



DM.48.82

São Paulo, December 7, 1982.

Mr. Larry D. Miles
Sedgedfield R. 5 B. 840
Easton, MD 21601
U. S. A.

Dear Larry:

Subsequent to my letter DM.35.82 dated September 28, 1982, I had the opportunity to meet with Messrs. José B. A. Amorim and Nahid Chicani, two directors of General Electric-Brazil.

During this meeting, we had the chance to clarify the misunderstandings between us regarding your coming to Brazil to lecture on Value Analysis.

We also agreed to meet next January to discuss the details of your visit.

I should point out here that GE-Brazil has in fact used the Value Analysis systems since 1959, and with good results, contrary to what I had previously supposed. It was gratifying to know that GE-Brazil has used Value Analysis as a prime technique for reducing costs and upgrading its products.

Larry, rest assured that both GE-Brazil and Klabin have both practiced and promoted your teachings on Value Analysis. We believe it is worthy of even broader dissemination here in Brazil, which is why we are looking forward to your future visit.

Thank you for your understanding. We will be in touch.

Yours truly,

Herbert L. Stukart.

HLS/oz

cc: J.B.A. Amorim
N. Chicani

PS
Unique purpose of
this letter

the copy for G.E.