel line, the industrial house of Tatas (their standing in India is comparable to Henry Ford's of USA) had on their own held a successful International VE Seminar in June this year at the steel town of Jamshedpur in Eastern India.

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So much to bring you up-to-date on the VE scene in India. In my efforts to disseminate the knowledge and practice of VE, Larry, it will greatly help if you can please send me 2 copies of your autographic photograph. Both Mrs. Miles and you may remember my making this request to you in the past when I was editor of INVAE. Right now I am likely to publish a few articles in leading newspapers and magazines in India and your photograph would enrich these articles and also my book on VE case-studies in India which I am attempting to write at the moment (but nowhere near success yet and I admire the way you have written your books).

My best wishes to both Mrs. Miles and yourself for the best of health and happiness in your retired life. Looking forward to hearing from you at your earliest convenience and with my highest regards,

Yours sincerely,

A handwritten signature in cursive script that reads 'S.S. Venkataraman'.

(S.S. Venkataraman, JVS)
Managing Director