

Tyler Hicks
McGraw-Hill Book Co

Dear Ty;

Following through on our phone conversation, I enclose
the following:

List of names and addresses (where known) of people
who assisted in preparation of the second edition.

List showing the contributions of each.

After you have given your approval to the list please
advise me at once so that I may write to each expressing
my appreciation, and advising them that you are sending
a copy to them.

Thank you,

Larry Miles

NAMES AND ADDRESSES OF PERSONS WHO SHOULD BE SENT
COPIES OF " TECHNIQUES OF VALUE ANALYSIS AND ENGINEERING"
2nd EDITION.

Bytheway, Charles W.

Manager V. E. Training--Univac Div.--Sperry Rand
322 N. 21st West, Salt Lake City, Utah 84116

Fowler, Theodore C.

Value Standards Inc.
205 W. Wacker Dr.
Chicago, Illinois

Wojciechowski, Francis Xavier

Dept. of Value Engineering -- Xerox Corp.
Xerox Square, Rochester, N. Y. 14603

Dell'Isola, A. J.

208 St. Andrews Drive --Tantallon, Maryland 20022

Garrett, Arthur

V. E. Ltd. ⁶⁰Westbourne Grove--London, England W 2

Withers, Sonia

V. E. Ltd. ⁶⁰Westbourne Grove--London, England W 2

Miles, Dennis D.

3414 Kenneth Dr.--Palo Alta, Ca. 94303

Miles, Roscoe C.

4082 W. Benden Dr.--Murrysville, Pa. 15668

Weeks, George R.

752 Bonnie Dell Dr.--Marietta, Ga. 30060

Johnson, Frank C.

Exec. Director, S A V E--2550 Hargrove Dr.
L-205, Smyrna, Ga. 30080

Hancock, W. A.

Value Engineer--Turbine Dept.--General Electric
Schenectady, N. Y. 12305

Gage, W. L.

My files show his 1967 address to be:

Lecturer--School of Management Studies--The Polytechnic
London, England--Also

Executive Director,--Harold Whitehead and Partners Ltd.
Management Consultants--London, England.

Your London office perhaps has a more complete up to date
address.

Febr 24, 1972
L.D.Miles

Persons who should be sent copies of
TECHNIQUES OF VALUE ANALYSIS AND ENGINEERING
because of their personal work, assisting in
the preparation of various parts of it.

Also a brief description of their
contribution

Bytheway, Charles W. Creator of the Function Analysis System
Technique, and the man who supplied to me much of the
material on it in chapter 17.

Fowler, Theodore C. The man who told me about the F.A.S.T
above. He set up a demonstration for me. Got me into
touch with Chas Bytheway. He supplied material for the
presentation of it in chapter 17.

Wojciechowski, Francis Xavier He provided to me the
superior, carefully prepared and condensed part of chapter
17 on the F.A.S.T. entitled "How to Use".

Dell'isola, A.J. He provided all of the illustrations and
much of the material which made up chapter 18, on constr-
uction costs.

Garrett, Arthur He wrote the material in the second part
of the chapter 17 on Advanced Techniques. I used it al-
most as he sent it. Edited it very little. He is a partner
in the firm Value Engineering Ltd. in London, a skilled
technical writer, also one who makes regular appearances
on BBC. He might be a great asset in the task of building
up some sales volume in England on this new book, at a
time when it would seem many responsible leaders in England
recognize the need for thinking more effectively.

Withers, Sonia. She worked with Arthur Garrett in de-
veloping the system above, and helped to get together the
example used.

Miles, Dennis D. He is responsible for the approach taken
in the first chapter, and elsewhere thruout the book. He
said that while the first book contained some excellent
approaches and technique, it gave the impression that we
were saying "We're the smart guys, you're the dumb ones.
Do what we say and be smart like us". He edited several
pages from the original book to show this. He then wrote
some approaches which would in effect say to the reader
" You're smart guys, however here are a few things that
will help you a little, and often in competition, a little
help means a whole lot".

Miles, Roscoe C. He is a specialist in the laboratory of US Steel Co in Pittsburg. He is responsible for much of the updating of the costs of relative materials in chapter 10 Special Knowledge Required. He worked many hours studying the current costs and worked out the relative costs on the basis of up to date data.

Weeks, George R. He supplied much of the important data used in chapter 7 Setting and Solving Services problems from his actual experience in a VE study of a hospital, beginning on page 78.

Johnson, Frank C. Executive Director Of the National Society of American Value Engineers. He guided me a considerable in finding suitable examples of work in the Services field for use thruout. He was responsible for getting me into touch with Geo. Weeks above who helped so extensively with the hospital experience.

The two additional gentlemen to whom I believe books should be sent, but who, are somewhat different situations than the above are:

W. A. Hancock Value Engineer Large Steam Turbine Division Generalelectric Co. When I was searching for suitable experience in, and examples of use of VA in Services work, I learned that he had used it in a project in a church. I corresponded with him. He gave me references to his data, said "You are welcome to use it in your textbook" . He also said he would appreciate a copy of the latest edition of the book when it is available.

When I made my decisions I chose to use the hospital example, the city government example and the study of Goodwill Industries, and in the interest of brevity to omit the church example in the final writing. You be the judge, but I believe he should have a book. He did his part.

W.L.Gage He is one of McGraw-Hill authors in England. He wrote the book "Value Analysis" in 1967. In it he gives us lots of credit and lots of references. His work may have promoted some sales for us in England. While I was lecturing at a management course at UCLA someone liked it enough to steal it out of my book locker. I wrote him about it, and he, knowing that I was using it, sent me 2 more. I hope McGraw-Hill sees fit to send him one of the new editions. In 1967 he was principal lecturer, School of Management Studies, The Polytechnic, London, also Executive Director, Harold Whitehead and Partners Ltd, Management Consultants.