



CENTRO DE PRODUCTIVIDAD DE MONTERREY

70-23

September 23, 1970.

Dr. Larry Miles  
Sedgefield  
Route 4  
Easton, Maryland  
21601

Dear Dr. Miles:

Thank you for your letter of September 3.

You mentioned in your letter that a program in Mexico City seems to you interesting, and talking about your choices, the second one will be preferable to us. We have scheduled the seminar for the third week in March, so please consider this date a definite appointment to see you in Mexico city.

Give my best regards to Eleonor, I hope I will see her too, next year.

Looking forward and with very personal regards,

Sincerely,



Ing. Héctor Sarza Sepúlveda  
General Manager

P.S. I saw the attached letter with the "White House Approves Billion Dollar Winn Cost Reduction Plan with Value Analysis, Congratulations".

Sept 3 1970

Hector Garza S. Gen Mgr.

Dear Hector;

It was pleasant to receive your Aug 4 letter.

We shall certainly look forward to a visit from you and Lupe at some time of your convenience.

The suggestion of a program in Mexico similar to the one one in Monterrey is interesting. Eleanor and I enjoy "getting to know" the fine people who are associated with such learning experiences.

April hits us a little hard. Our choices are as follows:

1st choice	Febr 1971
2nd choice	Mar
3rd choice	Jan

Our Warmest Greetings go to you and your associates and to Lupe.

Sincerely

Larry Miles



CENTRO DE PRODUCTIVIDAD DE MONTERREY

August 4, 1970

Dr. Harry Miles  
Sedgefield Route 4  
Easton, Maryland 21601  
U. S. A.

Dear Dr. Miles:

It was a pleasure to receive your letter with the photographs remembering me the nice days we spent while you visited us.


As you said in your letter, sometime.....we will visit you. Each time, as soon as I fix a possible visit to Europe always something from my office calls my attention, in order to set another plan another time.

I wish you could come to Mexico City with a program similar to the one you have presented in Monterrey, next spring, let's say April 1971.

I hope you could make an appointment to see you in Mexico City I haven't received yet the book you sent to me, but many many thanks for your kindness, it will be very valuable to me specially because it is signed by a famous person as you.

Please give to Eleanor my best regards and Lupe's too and with my very personal regards looking forward to hear from you.

Sincerely,

  
Ing. Héctor Garza Sepúlveda  
General Manager

HGS/mcg



CENTRO DE PRODUCTIVIDAD DE MONTERREY

April 7, 1970.

Dr. Lawrence D. Miles  
Sedgefield, R 4  
Easton, Maryland 21601  
U.S.A.

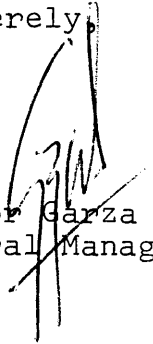
Dear Dr. Miles:

Thank you very much for your kindness for sending me your future schedule in order that Guadalupe and myself could visit you.

Our plans have change a little bit and we do not know yet when London will be ready for our visit, I'll let you know if possible to have the honor to be with you.

Thank you very much and please give my best regard to your charming wife and with warmest personal regards.

Sincerely,

  
Hector Garza Sepulveda  
General Manager

bgm.

*not sent  
7/31/70  
also  
invitation*

3 20 70

Ing Eduardo Garza Y Garza  
Control De Costos  
Cerveceria Cuauhtemoc, S. A.  
Monterrey, N. L. Mexico

Dear Sir; I have now had to close my option on time  
mid April, and make other plans.

Should interest later develop in some  
work on the Value Analysis System, some time would  
be available for it in Nov. or Dec. 1970.

With best wishes for your high success,

I am, Sincerely Yours,

L. D. Miles

2 10 70

Ing. Eduardo Garza Y Garza  
Control De Costos  
Cerveceria Cuauhtemoc, S. A.  
Monterrey, N.L. Mexico;

Dear Sir;

Yesterday I completed some discussions which allow me to offer two alternate April dates for work in Monterrey, should you and your company wish it.

Alternative 1 For use if you decide upon two groups with two days for each. Apr. 7,8,9,10.

Alternative 2 For one group, two days, Apr. 9,10.

Alternative 3 For one group, two days, Apr. 16,17.

If we have this company program for you, we would like to work on two or three specific problems, or opportunity areas, or specific tasks of some of the attendees. By actually pressing the disciplined thinking into their own problems, men get the "feel" for it, and experience shows they will use it again and again.

I confirm that the cost would be:

- a. Any cash cost for a permit to do this work in Mexico, which I expect would be nominal, but I have not checked it out.
- b. Professional fee of \$600 for two days, \$1200 for four days.
- c. Expenses of traveling and living for Mrs Miles and myself, from Washington DC.

I hope that you and your associates Lee and De Los Santos are finding opportunity to use the disciplined thinking system, with extreme emphasis on "Function", in some of your work.

Sincerely,

Lawrence D Miles



## CERVECERIA CUAUHEMOC, S. A.

**C P. JOSE LEE HIDALGO**  
GERENTE ADMINISTRATIVO DE PRODUCCION

TEL 75-22-00  
MONTERREY, N. L., MEXICO



## CERVECERIA CUAUHEMOC, S. A.

**ING. EDUARDO GARZA Y GARZA**  
CONTROL DE COSTOS

TEL. 75-22-00  
MONTERREY, N. L. MEX.



**ING. ROGELIO DE LOS SANTOS**  
CONTROL DE COSTOS


CERVECERIA CUAUHEMOC, S. A.

APDO. POSTAL No. 106  
MONTERREY, N. L.

TELEFONO 75-22-00  
EXT. 342

TRANSPORTATION	\$ 188.88
6 DAYS OF HON. AT \$100.00 PER- DAY.	\$ 600 00
6 DAYS PER DIEM AT \$20.00	<u>\$ 120.00</u>
	\$ 908.88

Monterrey, N.L.  
January 24, 1970

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DR. LAWRENCE D. MILES



Jan 21 1970

Engineer E Garza y Garza, and Associates

PRO:VEN

Hasten to answer your questions  
as follows:

Should your company desire it, and  
a mutually satisfactory date is found  
I could:

... consist of 2 days  
... 2 days.  
... the

possible in work.

Cost for  
Desi M. Sanchez:

\$ 1200

Mexico, D. E. Mexico  
President and

Travel from Maryland  
living while working  
visa cost - to any

1969

I have a few days open in middle or  
late April. On return home next week could  
- you the available days.

SINCERELY

Luis A. Miles