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Diane D Heiberg, Editor
Professional and Reference Books
McGraw-Hill Book Co
1221 Ave. of the Americas
New York City

Dear Diane;

First - Greetings of the recent season, and Best of Success to you in your 1983 activities.

Second, I have two suggestions.

1. I note from the attached listing that Art Mudgett's book is listed as 1981 edition. Please send to me a copy of the 1981 edition.
2. For the reasons stated below, and others it is probably appearing that I should up-date and issue edition 3. Please advise me with whom I should discuss it, and how we should proceed with the consideration.

Some items of pertinent knowledge to the present moment.

In Germany, the use of the methods is growing. Evidence is that in Nov 1981 they bestowed upon me the honorary medal of the German Association of Engineers, for creating the methods. They said "Many Thanks for this Great Gift you have Given the World of Industry."

In Japan, as the attached recent copies show, Mr Ueno, who has led the organization and use of Value Analysis and Engineering methodology is to receive an award for the benefits to industry from the Emperor. Also there has been established two "Miles-Awards" to annually give out to further encourage the use of our valuable technology.

I have for 60 months written a page in the publication PURCHASING WORLD telling and teaching how to use VA principles in Purchasing in order to add health and profits in Industry and elsewhere. I frequently receive phonecalls from Purchasing Managers, asking how they can get training materials for their people. My second edition helps, but is not the slightest specific to Purchasing. I always wish I had a better reference.

There exists astonishing need in industry and business in USA to learn and use the methods in order to compete worldwide.

Sincerely,

Larry Miles